

**SHENWAN HONGYUAN SECURITIES (H.K.) LIMITED**

**申萬宏源證券(香港)有限公司**

**Risk Profiling Questionnaire (for Individual and Joint Account) 風險取向問卷 (適用於個人及聯名戶口)**

This Risk Profiling Questionnaire ("RPQ") provides a guideline that helps you to understand your risk profile.

本「風險取向問卷」可助您清晰明確地了解您的風險取向。

Client Name (客戶名稱): \_\_\_\_\_ A/C No. (戶口號碼): \_\_\_\_\_

For joint account, each account holder is required to complete this RPQ, if the risk profile of the account holders are different, then we will choose the lowest one as the risk profile of this joint account.

如是聯名戶口，每一位戶口持有人皆需要填寫此問卷。當各人的風險承受程度不一致時，本公司會以最低者作為該聯名戶口的風險承受程度。

1. Under extreme circumstances, similar to investments in equity, you may suffer 100% capital loss due to the risk of Investment Products. Do you understand the risk of Investment Products and are you still willing to invest in view of the risks involved? (Please ✓ the below appropriate box)

在極端情況下，閣下可能會因為投資產品的風險而損失全部的投資本金，就如同投資股票一樣。閣下是否清楚投資產品的風險並在了解其風險後仍願意投資？(請✓以下其中一個方格)

- |                          |                          |         |
|--------------------------|--------------------------|---------|
| <input type="checkbox"/> | A) Understand, Yes       | 清楚了解,是  |
| <input type="checkbox"/> | B) Do not understand, No | 不清楚了解,否 |

2. Can you accept the liquidity risk of Investment Products? (e.g. no secondary market for Private Placement Bond) (Please ✓ the below appropriate box)

閣下是否可接受投資產品相關的流動性風險？(如私募債券不具備二級市場買賣)(請✓以下其中一個方格)

- |                          |        |         |
|--------------------------|--------|---------|
| <input type="checkbox"/> | A) Yes | 是,可接受   |
| <input type="checkbox"/> | B) No  | 否, 不可接受 |

3. Investment Products other than Exchange Traded Products is treated as Over-the-Counter Products ("OTC"). As the OTC products are lacking of transparency compared with Exchange Traded Products, can you accept this characteristic related to OTC Products? (Please ✓ the below appropriate box)

場外交易產品為非在交易所買賣的投資產品。場外交易產品市場資訊較不公開，閣下是否能夠接受場外交易產品欠缺透明度的特性？(請✓以下其中一個方格)

- |                          |        |         |
|--------------------------|--------|---------|
| <input type="checkbox"/> | A) Yes | 是,可接受   |
| <input type="checkbox"/> | B) No  | 否, 不可接受 |

If the Client answered "No" in one of the above questions (i.e. Question 1 to 3), the Client will not be eligible for trading OTC products.  
如客戶於問題 1 至 3 曾選取「否」，客戶將不可進行任何場外產品交易。

4. What is your age? (Please ✓ the below appropriate box)  
閣下的年齡在乎？(請✓以下其中一個方格)

- |                          |            |      |
|--------------------------|------------|------|
| <input type="checkbox"/> | A) >65     | (1)  |
| <input type="checkbox"/> | B) 51 - 65 | (2)  |
| <input type="checkbox"/> | C) 36 - 50 | (7)  |
| <input type="checkbox"/> | D) 18 - 35 | (10) |

5. Education Level (Please ✓ the below appropriate box)  
 教育程度 (請✓以下其中一個方格)

- |                          |                               |         |      |
|--------------------------|-------------------------------|---------|------|
| <input type="checkbox"/> | A) Primary level or below     | 小學程度或以下 | (0)  |
| <input type="checkbox"/> | B) Tertiary / Secondary level | 預科或中學程度 | (10) |
| <input type="checkbox"/> | C) University graduate        | 大學程度    | (30) |
| <input type="checkbox"/> | D) Postgraduate or above      | 碩士程度或以上 | (40) |

6. How many years of investment experience on Investment Products (e.g. bonds, funds, etc)? (Please ✓ the below appropriate box)  
 閣下有多少年投資金融產品 (例如: 債券、基金等) 的經驗? (請✓以下其中一個方格)

