



CUSTOMER INFORMATION RECORD CONFIDENTIAL

In order to provide appropriate advice, it is important that the right details are gathered initially. This is achieved by gathering facts and completing a "Customer Information Record". This document will help identify what is relevant and enable the adviser to prioritise any required action. We strive to ensure that the information we have about you is current, accurate and complete. If you provide us with incomplete or inaccurate data, we may make a recommendation which is not appropriate to your circumstances.

Why do we need to ask all these questions?

We gather this information to enable us to provide the financial services that are appropriate to your needs.

In order to provide personal financial product advice, we are required to:

- Make reasonable inquiries about your relevant personal circumstances
- Understand your financial objectives and needs
- Gather details of your current financial position relevant to price risk management
- Analyse the issues and options that form the basis of any recommendations
- Provide advice and recommendations
- Make all necessary disclosures
- Allow you to consider and agree with the advice and then instruct the adviser to implement all actions required to meet your needs and objectives

Your Privacy

CloudBreak Advisory Pty Ltd are committed to safeguarding your privacy by ensuring your personal information is protected in a way that observes our own corporate values, as well as complying with the requirements of the National Privacy Principles of the Privacy Act. A copy of our Privacy Statement is available from the CloudBreak Advisory office or our web site www.CloudBreak.com.au.

Access to your information

We maintain a record of your personal profile, which includes details of your objectives and general price risk management needs. We also maintain records of any recommendations made to you and any products purchased by you. If you wish to examine your file please ask us and we will make arrangements for you to do so.

What we do with your information

We collect your personal information to provide you with the products and services that you have requested. We may also use your information for auditing, management reports, research, product development and planning purposes. To deliver these products and services we may need to disclose your personal information to service provider organisations that carry out functions on our behalf.

Service providers are not authorised by CloudBreak Advisory Pty Ltd to use and disclose your personal information with other parties except where there may be a legal obligation to do so, and in accordance with the National Privacy Principles.

CLIENT DETAILS

Personal Information	
Full Name:	Full Name:
Date of Birth:	Date of Birth:
Contact Information	
Telephone:	Facsimile:
Mobile:	Email:
Postal Address:	
Business Information	
Trading Name:	ABN:

PRODUCTION PROFILE

Commodity	Avg Annual Percentage of Income	Average Annual Yield (MT/Ha)			Avg Annual Production Cost (\$/Ha)
		Low Rainfall	Med Rainfall	High Rainfall	

CLIENT RISK PROFILE

The Statement of Advice must consider your risk profile. To assist us in preparing your Statement of Advice please complete this section as per below:

Step 1: Tick 1 box for each row which best describes your situation or risk attitude for the specified criteria. Please ensure you complete this for all 6 criteria.

Step 2: Rank each criteria (Eg. Cash Flow, Attitude to Risk, Survival Index) according to the level of importance to you and your business decision making, 1 being the most important and 6 being the least important.

Criteria	Level 1		Level 2		Level 3		Rank (1-6)
Attitude to Risk	Have a low tolerance to unforeseen price volatility. Financially not comfortable carrying price risk.	<input type="checkbox"/>	Have a medium tolerance to unforeseen price volatility. Financially fairly comfortable carrying price risk.	<input type="checkbox"/>	Have a large tolerance to unforeseen price volatility. Financially able to carry price risk.	<input type="checkbox"/>	
Cash Flow	Cash Deficit for over 50% of the year.	<input type="checkbox"/>	Accessible cash 50-80% of the year, rely on overdraft rest of the year.	<input type="checkbox"/>	Accessible surplus cash all or most of the year (81-100%).	<input type="checkbox"/>	
Off-Farm Investments	None-All equity in farming operation	<input type="checkbox"/>	Modest off Farm Investments	<input type="checkbox"/>	Large and diversified off farm investments	<input type="checkbox"/>	
Production Diversity	More than 70% revenue dependent on single commodity	<input type="checkbox"/>	41-70% revenue dependent on single commodity	<input type="checkbox"/>	No more than 40% revenue dependent on single commodity	<input type="checkbox"/>	
Survival Index	More than one successive negative year would ruin business	<input type="checkbox"/>	Business jeopardised by 2-3 successive negative years	<input type="checkbox"/>	Can withstand multiple negative years safely	<input type="checkbox"/>	
Passive or Active Hedger	Spend minimal amount of time looking after price hedge	<input type="checkbox"/>	Willing to spend a moderate amount of time looking after hedge	<input type="checkbox"/>	Willing to spend a large amount of time actively monitoring and finetuning hedge	<input type="checkbox"/>	

FINANCIAL NEEDS & OBJECTIVES

The Statement of Advice must consider factors that are important to you. To assist me in preparing your Statement of Advice please rank each of the following objectives in importance to you.

