

Notice to Customer(s) 客戶須知:

- This questionnaire is designed to help CMB International Securities Limited ("CMBIS") to assess your investment risk profile and to collect information about your risk appetite, financial situation, investment experience and investment horizon. If relevant information is not provided, CMBIS may not be able to process your application(s). The collection and use of information in this questionnaire does not constitute any offer, solicitation or recommendation of any investment product or services and it should not be considered an investment advice. 本問卷用以協助招銀國際證券有限公司（「招銀證券」）評估貴公司的投資風險取向，並收集有關貴公司的風險取向、財政狀況、投資經驗及投資年期的資料。如貴公司不提供有關資料，招銀證券可能無法處理貴公司的申請。搜集及使用本問卷內的数据并不构成任何投資產品 或服務的要約、招攬或建議，且不應被視為一項投資建議。
- CMBIS is required to obtain information on your financial situation, investment experience and investment objectives in order to make reasonable product suitability assessment. You should also consider your own circumstances, including but not limited to your financial situation, investment experience and investment objectives, before making any investment decisions. Please consider consulting your independent investment adviser before making any investment decisions. 為作出合理的產品合適性評估，招銀證券需要貴公司提供有關財政狀況、投資經驗及投資目标的數據。于做出任何投資決策前，貴公司應考慮自身情況，包括但不限於貴公司的財政狀況、投資經驗及投資目标。于做出任何投資決策前，貴公司應考慮諮詢貴公司的獨立投資顧問。
- For questions on your financial and investment information, such as the amount of investable assets, total amount invested in a specific product, or investment experience, ALL your holdings and transactions, whether within CMBIS or not, should be taken into account. 有關貴公司的財務或投資資料之問題，例如可投資資產、某一產品的總投資金額或投資經驗等，貴公司在招銀證券之內及本行以外的所有資產及交易均應計算在內。
- All information obtained in this questionnaire will be used and kept confidential in accordance with our Data Policy Notice. 招銀證券將會根據招銀證券的資料政策通告使用並保密處理本問卷所收集的數據。
- The results of this questionnaire are derived from information you provide to CMBIS. You must provide information that is valid, true, complete, accurate and up-to-date. Your failure in doing so would materially affect our suitability assessment. 本問卷的結果乃根據貴公司提供给招銀證券的資料得出。請貴公司務必提供有效、真實、完整、準確及最新的數據。貴公司未能提供該等數據將會對招銀證券的合適性評估產生重大影響。
- Please circle the most appropriate answer. 請圈出最適合的一項答案。

Client Investment Risk Profile Questionnaire (Corporate) 客戶投資風險取向問卷（法團）

Client Name 客戶姓名					
Business Registration No 法團登記號碼		CIF No 客戶號		Account No 帳戶號碼	

1. How much capital has been reserved for unforeseeable events in terms of monthly operational expenses of your company?
按每月營運開支計算，貴公司預留多少資金作為不時之需？

- Less than 6-month operational expenses
少于6个月的營運資金
- Less than 12-month operational expenses
少于12个月的營運資金
- Less than 24-month operational expenses
少于24个月的營運資金
- 24-month or above operational expenses
24个月或以上的營運資金

**2. Does your company engage any qualified professional to take part in investment or hedging decision?
贵公司有没有聘用任何合格的专业人士参与投资或对冲决定?**

- (a) Yes, our company has an independent division or team to manage financial investment.
有, 本公司具有独立部门/团队去管理金融投资。
- (b) Yes, our company has senior management with economics/ finance-related qualifications related to make investment or hedging decision.
有, 本公司具有跟财经学科相关专业资格的高级管理层, 负责投资或对冲决定。
- (c) No, but our company has adequate knowledge on financial investment.
没有, 但本公司在金融投资方面具有足够知识。
- (d) No, but our company has some knowledge on financial investment.
没有, 但本公司在金融投资方面具有若干知识。
- (e) No, our company has a little knowledge on financial investment.
没有, 但本公司在金融投资方面具有少许知识。