- |                          |                 |          |      |
|--------------------------|-----------------|----------|------|
| <input type="checkbox"/> | A) Nil          | 沒有       | (0)  |
| <input type="checkbox"/> | B) 1 - 3 years  | 1 - 3 年  | (1)  |
| <input type="checkbox"/> | C) 4 - 10 years | 4 - 10 年 | (5)  |
| <input type="checkbox"/> | D) >10 years    | >10 年    | (10) |

7. In the last 24 months, have you had any experience in holding the following products (may choose more than one option)?  
 閣下在過去 24 個月內曾持有以下哪些投資產品 (可選擇多於一項) ?

- |                          |                                                                                                                                                                                                                                                                                                   |                                                                                                         |      |
|--------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------|------|
| <input type="checkbox"/> | A) Futures / Options / Margin Trading / Stock Options / Accumulators / Forward Contracts / Credit Linked Notes with Exposure to Structured Products / Structured Notes                                                                                                                            | 期貨 / 期權 / 保證金交易 / 股票期權 / 累計認股證 / 遠期合約 / 涉及結構性產品的信貸相連票據 / 結構性票據                                          | (10) |
| <input type="checkbox"/> | B) Investment Funds Exposed to Emerging Markets, Regional Markets, Investment Funds on Single Country or Single Sector / Hedge Fund / Foreign Exchange Options / Option Embedded Products                                                                                                         | 投資於新興市場、地區市場、單一國家或單一行業的投資基金 / 對沖基金 / 外匯期權 / 包含期權產品                                                      | (7)  |
| <input type="checkbox"/> | C) Stocks / Equity-Linked Investments / Global Equity Investment Funds / Balanced Funds / Bond Funds Exposed To Emerging Markets, Regional Markets, Single Country / High Yield Bond Funds / Currency Linked Deposits / Credit Linked Notes Without Exposure to Structured Products / Unit Trusts | 股票 / 股票相連投資 / 環球股票投資基金 / 均衡基金 / 投資於新興市場、地區市場、單一國家的債券投資基金 / 高收益債投資基金 / 外幣掛鈎存款 / 不涉及結構性產品的信貸相連票據 / 單位信托基金 | (5)  |
| <input type="checkbox"/> | D) Bonds / Global Bond Fund / Foreign Currency                                                                                                                                                                                                                                                    | 債券 / 環球債券投資基金 / 外幣                                                                                      | (3)  |
| <input type="checkbox"/> | E) Certificates of Deposits / Capital Preservation Investment Products / Money Market Funds                                                                                                                                                                                                       | 存款證 / 保本型投資產品 / 貨幣市場基金                                                                                  | (1)  |
| <input type="checkbox"/> | F) None of the above Investment Products during the past 24 months but holding some of the above products or other financial products prior to the past 24 months.                                                                                                                                | 過去 24 個月未曾持有以上投資產品，惟過去 24 個月之前曾投資於上述部分產品或其他金融產品。                                                        | (1)  |
| <input type="checkbox"/> | G) Never held any Investment Products so far.                                                                                                                                                                                                                                                     | 至今從未持有任何投資產品。                                                                                           | (0)  |

(Note 1: The highest point answer will be taken for the calculation of score)

(註 1: 以最高分之答案計分)

8. Which of the following return objective most closely reflect your investment goal? (Please ✓ the below appropriate box)  
 下列哪一項回報目標，最為貼近閣下的投資目標? (請✓以下其中一個方格)

- |                          |                                                                    |                      |      |
|--------------------------|--------------------------------------------------------------------|----------------------|------|
| <input type="checkbox"/> | A) Capital preservation with a return similar to bank deposit rate | 資本保障，同時賺取貼近銀行存款利率的回報 | (1)  |
| <input type="checkbox"/> | B) Earn a return which is slightly above bank deposit              | 賺取略高於銀行存款的回報         | (3)  |
| <input type="checkbox"/> | C) Stable, balanced income and capital growth                      | 穩定、均衡的收益及資本增長        | (5)  |
| <input type="checkbox"/> | D) Gradual long-term capital growth                                | 逐步累積的長線資本增長          | (7)  |
| <input type="checkbox"/> | E) Maximize capital growth as soon as possible                     | 儘快賺取最高的資本增長          | (10) |

