

DYNAMIC RISK ASSESSMENT

Business Unit Risk	Medium	Date	20 March 2023	
Client Name	Client99	Client ID	271129591	
Completed By:	Armughan Ahmad	Completed By: Role/Designation	Admin	
Overall Dynamic Risk:	High			

		Score	Weight	Risk Factor
A. Client Risk		29		
Client Type	Individual			
Occupation	Minor/Scholar	1	1	1
Country of Birth	Pakistan	2	3	6
Country of Residence	Pakistan	2	3	6
Nationality	Pakistan	2	3	6
Is nationality different to current jurisdiction?	Yes			
Country of tax residence	Pakistan	2	3	6
Industry	Health care and medical	2	1	2
Source of Funds	Maintainance(Formal agreement)	1	1	1
Relationship to client	Premium Payer	1	1	1
B. Product/Service Risk				
Product/Service Risk	Advisory or intermediary services only with commission based inflow	3	2	3
Product/Service Category	New			
C. Transaction Risk		22		
Transaction Flow	Inflow			
Method of Transaction	Cash	3	2	6
Reason of Transaction	Commission/Service fee	1	1	1
Has this Reason for Transaction been considered as a High Risk in any Typology report/guidance?	Yes	3	2	6

Frequency of Transaction	Ad hoc	3	1	3
Value of Transaction:	100000	Currency:	ZAR	
Transaction Geography	Cross Border	2	1	2
Jurisdiction of funds	Pakistan	2	3	6
Delivery channel	Intermediaries(Advisors)	3	1	3
Linked Party acting on behalf of Client?	Not Applicable	1	1	1
Linked Party paying / receiving funds	Not applicable	0	1	0
D. Reputation Risk	High	3		
Client is a true match on:	Enforcement,SIP,SIE	3	1	3
Are there Linked Parties / Beneficiaries to Client?	Yes			
Linked Party 1	Medium	Adjust Risk	Medium	
Name and surname	a			
Relationship to client	Individual exercising control other than owner			
ID/Passport Number/Tax Number	123987			
Linked Party is a true match on	Adverse Media	2	1	2
Is this a RCA (relative / close associate) to Client?	No	0	1	0
Country of Birth	Pakistan	2	3	6
Country of Residence	Pakistan	2	3	6
Nationality	Pakistan	2	3	6
Action	Conduct Enhanced Due Diligence			

RECORD OF ADVICE

Client Name:	Client99	ID number:	271129591
Address	344, Block M, Johar Town, Lahore		
Email:	client99@gmail.com	Phone:	03121234567
Financial Advisor:	Armughan Ahmad	Date:	23 Mar 2023

In terms of the Financial Advisory and Intermediary Services Act (FAIS Act), we must provide you (the client) with a record of advice. This document is a summary that intends to confirm the advisory process you recently undertook with your advisor. If you have any questions concerning the content, please contact your advisor. You are entitled to a copy of this document for your records. You consent to Succession Financial Planning (SFP) processing your personal information per the Protection of Personal Information Act (POPIA). You have given consent to SFP retaining your personal information to recommend the best-suited financial solutions for your financial needs and maintenance. You consent to be contacted from time to time for maintenance, news, correspondence, and storage of your personal information relating to your financial matters. Ts&Cs on <https://www.sfpadvice.co.za>

SECTION A:

1. Compulsory Disclosures

Client was provided with a copy of the Letter of Introduction. ☐ Yes ☒ No

[illegible]

Client has provided authority to access information. ☒ Yes ☐ No

hmmmm, hmmmm, hmmmm, hmmmm, hmmmm, hmmmm,
hmmmm something is here, something is there, hmmmm,
hmmmm, hmmmm, hmmmm, hmmmm, hmmmm, hmmmm,

2. Financial Intelligence Centre Act (FICA)

Client has provided a clear copy of his/her identity document. ☐ Yes ☒ No

abc,
abc, abc, abc, abc, abc, abc, abc, abc, abc, abc, abc, abc, abcabc, abc, abc

SECTION B:

Background information

Your personal circumstances that formed the basis for my recommendation

something is here, something is there
something is here, something is there
something is here, something is there
something is here, something is there
something is here, something is there

Risk

Financial Needs Analysis Summary

Financial Planning Need/Objective	Total need identified	Existing provisions	Shortfall/ Surplus	Cover taken up now
Death Cover:				
Death Cover:Lump sum	R 1000	R 2500	R 1200	R 1230
Death Cover: Income (p.m.)	R 3294	R 4938	R 3489	R 2983
Funeral Benefit (p.m.)	R 312	R 321	R 123	R 312
Other: Financial	R 1	R 2	R 3	R 4
Comments	Something here, something there			