**3. Which of the following is the best one that expresses the attitude of your company toward price fluctuation and returns on financial investment?
以下那一项最佳表达贵公司对金融投资上价格波动及回报的看法?**

- (a) In general, our company can only bear less than 5% price fluctuation of financial investment within one year and does not expect considerable returns.
一般来说, 本公司在一年内只能够承受金融投资上少于 5% 的价格波动, 并不预期有可观的回报。
- (b) In general, our company can only bear 5% to less than 10% price fluctuation of financial investment within one year and would like to acquire returns better than the rate of bank deposits.
一般来说, 本公司在一年内只能够承受金融投资上 5% 至少于 10% 的价格波动, 并期望获得比银行存款较高的回报。
- (c) In general, our company can only bear 10% to less than 15% price fluctuation of financial investment within one year and would like to acquire returns that are comparable to the major stock market indexes.
一般来说, 本公司在一年内只能够承受金融投资上 10% 至少于 15% 的价格波动, 并期望获得可以与主要股票市场相比的回报。
- (d) In general, our company can only bear 15% to less than 25% price fluctuation of financial investment within one year and would like to acquire returns that are better than the major stock market indexes.
一般来说, 本公司在一年内只能够承受金融投资上 15% 至少于 25% 的价格波动, 并期望获得比主要股票市场更佳的回报。
- (e) In general, our company can bear 25% or more price fluctuation of financial investment within one year and would like to acquire returns that are remarkably higher than the major stock market indexes.
一般来说, 本公司在一年内能够承受金融投资上 25% 或以上的价格波动, 并期望获得明显高于主要股票市场的回报。

**4. In general cases, how long is the maximum length of the expected investment horizon from your company?
在一般情况下, 贵公司期望的最长投资年期是多久?**

- (a) Not more than 1 year
不超过 1 年
- (b) Not more than 3 years
不超过 3 年
- (c) Not more than 5 years
不超过 5 年
- (d) More than 5 years
超过 5 年

5. What is the percentage of your company's surplus that will be set aside for the purpose of financial investment?
贵公司将会分配多少百分比的盈餘作为金融投资用途?

- (a) Less than 10%
少于 10%
- (b) Less than 20%
少于 20%
- (c) Less than 30%
少于 30%
- (d) Less than 50%
少于 50%
- (e) 50% or more
50%或以上

6. What is the percentage of your company's net liquid assets that will be set aside for the purpose of financial investment?
贵公司将会分配多少百分比的流动资产净值作为金融投资用途?

- (a) Less than 10%
少于 10%
- (b) Less than 20%
少于 20%
- (c) Less than 30%
少于 30%
- (d) Less than 50%
少于 50%
- (e) 50% or more
50%或以上

7. Which of the following is the best one that expresses the principal investment objective of your company?
以下那一项最佳表达贵公司的主要投资目标?

- (a) Capital Preservation - our company principally aims to keep investment loss at a minimum with not much concern on overall returns.
保本为主 - 本公司主要旨在尽量减低投资损失, 较少关注整体的回报。
- (b) Income Oriented - our company principally aims to achieve stable income or counteract inflation.
收入主导 - 本公司主要旨在获取稳定收入或抵消通胀。
- (c) Income-and-Growth - our company principally aims to achieve returns from both capital appreciation and stable income.
收入及增长 - 本公司主要旨在获取来自资本增值及稳定收入的回报。
- (d) Growth Oriented - our company principally aims to achieve returns that focus on capital appreciation.
增长主导 - 本公司主要旨在获取以资本增值为主的回报。
- (e) Aggressive Growth - our company principally aims to achieve higher returns derived from the complex or leveraged investment products.
积极增长 - 本公司主要旨在获取来自复杂或杠杆投资产品的较高回报。

8. Please state your investment experience in the following product type within the past 3 years: 请简述你对以下投资产品类别, 在过去 3 年内的买卖经验: 请简述你对以下投资产品类别, 在过去 3 年内的买卖经验:

(Choose more than one answer if applicable 如适用, 可选择多于一项)