9. Which of the following best describes your investment objective? (Please ✓ the below appropriate box)

以下哪一項最符合閣下的投資回報要求? (請✓以下其中一個方格)

- |                          |    |                                                                                                                                                |      |
|--------------------------|----|------------------------------------------------------------------------------------------------------------------------------------------------|------|
| <input type="checkbox"/> | A) | I do not want to take any risk for capital loss. My expected return can be lower than the bank deposit rates.                                  | (1)  |
|                          |    | 我不希望承受任何損失資本的風險。我願意接受低於銀行存款率的回報。                                                                                                               |      |
| <input type="checkbox"/> | B) | I am willing to accept little risk for capital loss for an expected return that is slightly higher than the bank deposit rate.                 | (3)  |
|                          |    | 我願意承受少量損失資本的風險，以獲取稍高於銀行存款率的回報。                                                                                                                 |      |
| <input type="checkbox"/> | C) | I am willing to take some risk for capital loss for an expected return that is much higher than the bank deposit rate.                         | (5)  |
|                          |    | 我願意承受相當損失資本的風險，以賺取遠高於銀行存款率的回報。                                                                                                                 |      |
| <input type="checkbox"/> | D) | I am willing to take a high level of risk for capital loss for an expected return that is comparable to stock market performances.             | (7)  |
|                          |    | 我願意承受大量損失資本的風險，以賺取與股市表現相當的回報。                                                                                                                  |      |
| <input type="checkbox"/> | E) | I am willing to accept any level of risk for capital loss for an expected return that is remarkably higher than the stock market performances. | (10) |
|                          |    | 我願意承受任何損失資本的風險，以賺取跑贏股市表現的回報。                                                                                                                   |      |

10. What portion of your net worth would you like to set aside for investments? (Such products could include one or more of the following: stocks, unit trusts, foreign currencies, commodities, structured investment products, warrants, options, futures, investment-linked insurance plans). Please note that there is a potential for loss of your capital when investing in Investment Products.

閣下會撥作投資的資產淨比例是多少? (該等產品可能包括以下一項或多項的投資產品: 股票、單位信託基金、外幣、商品、結構投資產品、認股權證、期權、期貨以及具投資成份的保險計劃)。請注意，買賣投資產品可能帶來虧損。

- |                          |    |             |         |      |
|--------------------------|----|-------------|---------|------|
| <input type="checkbox"/> | A) | Maximum 20% | 最多 20%  | (1)  |
| <input type="checkbox"/> | B) | 21% - 40%   | 21%-40% | (3)  |
| <input type="checkbox"/> | C) | 41% - 60%   | 41%-60% | (7)  |
| <input type="checkbox"/> | D) | >60%        | >60%    | (10) |

11. The following represents the average potential loss of 5 portfolio examples. Amongst these conditions scenarios, which one is most acceptable to you? (Important note: these figures are averages and hypothetical and they do not represent the actual/future performance of any particular investment. For any of the following options, you recognize that in abnormal or unexpected market conditions, you may lose a significant part or all of your capital.) (Please ✓ the below appropriate box)

下列答題選項顯示5種不同投資組合的潛在損失，你認為哪一個最適合你? (重要提示: 這些投資組合的潛在損失只是平均值和假設，不代表任何特定投資的實際/未來表現。對於任何下列選項，在異常或非預期的市場條件下，你可能會失去較大部分或全部資金。) (請✓以下其中一個方格)

I am willing to accept a potential loss approximately 我願意接受的潛在損失

- |                          |    |                                |                  |      |
|--------------------------|----|--------------------------------|------------------|------|
| <input type="checkbox"/> | A) | between 0 - 15% of my capital  | 於資金總額 0 - 15%之間  | (1)  |
| <input type="checkbox"/> | B) | between 16 - 30% of my capital | 於資金總額 16 - 30%之間 | (3)  |
| <input type="checkbox"/> | C) | between 31 - 60% of my capital | 於資金總額 31 - 60%之間 | (5)  |
| <input type="checkbox"/> | D) | >60% of my capital             | 多於資金總額 60%       | (7)  |
| <input type="checkbox"/> | E) | Total loss                     | 損失全部投資本金         | (20) |

12. Over a period of time the value of investments can rise and fall, this is called fluctuation. Generally, the investment has higher investment risk and potential fluctuation also offers a higher rate of returns. On the other hand, the investment has lower investment risk and potential fluctuation also offers a lower rate of returns. What level of fluctuation would you generally be comfortable with? (Please ✓ the below appropriate box)

在一段時間內，投資價值可升可跌，我們稱之為波動。一般而言，風險愈高的投資，其潛在波動愈大，但潛在回報亦愈高。相反，風險愈低的投資，其潛在回報亦相對較低。在一般情況下，閣下會願意投資於波動程度多大的投資產品？

(請✓以下其中一個方格)

- |                          |    |                                        |                    |      |
|--------------------------|----|----------------------------------------|--------------------|------|
| <input type="checkbox"/> | A) | Price swing range between -5% to +5%   | 價格波動介於-5%與+5%之間    | (1)  |
| <input type="checkbox"/> | B) | Price swing range between -10% to +10% | 價格波動介於-10%與+10%之間  | (3)  |
| <input type="checkbox"/> | C) | Price swing range between -30% to +30% | 價格波動介於-30%與+30%之間  | (5)  |
| <input type="checkbox"/> | D) | Price swing range between -50% to +50% | 價格波動介於-50%與+50%之間  | (7)  |
| <input type="checkbox"/> | E) | Price swing range over -50% to +50%    | 價格波動超過於-50%與+50%之間 | (10) |

13. Assuming the inflation rate rises by 3% annually, how would you describe your expected earnings over the next 5 years? (Please ✓ the below appropriate box)

假設每年的通脹率為 3%，下列哪一項最能形容閣下預期未來 5 年之收入？(請✓以下其中一個方格)

- |                          |    |                                                                       |                  |      |
|--------------------------|----|-----------------------------------------------------------------------|------------------|------|
| <input type="checkbox"/> | A) | No income                                                             | 沒有收入             | (0)  |
| <input type="checkbox"/> | B) | I believe my salary will be decreased due to work or personal reasons | 因為工作或私人原因，預期收入下降 | (1)  |
| <input type="checkbox"/> | C) | I believe my salary increment will be the same as the inflation rate  | 預期入息增幅與通脹同步      | (5)  |
| <input type="checkbox"/> | D) | I believe my salary increment can stay ahead of the inflation rate    | 預期入息增幅高於通脹       | (10) |

14. Assuming you have a significant cash requirement immediately for a special situation (e.g. home purchasing, college tuition payment, retirement fund, etc.), you will (Please ✓ the below appropriate box)

假如閣下將有重大的開支（例如：置業、大學學費、退休金等），閣下會如何應付？(請✓以下其中一個方格)

- |                          |    |                                                    |            |      |
|--------------------------|----|----------------------------------------------------|------------|------|
| <input type="checkbox"/> | A) | liquidate all of the investments                   | 將全部投資項目套現  | (0)  |
| <input type="checkbox"/> | B) | liquidate a significant portion of the investments | 將大部份投資項目套現 | (1)  |
| <input type="checkbox"/> | C) | liquidate a small portion of investments           | 將小部份投資項目套現 | (5)  |
| <input type="checkbox"/> | D) | take no actions                                    | 不作任何行動     | (10) |

15. It is generally true that the longer investment horizon, the investor has to tolerate higher risk. What time horizon would you generally be comfortable with when investing in products of which the value can fluctuate? (Please take note that the investment horizon for OTC products such as Bond will be relatively longer due to the product nature) (Please ✓ the below appropriate box)

在一般情況下，投資的年期越長，投資者需承受的風險越高。當投資於價值波動之投資產品時，閣下會願意接受下列哪項投資年期（請注意基於場外交易產品如債券類產品的特性，投資年期一般較長）？(請✓以下其中一個方格)

- |                          |    |                                                 |                  |      |
|--------------------------|----|-------------------------------------------------|------------------|------|
| <input type="checkbox"/> | A) | Less than 1 year                                | 少於 1 年           | (1)  |
| <input type="checkbox"/> | B) | More than 1 year – less than/equal to 3 years   | 多於 1 年至少/等於 3 年  | (3)  |
| <input type="checkbox"/> | C) | More than 3 years – less than/equal to 6 years  | 多於 3 年至少/等於 6 年  | (5)  |
| <input type="checkbox"/> | D) | More than 6 years – less than/equal to 10 years | 多於 6 年至少/等於 10 年 | (7)  |
| <input type="checkbox"/> | E) | Over 10 years                                   | 多於 10 年          | (10) |

Total Score 總分數：

| Overall Assessment Result 投資者取向評估結果  |                                                                                                               |                                                                                                                                                                                                                    |                                                                                |                                                                                                                                                                                  |                                                                                                                                                                                                                 |
|--------------------------------------|---------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Total Score<br>總分數                   | ≤ 40                                                                                                          | 41 – 65                                                                                                                                                                                                            | 66 – 80                                                                        | 81 – 120                                                                                                                                                                         | ≥ 121                                                                                                                                                                                                           |
| Risk Tolerance Level<br>風險承受程度       | Low<br>低                                                                                                      | Low-to-Medium<br>低至中                                                                                                                                                                                               | Medium<br>中                                                                    | Medium-to-high<br>中至高                                                                                                                                                            | High<br>高                                                                                                                                                                                                       |
| Investor<br>Characteristics<br>投資者特徵 | Conservative<br>保守型                                                                                           | Stable<br>穩健型                                                                                                                                                                                                      | Balance<br>平衡型                                                                 | Growth<br>增長型                                                                                                                                                                    | Aggressive<br>進取型                                                                                                                                                                                               |
|                                      | An investor who is risk-averse and to whom capital preservation is very important.<br>投資者對風險採取比較保守的態度及重視保存資本。 | An investor who would like to have the capital gain potential, and he/she understands he/she needs to take a low to medium level of risk in respect of the capital invested.<br>投資者喜愛有資本增值的潛力的投資，同時亦明白到需要承擔低至中度風險。 | An investor who is willing to accept a medium level of risk.<br>投資者願意承擔中等程度風險。 | An investor who would like to have greater capital gain potential, and he/she understands that he/she needs to take a high level of risk.<br>投資者喜愛有較大資本增值潛力的投資，同時亦明白到需要承擔高程度的風險。 | An investor who would like to have significant capital gain, and he/she understands that he/she needs to take a very high level of risk in respect of the capital invested.<br>投資者喜愛有可觀資本增值的投資，同時亦明白到要承擔相當高的風險。 |

- All the answers to my RPQ are true and accurate and are given according to my situation. I confirm that I understand and agree with the result of this RPQ.  
有關我的「風險取向問卷」之答案均根據本人的情況而選擇的正確答案。本人確認本人明白及同意此風險取向問卷之結果。
- I understand that this “RPQ” should only be taken as a reference for determining my investment risk profile, and should not be taken as conclusive.  
本人明白此「風險取向問卷」只應作為個人投資風險程度的分析及參考，不應作為投資結論。
- I undertake to advise Shenwan Hongyuan Securities (H.K.) Limited of any change of information provided in the RPQ.  
若「風險取向問卷」內提供的資料有所更改，本人承諾通知申萬宏源證券(香港)有限公司。

Signature of the client (客戶簽署)

(Please do not sign on blank form 請勿在空白表格上簽署)

Date: (DD/MM/YYYY)

日期: (日/月/年)

Our Company will provide you a copy of Risk Profiling Questionnaire for your record. Kindly specify that you would like to receive the copy: (Please ✓ the below appropriate box)

本公司將複印一份風險取向問卷交回閣下以作保存，請說明接收方法：(請✓以下其中一個方格)

☐ by hand 當面收取

by e-mail 電郵

(If you have not provided email address to our company in the past, we will send the copy of Risk Profiling Questionnaire by post instead.)

(若閣下從未提供電郵地址給予本公司，風險取向問卷影印本將以郵遞方式寄出)

☐ by post 郵遞