Disability Cover:

Lump sum	R 4	R 3	R 2	R 1
Permanent Income (p.m.)	R 5	R 6	R 7	R 8
Temporary Income (p.m.)	R 12	R 11	R 10	R 9
Sickness Benefit	R 13	R 14	R 15	R 16
Other: DiC 2	R 21	R 22	R 23	R 24
Comments	something is fishy here			

Dread Cover:

Dread Disease:Lump Sum	R 1	R 2	R 3	R 4
Dread Disease:Income(p.m)	R 5	R 6	R 7	R 8
Other: DrC 2	R 13	R 14	R 15	R 16
Comments	fishy stuff			

SECTION C:

Financial Solutions:

Summary of recommendations to address your identified needs

No cash values are payable/accessible unless a specified event has occurred, i.e., the life event for which cover is taken; in which case the proceeds are payable tax-free. The premiums are not tax-deductible according to current legislation and loans against the policy are not permitted.

Should the policy have an accelerator benefit attached, it means that upon a claim of that benefit the life cover amount will reduce by the claim amount. Standalone benefits are independent of the life cover, and you may claim without affecting the life cover amounts.

Life Cover:

Policies payable to the estate will attract executors' fees at a maximum of 3.99% + VAT. Where there is a beneficiary the executors fees will not be levied. Executors' fees are applicable to all assets in the estate of a client and the exemption only applies to policies with beneficiaries.

Death benefits will not be paid where the life insured commits suicide within 2 years of commencement or reinstatement of the cover.

Life coverage is a type of insurance that provides financial support to your loved ones in the event of your death. It can help cover expenses such as funeral costs and lost income. It's important to consider life coverage as part of your overall financial plan to protect your family and provide them with peace of mind in case of unexpected events.

Disability Cover:

Disability cover is a type of insurance that provides financial support if you become disabled and are unable to work. It can help cover expenses such as medical bills and lost income. It's important to consider disability cover as part of your overall financial plan to protect yourself and your family in case of unexpected events.

Dread Disease Cover:

Dread Disease cover is a type of insurance that provides financial support if you are diagnosed with a serious illness such as cancer or heart disease. It can help cover expenses such as medical bills and lost income. It's important to consider Dread Disease cover as part of your overall financial plan to protect yourself and your family in case of unexpected events.

SECTION D:

Alternative Solutions Considered

The following solutions were presented to you for consideration but were not selected for the following reasons:

Dread Disease cover is a type of insurance that provides financial support if you are diagnosed with a serious illness such as cancer or heart disease. It can help cover expenses such as medical bills and lost income. It's important to consider Dread Disease cover as part of your overall financial plan to protect yourself and your family in case of unexpected events.

Life coverage is a type of insurance that provides financial support to your loved ones in the event of your death. It can help cover expenses such as funeral costs and lost income. It's important to consider life coverage as part of your overall financial plan to protect your family and provide them with peace of mind in case of unexpected events.

Disability cover is a type of insurance that provides financial support if you become disabled and are unable to work. It can help cover expenses such as medical bills and lost income. It's important to consider disability cover as part of your overall financial plan to protect yourself and your family in case of unexpected events.

SECTION E:

Product Taken

Products accepted by you to meet your requirements

Product:	TFSA		
Product Provider:	SFP	Policy Number:	123456789
Product Name:	TFSA	Frequency:	10000 Monthly
Premium Pattern:	Monthly	Escalation in cover/premium:	100
Contracting Party:	SFP	Life/Lives covered:	5
Beneficial/Cessionary:	Wife	Premium payer(s):	Husband
1st year commission:	R 500	2nd year commission:	R 10000
Ongoing fees:	R 500	Frequency:	R 1 Monthly
Total fees and commission:	R 1000		
Benefit description: life cover, disability etc:		Cover amount	
A		R 1	
B		R 2	
D		R 4	
G		R 9	

The following are reasons why the above-mentioned product best suits your needs and objectives

Why should I do that?

The details of the material aspects of the selected product that were discussed with you are outlined below:

somewhat to product 1 from product 2

10% sales tax

executor fee was R 500 and it does offer liquidity

Wife, Children and Parents

N.A.

INVESTMENT AND SAVINGS

Source of Funds

Identify the source of funds being invested

Salary

Business

Analysis of Client's Circumstances

The analysis of your personal circumstances as described above.