Product Type 产品类别	Knowledge 知识	Year(s) of Experience 经验年期	No. of transactions within the past 3 Years 在过去 3 年内的交易次数		
			No Transaction 没有交易	Less Than 5 Transactions 五次以下买卖	5 or More Transactions 五次或以上买卖
(a) Foreign Currency/Precious Metals 外币/贵金属	<input type="checkbox"/> Yes 有 <input type="checkbox"/> No 没有	<input type="checkbox"/> Nil 零 <input type="checkbox"/> < 5 <input type="checkbox"/> 5 - 10 <input type="checkbox"/> > 10	<input type="checkbox"/> (i)	<input type="checkbox"/> (ii)	<input type="checkbox"/> (iii)
(b) Fixed Income Securities (without special features) 定息债券(没有附带特别条款) e.g. CDs, Government Bonds 例如: 存款证、政府债券	<input type="checkbox"/> Yes 有 <input type="checkbox"/> No 没有	<input type="checkbox"/> Nil 零 <input type="checkbox"/> < 5 <input type="checkbox"/> 5 - 10 <input type="checkbox"/> > 10	<input type="checkbox"/> (i)	<input type="checkbox"/> (ii)	<input type="checkbox"/> (iii)
(c) Fixed Income Securities (with special features) 定息债券(附带特别条款) e.g. Perpetual Bonds, Preferred Shares 例如: 永续债券、优先股票	<input type="checkbox"/> Yes 有 <input type="checkbox"/> No 没有	<input type="checkbox"/> Nil 零 <input type="checkbox"/> < 5 <input type="checkbox"/> 5 - 10 <input type="checkbox"/> > 10	<input type="checkbox"/> (i)	<input type="checkbox"/> (ii)	<input type="checkbox"/> (iii)
(d) Principal Protected Structured Product 保本结构性产品 e.g. Structured Deposits 例如: 结构性存款	<input type="checkbox"/> Yes 有 <input type="checkbox"/> No 没有	<input type="checkbox"/> Nil 零 <input type="checkbox"/> < 5 <input type="checkbox"/> 5 - 10 <input type="checkbox"/> > 10	<input type="checkbox"/> (i)	<input type="checkbox"/> (ii)	<input type="checkbox"/> (iii)
(e) Non-principal Protected Structured Product (Currency/ Interest Rate Linked) 非保本结构性产品(货币/利率挂钩) e.g. Currency Linked Deposits 例如: 货币挂钩存款	<input type="checkbox"/> Yes 有 <input type="checkbox"/> No 没有	<input type="checkbox"/> Nil 零 <input type="checkbox"/> < 5 <input type="checkbox"/> 5 - 10 <input type="checkbox"/> > 10	<input type="checkbox"/> (i)	<input type="checkbox"/> (ii)	<input type="checkbox"/> (iii)
(f) Unit Trust / Mutual Fund (Type I: Money Market Fund, Guarantee Fund) 单位信托/互惠基金(第一类: 货币市场基金、保证基金)	<input type="checkbox"/> Yes 有 <input type="checkbox"/> No 没有	<input type="checkbox"/> Nil 零 <input type="checkbox"/> < 5 <input type="checkbox"/> 5 - 10 <input type="checkbox"/> > 10	<input type="checkbox"/> (i)	<input type="checkbox"/> (ii)	<input type="checkbox"/> (iii)
(g) Unit Trust / Mutual Fund (Type II: Bond Fund, Mixed Allocation Fund) 单位信托/互惠基金 (第二类: 债券基金、混合分配基金)	<input type="checkbox"/> Yes 有 <input type="checkbox"/> No 没有	<input type="checkbox"/> Nil 零 <input type="checkbox"/> < 5 <input type="checkbox"/> 5 - 10 <input type="checkbox"/> > 10	<input type="checkbox"/> (i)	<input type="checkbox"/> (ii)	<input type="checkbox"/> (iii)
(h) Unit Trust / Mutual Fund (Type III: Equity Fund, High Yield Bond Fund) 单位信托/互惠基金 (第三类: 股票基金、高收益债券基金)	<input type="checkbox"/> Yes 有 <input type="checkbox"/> No 没有	<input type="checkbox"/> Nil 零 <input type="checkbox"/> < 5 <input type="checkbox"/> 5 - 10 <input type="checkbox"/> > 10	<input type="checkbox"/> (i)	<input type="checkbox"/> (ii)	<input type="checkbox"/> (iii)
(i) Unit Trust / Mutual Fund (Type IV: Commodity Fund, Alternative Investment Fund) 单位信托/互惠基金 (第四类: 商品基金、另类投资基金)	<input type="checkbox"/> Yes 有 <input type="checkbox"/> No 没有	<input type="checkbox"/> Nil 零 <input type="checkbox"/> < 5 <input type="checkbox"/> 5 - 10 <input type="checkbox"/> > 10	<input type="checkbox"/> (i)	<input type="checkbox"/> (ii)	<input type="checkbox"/> (iii)

