

FREQUENTLY ASKED QUESTIONS ON IMPLEMENTATION OF PRE-INVESTMENT FORM (“PIF”)

I. Completion of PIF

1. **Q: Who is a ‘first time investor’?**

A: A first time investor is an investor who is investing in unit trust for the first time with a unit trust management company (“UTMC”) or through an institutional unit trust adviser (“IUTA”) or corporate unit trust adviser (“CUTA”).

2. **Q: A first time investor invests in several funds simultaneously. Is the investor required to complete a PIF for each fund?**

A: No. The investor is only required to complete one PIF.

3. **Q: An investor redeems his investments in UTMC X. He later reinvests with UTMC X. Is he required to complete a PIF?**

A: No, as he is not a first time investor with UTMC X.

4. **Q: An investor invests in a fund of UTMC X but then exercises his cooling-off right and withdraws his investment. Is the investor required to complete a PIF if he decides to invest in a fund of UTMC X again?**

A: No, as he is not a first time investor with UMTC X. However, if UTMC X has no record of the investor, then it is advisable that the investor be required to complete the PIF.

5. **Q: An investor invests in funds of UTMC X through an IUTA which uses a nominee system. He then opts to invest directly with UTMC X. Is he required to complete a PIF?**

A: Yes. UTMC X has no record of the investor’s previous investment made through the IUTA, hence, the investor is regarded as a first time investor with UTMC X.

6. **Q: An investor with IUTA X invests in a fund of UTMC Y. He then invests in a fund of UTMC Z which is also distributed by IUTA X. Is he required to complete the PIF?**

A: No, as he is not a first time investor with IUTA X.

7. **Q: A potential investor walks into a branch of UTMC X to invest with UTMC X for the first time, without the assistance of a unit trust consultant (“UTC”). How should the PIF be completed?**

A: As a rule, UTMC, IUTA and CUTA are required to observe and comply strictly with Clauses 4.6.2 and 4.5 of FIMM’s Guidelines for Registration of Institutional Unit Trust Advisers (IUTA) for the Marketing and Distribution of Unit Trusts and Guidelines for Registration of Corporate Unit Trust Advisers (CUTA) for the Marketing and Distribution of Unit Trusts respectively. In this instance, any promotion and sale by UTMC X of any of its unit trust funds must be made through its UTC and the PIF must be signed by the UTC accordingly.

8. **Q: Does the PIF apply to investment in wholesale fund?**
A: No. The PIF is applicable to retail unit trust investors only.
9. **Q: Does the PIF apply to online transactions?**
A: Yes, with the necessary modifications made to the form and contents of the PIF (please refer to “Modifications to Pre-Investment Form for Online Implementation”).
10. **Q: Does a staff of a UTMC or CUTA or an IUTA who is purchasing unit trust for the first time need to complete a PIF?**
A: Yes, unless the staff is registered with FIMM as a UTC.
11. **Q: An existing investor opens an investment joint account with his son, who is a minor. Are the investor and his son required to complete the PIF?**
A: The existing investor and his son are not required to complete the PIF.
12. **Q: An investor holds an investment joint account in UTMC X with his son, who is a minor. Upon reaching the age of majority, the son makes his first investment in a fund of UTMC X. Is he required to complete the PIF?**
A: Yes. As this is his first investment, he is regarded as a first time investor.
13. **Q: An investor is investing with UTMC X for the first time by opening an investment joint account with his wife who is also a first time investor. Are the investor and his wife required to complete a PIF?**
A: Yes. The investor and his wife must each complete a PIF upon opening of the investment joint account.
14. **Q: An existing investor with UTMC X opens an investment joint account with his wife who is a first time investor. Is the investor’s wife required to complete a PIF?**
A: Yes, upon opening of the investment joint account.
15. **Q: An investor does not answer all of the questions contained in the PIF in the affirmative. Is the PIF acceptable?**
A: The purpose of the PIF is to ensure that a first time investor is sufficiently informed about investment in unit trust. In this instance, the PIF is not acceptable as its purpose has not been achieved.

II. Form and Contents of PIF

16. **Q: A completed and signed PIF is submitted to an IUTA by fax. Is this acceptable for purposes of processing the investor’s investment application?**
A: A UTMC or CUTA or an IUTA may accept a faxed copy of a completed and signed PIF pending receipt of the original.

17. **Q: Can the PIF be printed on a single sheet of paper (using both sides)?**
A: Yes, provided that the form and contents of the PIF are left intact.
18. **Q: Can the PIF be printed on a single page (resulting in the contents being compressed)?**
A: No. The form or contents of the PIF may not be modified.
19. **Q: Can both the English and Bahasa Malaysia versions of the PIF be incorporated into one form i.e.:**
“You can buy unit trusts either through a Unit Trust Consultant(UTC), Institutional Unit Trust Advisers(IUTA), Corporate Unit Trust Advisers(CUTA) or directly from Unit Trust Management Company(UTMC) or online, but each has different sales charge and level of service. Choose the one that best suits your needs / Anda boleh membeli unit amanah samada melalui seorang Perunding Unit Amanah (UTC), Perunding Institusi Unit Amanah (IUTA), Perunding Korporat Unit Amanah (CUTA) atau secara terus daripada Syarikat Pengurusan Unit Amanah (UTMC) atau secara dalam talian, namun setiap saluran tersebut mempunyai caj perkhidmatan yang berbeza dan tahap servis yang berlainan. Pilihlah yang mana paling sesuai untuk keperluan anda. / Chinese version”
A: No. The form or contents of the PIF may not be modified.
20. **Q: Can the signature boxes be combined as follows:**

Applicant	Joint Applicant	UTC’s Declaration

- A: No. The form or contents of the PIF may not be modified.
21. **Q: Is it compulsory for an investor to retain a copy of his completed and signed PIF?**
A: No, but a copy may be given if requested by the investor.

Note: All UTMC, IUTA, CUTA and UTC are advised that when in doubt, the investor should be requested to complete the PIF.