Investment Requirements

Need

2.1 Investment term

5 Years

duration was set to 5 years as per mutual agreement.
duration was set to 5 years as per mutual agreement.
duration was set to 5 years as per mutual agreement.
duration was set to 5 years as per mutual agreement. duration was set to 5 years as per mutual agreement. duration was set to 5 years as per mutual agreement. duration was set to 5 years as per mutual agreement. duration was set to 5 years as per mutual agreement.

2.2 Liquidity/Access required during term

☒ Yes ☐ No

liquidity was not mentioned, liquidity was not mentioned, liquidity was not mentioned, liquidity was not mentioned
liquidity was not mentioned, liquidity was not mentioned, liquidity was not mentioned, liquidity was not mentioned
liquidity was not mentioned, liquidity was not mentioned, liquidity was not mentioned, liquidity was not mentioned

2.3 Voluntary or compulsory investment

☐ Voluntary ☒ Compulsory

it was voluntary

2.4 Lump sum or recurring premium

☒ Lump Sum ☐ Recurring

lump sum of R 10000

2.5 Income Required

☐ Yes ☒ No

No, it is not required

2.6 Investment Strategy

Capital Reservation

hmmmmm
hmmmmm v2
asdasa
as
da
d
sads
as
dasd
ads

yes

kind of

SECTION C:

Financial Solutions:

Summary of recommendations to address your identified needs

FNA was discussed and qualification was covered to. it does meet the client needs

SECTION D:

Alternative Solutions Considered

The following solutions were presented to you for consideration but were not selected for the following reasons:

Dread Disease cover is a type of insurance that provides financial support if you are diagnosed with a serious illness such as cancer or heart disease. It can help cover expenses such as medical bills and lost income. It's important to consider Dread Disease cover as part of your overall financial plan to protect yourself and your family in case of unexpected events.

Life coverage is a type of insurance that provides financial support to your loved ones in the event of your death. It can help cover expenses such as funeral costs and lost income. It's important to consider life coverage as part of your overall financial plan to protect your family and provide them with peace of mind in case of unexpected events.

Disability cover is a type of insurance that provides financial support if you become disabled and are unable to work. It can help cover expenses such as medical bills and lost income. It's important to consider disability cover as part of your overall financial plan to protect yourself and your family in case of unexpected events.

SECTION D:

Product Taken

Products accepted by you to meet your requirements

Product:	TSFA		
Product Provider:	SFP	Policy Number:	123123123
Product Name:	5 Years Plan	Frequency:	10000 Monthly
Escalation:	N.A.	Total estimated annual cost (EAC):	N.A.
Contracting Party:	Client	Life/Lives Assured:	5
Premium Layer:	1	Beneficial/Cessionary:	Wife
Initial Commission:	R 500 (5%)	Ongoing Commission:	R 100 (1%)

Were the SFP Solution Funds (multi-managed wrap funds) considered? ☐ Yes ☒ No

Why should I do that?

Investment portfolio

When a wrap fund or a selection of wrap funds is used, motivate, and explain.

Where you have constructed your own portfolio from a selection of funds contained in the SFP Approved Fund List, an analysis (ICE analysis or similar) must be provided:

illustrating the alignment of the risk profile of the constructed portfolio and that of the investor,

motivating the constructed portfolio with reference to the following aspects:

corre

Fund Fact Sheets to client

Funds	%	Provided	Discussed
Fund 1	10	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No
Fun7	10	<input type="checkbox"/> No	<input checked="" type="checkbox"/> Yes

The following are reasons why the abovementioned product best suits your needs and objectives:

IP_ItP_FundsReasons

The details of the material aspects of the selected product that were discussed with you are outlined below.

BUSINESS ASSURANCE

Trade name of Business:	TriggerPorter
Registered name of Business:	KCS
Authorised Person(s):	Official Signatory
Financial Advisor:	Armughan Ahmad
Address:	Lahore
Email:	armughan.ahmad@kasparholdings.com
Phone:	03121234567
Date:	24 Mar 2023

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SECTION A:

1. Compulsory Disclosures

Client was provided with a copy of the Letter of Introduction. ☐ Yes ☒ No

Point Authorised Person

Client has provided authority to access information. ☒ Yes ☐ No

Point Authority

2. Financial Intelligence Centre Act (FICA)

Client has provided a clear copy of his/her identity document. ☐ Yes ☒ No

Point FICA

3. Replacements

Does/Do the product(s) taken replace an existing product(s)? ☒ Yes ☐ No

Point Replacement 1

If “Yes” (above), the Financial Adviser confirms that all disclosures on the Replacement Product Comparison document have been explained to the client. ☐ Yes ☒ No