Objective	Relative Ranking
<p>Price Certainty – Set a fixed price that ensures that minimum or required income is achieved, given average yield. You are happy with this price; irrespective whether in hindsight it turns out to be worse than the 'Price Enhancer' approach.</p> <p>This is the most basic approach, involving physical sales only, within a confined marketing window of 1 season.</p>	
<p>Price Flexibility – Set a minimum price that ensures that minimum or required income is achieved, given average yield. You are looking for a flexible hedging strategy that will allow you to participate in any favourable price moves.</p> <p>This strategy implies the use of options to add price flexibility to certainty.</p>	
<p>Price Enhancer – On average, you aim to do better than an agreed benchmark over a 3-year period. You are prepared to hold your product over a reasonable amount of time, to achieve results better than the 'Price Certainty' approach.</p> <p>This strategy involves waiting for attractive prices, this may incorporate the use of derivatives, or physical sales only. You are generally more concerned with higher margins than cash flow demands.</p>	
<p>Price Maximiser – You are prepared to take more risk to achieve historically high prices. You are not prepared to take a price below the 5 year average or an agreed benchmark. You typically have high equity and a low breakeven - in other words, you have relatively low business risk.</p> <p>Being the most aggressive approach, this strategy could involve swaps or futures to generate higher returns than other strategies.</p>	

CURRENT PRICE RISK MANAGEMENT PROTECTION

Please provide details of your current price risk management arrangements not arranged via CloudBreak, including the details of the products used. If no products are currently being used, please leave blank. If you only have physical sales, write "physical sales only" and then provide the buyer contracts.

Commodity	Hedge Product	Quantity	Expiry Date	Other

ADVISER & CLIENT DECLARATIONS

Defined Scope Advice

Financial product advice should be made in respect of a defined range of products. Please tick the products for which are you intending on seeking advice, alternatively, for all products, tick the last box only.

- Grain Swaps (Australian Dollars)
- Grain Swaps (Foreign Currencies)
- Grain Futures
- Grain Options
- Foreign Exchange Futures
- Foreign Exchange Options

- All available financial products (all grain and foreign exchange derivatives)

Limited or No Personal Information

If you do not wish to provide personal information, or you only wish to provide only limited personal information, you must check the following box.

- "I/We have chosen not to provide any personal information or information about my/our current financial situation and as such I/we acknowledge that you are unable to provide personal financial product advice. I/We will only receive general advice or factual information and all transactional services will be provided on a non- advisory, execution only basis."

Speculator or Hedger

Hedge Definition: The aim of the hedge is to lock in an approximate future or forward price in order to reduce price risk. A person who is in a position to be a genuine hedger is a producer or end user of any physical commodity that satisfies the requirements of being a tradeable commodity. A sell hedge is the sale of a derivative or forward product as a temporary substitute for an anticipated future sale of your commodity, which protects against the falling market. A buy hedge is a temporary substitute of a derivative product for an anticipated forward purchase of a commodity.

Speculator Definition: Speculators are those that undertake a position where they do not have the intention of protecting an underlying physical position. It is established with the desire to make a profit.

Please specify

- "I/We are deemed to be speculators as per the definition above, and as such I/we acknowledge that you are unable to provide personal financial product advice.
- I/We are deemed to be hedgers as per the definition above, and as such I/We acknowledge that you are able to provide personal product advice."

Client Declaration

I confirm that all the information in this Customer Information Record was provided by me/us and is current and correct. I also acknowledge that I have received a copy of the Financial Services Guide, I have read and understand the statements about my privacy on page 1 of this document and consent to the uses and disclosures that are detailed on page 1.

Name		Name	
Signature		Signature	
Date		Date	