Product Type 产品类别	Knowledge 知识	Year(s) of Experience 经验年期	No. of transactions within the past 3 Years 在过去 3 年内的交易次数		
			No Transaction 没有交易	Less Than 5 Transactions 五次以下买卖	5 or More Transactions 五次或以上买卖
(j) Stocks or ETFs 股票或交易所买卖基金	<input type="checkbox"/> Yes 有 <input type="checkbox"/> No 没有	<input type="checkbox"/> Nil 零 <input type="checkbox"/> < 5 <input type="checkbox"/> 5 - 10 <input type="checkbox"/> > 10	<input type="checkbox"/> (i)	<input type="checkbox"/> (ii)	<input type="checkbox"/> (iii)
(k) Non-principal Protected Structured Product 非保本结构性产品 e.g. Equity Linked Investment, Equity Linked Note or Credit Linked Note 例如: 股票挂钩投资、股票挂钩票据、信贷挂钩票据	<input type="checkbox"/> Yes 有 <input type="checkbox"/> No 没有	<input type="checkbox"/> Nil 零 <input type="checkbox"/> < 5 <input type="checkbox"/> 5 - 10 <input type="checkbox"/> > 10	<input type="checkbox"/> (i)	<input type="checkbox"/> (ii)	<input type="checkbox"/> (iii)
(l) Derivatives / Leveraged Product 衍生工具/杠杆产品 e.g. Option, Futures, Forwards, Interest Rate Swap, Cross Currency Swap, Warrant, Margin Trading, including embedded derivatives financial instruments whether traded on an exchange or not. 例如: 期权、期货、远期、利率掉期、交叉货币掉期、认股权证、孖展交易、包括嵌入式衍生性金融工具及不论是否于交易所买卖	<input type="checkbox"/> Yes 有 <input type="checkbox"/> No 没有	<input type="checkbox"/> Nil 零 <input type="checkbox"/> < 5 <input type="checkbox"/> 5 - 10 <input type="checkbox"/> > 10	<input type="checkbox"/> (i)	<input type="checkbox"/> (ii)	<input type="checkbox"/> (iii)
(l) Others 其它 e.g. Private Equity, Hedge Fund 例如: 私募基金、对冲基金	<input type="checkbox"/> Yes 有 <input type="checkbox"/> No 没有	<input type="checkbox"/> Nil 零 <input type="checkbox"/> < 5 <input type="checkbox"/> 5 - 10 <input type="checkbox"/> > 10	<input type="checkbox"/> (i)	<input type="checkbox"/> (ii)	<input type="checkbox"/> (iii)

Assessment Result 评估结果

Based on the answers you have provided, you have been informed that your investment risk profile is