Point Replacement 2

The client has confirmed that no financial products were canceled, Lapsed forfeited, surrendered, or partially surrendered in the 6 months preceding and does not intend to cancel a financial product in the next 6 months. ☒ Yes ☐ No

Point Replacement 3

SECTION B:

Background information

Provide a brief description of the business

just do it

Business Needs Identified

PART I: RISK

2. Financial Needs Analysis Summary: Business Assurance

Business assurance needs identified

- ☒ Funding of Buy-and-Sell Agreement
- ☐ Key Person Insurance
- ☒ Contingent liability
- ☐ Business Protection Overheads
- ☐ Credit Loan Account Redemption
- ☒ Debit Loan Redemption
- ☐ Funding Expenses of Future
- ☒ Funding of Deferred Gratuities

asdasd

Financial Planning Need/Objective	Total need identified	Existing provisions	Shortfall/ Surplus	Cover taken up now
Buy and Sell:				
Death	R 1	R 2	R 3	R 4
Disability	R 5	R 6	R 7	R 8
Other: bns	R 9	R 10	R 11	R 12
Comments				
asdasdasdbashbdbhbhabsbhasdhbasdhba				
Key person:				
Death	R 13	R 14	R 15	R 16

Disability	R 17	R 18	R 19	R 20
Temporary Income (p.m.)	R 21	R 22	R 23	R 24
Permanent Income (p.m.)	R 25	R 26	R 27	R 28
Other: kyep	R 29	R 30	R 31	R 32
Comments	asdjahsdgy721341892398ui			

Suretyship and Liability:

Death	R 33	R 34	R 35	R 36
Disability	R 37	R 38	R 39	R 40
Comments	123123123121213			

Business Overheads Protection:

Temporary Income(p.m.)	R 41	R 42	R 43	R 44
Permanant Income(p.m.)	R 45	R 46	R 47	R 48
Comments	1920398193u1weqsjhandh			

Credit Loan Account Redemption:

Temporary Income (p.m.)	R 49	R 50	R 51	R 52
Permanant Income (p.m.)	R 53	R 54	R 55	R 56
Other: other 1	R 57	R 58	R 59	R 60

Debit Loan Account Redemption:

Temporary Income (p.m.)	R 61	R 62	R 63	R 64
Permanant Income (p.m.)	R 66	R 66	R 67	R 68
Other: other 2	R 69	R 70	R 71	R 72

SECTION B:

Financial Solutions

Summary of recommendations to address the business's needs identified.

Life Cover

no, I won't

Disability Cover

sure, something here. something there

SECTION C:

Alternative Solutions Considered

The following solutions were presented to you for consideration but were not selected for the following reasons:

Solution 1

Solution 3

SECTION E:

Product Taken

Products accepted by you to meet your requirements

Product Provider:	TFSA	Policy Number:	987654321
Product Name:	TFSA	Frequency:	300 Monthly
Premium Pattern:	monthly i guess	Escalation in cover/premium:	n.a.
Contracting Party:	sfp	Life/Lives covered:	3
Premium Payer:	client		
1st year commission:	R 50	2nd year commission:	R 25
Benefit description: life cover, disability etc:		Cover amount	
hmmmm v1		R 30	
hmmm v2		R 12	
hmm v3		R 10	

The following are reasons why the abovementioned product best suits the business’s needs and objectives:

hmmmmm

The details of the material aspects of the selected product that were discussed with you are outlined below:

hmmmmm

hmmmmm

hmmmmm

hmmmmm

assurance investment

INVESTMENT & SAVINGS

SECTION B:

Analysis of Business's Circumstances

The analysis of your personal circumstances as described above

Investment requirements

Investment term

Need

5 Years

analysis of your personal circumstances as described above

Lump sum or recurring premium.



Lump Sum



Recurring

Lump sum or recurring premium

Investment Strategy

Capital Preservation

tan tan tan

Return Required

Guaranteed Return

return hi return hae

Risk Profile

Ultra Conservative

not required I guess

Funding of future expenses and/or deferred gratuities

Financial Planning Need/Objective	Total need identified	Existing provisions	Shortfall/ Surplus	Cover taken up now
Payment of trade restraint agreements	R 1	R 2	R 3	R 4
Replacement of assets	R 5	R 6	R 7	R 8
Compulsory refurbishing of franchises	R 1	R 2	R 3	R 4
Other: other 1	R 5	R 6	R 7	R 8

SECTION C:

Financial Solutions:

Summary of recommendations to address the business's needs identified

why should I discuss this?

SECTION D:

Alternative Solutions Considered

The following solutions were presented to you for consideration but were not selected for the following reasons:

Alternative Solutions Considered 1

Alternative Solutions Considered 2

Alternative Solutions Considered 3

SECTION E:
Product Taken (Each additional need must be accompanied by its own product annexure.)

Products accepted by you to meet your requirements to meet the business’s requirements

Product Provider:	SFP	Policy Number:	
Product Name:	TFSA	Frequency:	10000 Monthly
Premium Pattern:	Escalation in cover/premium:	N.A.	
Contracting Party:	SFP	Life/Lives covered:	2
Beneficial/Cessionary:	Wife	Premium payer(s):	Client
Intial commission:	R 100 (5%)	Ongoing commission:	R 25 (2.5%)

Investment Portfolio

jajajajaja
asjdajndanjdjndanja
djasdsajajnsdjndsaj

Fund Fact Sheets to client			
Funds	%	Provided	Discussed
fund 1	1	<input checked="" type="checkbox"/> Yes	<input checked="" type="checkbox"/> Yes
fund 2	2	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No
fund 3	0	<input type="checkbox"/> No	<input checked="" type="checkbox"/> Yes
fund 7	10	<input checked="" type="checkbox"/> Yes	<input checked="" type="checkbox"/> Yes

Source of Funds

Identify the source of funds being invested

Salary

business

The following are reasons why the abovementioned product best suits the business’s needs and objectives:
why

The details of the material aspects of the selected product that were discussed with you are outlined below.
not

aaaaaaa

huh?

Employee Benefits

Client Name:	Client99	ID number:	123123123
Address	Lahore		
Phone (Tel):	04231234567	Phone (Cell):	03121234567
Email:	client99@gmail.com	Date:	24 Mar 2023
Financial Advisor:	Armughan Ahmad	Details of fee:	N.A.

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Section A: Employer Information:

Section A: Employer Information.

Name of business entity:	SFP		
Physical Business Address:	Lahore, Punjab, Pakistan		
Employer contact person:	Client98		
Office Tel No:	0427867861	Cell Phone:	03007867861
Email Address:	client99@gmail.com		
Nature of business & Type of industry:	Software House		
Do the employees belong to Trade Union/ Bargaining Council?:	<input checked="" type="radio"/> Yes	<input type="radio"/> No	
Details:	N.A.		
Total number of employees:	10		
Total number of eligible employees:	5		
Specify and explain categories of members excluded:	5		

Section B: Take-over of existing fund

Name of existing fund & PF Reg no:	hmmmm
Name of previous Insurer/ Administrator:	naaah
Current total fund value:	1000
Number of current active members:	10
Number of fully paid-up members:	5
Reason for change:	5

Section C: Clients Needs and Requirements

Retirement Benefits ☐ Yes ☐ No ☒ Undecided

hmamdmaskmasdasdklaklskdldkl

dasokaskjasdjasdjadsjkdajk

Section D: Investment Indicator

Are some of the employees within five years of retirement?	<input checked="" type="radio"/> Yes	<input type="radio"/> No	50 %
Indicate the percentage of employees that are financially illiterate?	<input type="radio"/> Yes	<input checked="" type="radio"/> No	25 %
Indicate the percentage of employees that are financially sophisticated	<input checked="" type="radio"/> Yes	<input type="radio"/> No	12.5 %
Is there a high staff turnover?	<input type="radio"/> Yes	<input checked="" type="radio"/> No	6.25 %
Is individual member investment choice required?	<input checked="" type="radio"/> Yes	<input type="radio"/> No	2.125 %
Is a Default Investment Portfolio required?	<input type="radio"/> Yes	<input checked="" type="radio"/> No	1.0625 %
Additional Comments	asdasdasd		

Section E: Risk Benefits

Categories (description)	cat 1	cat 2	cat 3	cat 4
Member Contributions	R 10	R 50	R 100	R 20
Employer contributions	R 20	R 10	R 40	R 20
Normal Retirement age	60	60	60	60

Fiduciary

Is there a valid Will in place?	<input type="radio"/> Yes	<input checked="" type="radio"/> No
Date last updated?	29 Mar 2023	
Where is the will kept?	In Client's house	
Details of Executor?	Agent of SFP	
Client instruction in terms of drafting a Will?	Nothing	
Has the consequences of not having a will being explained and discussed?	Yes	