	Risk Profile 投资风险取向	Attributes and Risk Preferences 特性及风险偏好
<input type="checkbox"/>	Conservative 保守型	Generally speaking, these customers prefer investment products of low uncertainty on returns or preserve capital; and/or are equipped with limited/no knowledge and/or experience in financial investment. 一般而言, 这类客户偏向回报较为稳定的投资产品或保存资本, 及/或在金融投资方面具备有限/没有知识及/或经验。
<input type="checkbox"/>	Moderate 稳健型	Generally speaking, these customers are equipped with some knowledge and/or experience in financial investment; and/or are willing to take modest risk so as to achieve returns better than bank deposits. 一般而言, 这类客户对于金融投资方面具有一些知识及经验, 及/或愿意承担适度的风险, 以获取比银行存款较高的回报。
<input type="checkbox"/>	Balanced 均衡型	Generally speaking, these customers are equipped with the related investment knowledge and/or experience; are willing to accept commensurable price fluctuation and take a certain degree of risk so as to achieve returns in comparison with the major stock market indexes; and possess financial capability to deal with the loss incurred from the related investment. 一般而言, 这类客户具备有关的知识及/或经验, 愿意接受相应的价格波动及承担一定程度的风险, 以获取能与主要股票市场相比的回报, 与及拥有财政能力, 去应付相关的投资损失。
<input type="checkbox"/>	Growth 增长型	Generally speaking, these customers are equipped with the related investment knowledge and/or experience; are willing to accept relatively higher price fluctuation and take relatively higher risk so as to achieve returns better than the major stock market indexes; and possess solid financial capability to deal with the loss incurred from the related investment. 一般而言, 这类客户具备有关的知识及/或经验, 愿意接受相对较高的价格波动及承担相对较高的风险, 以获取能比主要股票市场更高的回报, 与及拥有财政能力, 去应付因相关投资导致的损失。
<input type="checkbox"/>	Aggressive 进取型	Generally speaking, these customers demonstrate a rather strong preference, knowledge and / or experience on high-risk, complex or leveraged products; and/or possess substantial financial capability to deal with the loss incurred from the related investment. 一般而言, 这类客户对于高风险以及结构性或杠杆产品具有较强的喜好、知识及/或经验, 与及拥有健全/雄厚的财政能力, 去应付因相关投资导致的损失。

Customer Declaration 客户确认

We hereby declare that the information we provide in this form is valid, true, complete, accurate and up-to-date to the best of our knowledge and agree and confirm that our investment risk profile is correctly stated above. We hereby agree that this investment risk profile will be captured in CMBIS's record, and CMBIS will adopt the above assessment result for product suitability assessment. 本公司谨此声明根据本公司所知悉的全部, 为本问卷提供有效、真实、完整、准确及最新的资料, 并同意及确认上述的投资风险取向已正确显示本公司的投资风险取向。本公司同意此投资风险取向将存于招银证券记录, 及招银证券将采取本问卷结果作产品合适用性评估。

Important Note 重要事项:

Your investment risk profile assessment is based on your overall responses rather than your answer to any individual question. However, your product specific suitability assessment will be separately conducted before every single transaction is made in future. 招银证券将就贵公司对本问卷提供的答案而综合评估贵公司的投资风险取向, 而非取决于问卷内任何单一问题的答案。而贵公司的产品合适用性评估则会在往后于每次交易前叙做。

Customer Signature(s) 客户签署:

Date 日期:

Disclaimer 免责声明:

This questionnaire and the results do not constitute any offer, solicitation or recommendation of any investment product or services and it should not be considered an investment advice. You should also consider your own circumstances, including but not limited to your financial situation, investment experience and investment objectives, before making any investment decisions. The results of this questionnaire are derived from information you provide to CMBIS. You must provide information that is valid, true, complete, accurate and up to-date. Your failure in doing so would materially affect our suitability assessment. Please consider consulting your independent investment adviser before making any investment decisions. Information collected in this questionnaire will be kept confidential, subject to our Data Policy Notice. 本问卷及其结果并不构成任何投资产品或服务的要约、招揽或建议, 且不应被当作为一项投资建议。贵公司在作出任何投资决定前, 亦应考虑贵公司的实际状况, 包括但不限于贵公司的财政状况、投资经验及投资目标。本问卷的结果来自贵公司向本行提供的 数据。贵公司必须提供有效、真实、完整、准确及最新的数据, 否则将会严重影响招银证券的合适用性评估。在作出任何投资决定前, 请考虑咨询贵公司的独立投资顾问。除招银国际的资料政策通告另有规定外, 本问卷所收集的资料, 将保密处理。

For Internal Use		
AE	Checked by	Input by
Date:	Date:	Date: