投資產品服務表格
Investment Product Services Form

Applicable to non-exchange traded investment products and transactions only 只適用於非交易所買賣的投資產品及交易

Client Information 客戶資料
Account Name 帳戶名稱：
Account No. 帳戶號碼：
Account Manager/ Sales Staff/ Department 客戶經理/ 銷售人員/ 業務部門：
Name of licensed person 持牌人士名稱：
AE No. 經紀號碼：

Clients Acknowledgement and Confirmation 客戶同意確認書

1. I/We acknowledge that BOCOM shall not be responsible for the products or services provided by the investment product issuer, including the losses and charges arising out of my/our transactions with the investment product issuer.
本人/本公司知悉及清楚明白，交銀國際不會就任何關於該投資產品發行人提供的產品或服務承担任何責任，包括因本人/本公司與投資產品發行人進行交易而引致的損失及費用等。

2. I/We (i) have received the Client's Agreements and Risk Disclosure Statements of BOCOM and the Addendums (including addendums in relation to investment funds), a copy of the Risk Profiling Questionnaire and all the offering documents relating to the above investment product issued by or on behalf of the Issuer (for which the Issuer is solely responsible) (collectively the "Offering Document"); (ii) have carefully read and understand and agree to be bound by the contents of all such documents, including in particular, all the risk disclosure and risk warnings contained in such documents, and (iii) understand the nature of the investment product and are willing to assume all the relevant risks.
本人/本公司(i)已收到了交銀國際的客戶協議及風險披露書及其附錄(包括有關投資基金事宜)、風險評估問卷副本及所有有關以上投資產品之銷售文件 (該等銷售文件是由或代表發行人發出及僅由發行人負責) (統稱為"銷售文件");(ii)已仔細閱讀和明白並同意受所有這些文件之內容約束，包括特別是載於這些文件中的所有風險披露和風險警告，及(iii)理解此投資產品的性質和願意承擔所有相關的風險。

3. I/We make the same representations and warranties to BOCOM that BOCOM makes to any government authorities, regulatory bodies, financial institutions, entities and persons (including but not limited to the investment product, product managers, distributors, banks and related service providers) for the purpose of or in connection with my/our application for the above investment product based on the information I provided to BOCOM. I/We agree to fully indemnify, defend and hold harmless to BOCOM for any and all direct or indirect damages, costs, fees, losses and expenses (including legal fees) in connection with any misrepresentation or breach of warranties on my/our part.
本人/本公司同意作出與交銀國際根據本人/本公司提供之資料，就此投資產品申請向任何政府當局、規管機構、財務團體、實體或個人(包括但不限於產品發行人本身、產品管理人、分銷商、銀行及相關服務供應商)所作出之陳述及保證相同之陳述及保證。本人/本公司同意全數彌償、維護及使交銀國際不受所有由本人/本公司之失實陳述或違反保證所引起之直接或間接損害賠償、訟費、費用、損失及支出(包括法律費用)所損害。

4. I/We understand that my/our application for the above investment product is irrevocable and that the investment product is subject to the final terms set out in the relevant written confirmation.
本人/本公司明白本人/本公司對此投資產品之申請是不可撤銷的，並明白此投資產品受限於有關書面確認中所載的最終條款。

5. WARNING: The above investment product may be offered in reliance on the exemptions stipulated under 17th Schedule of Companies (Winding Up and Miscellaneous Provisions) Ordinance, and the contents of this document have not been reviewed by any regulatory authority in Hong Kong. You are advised to exercise caution in relation to the offer. If you are in any doubt about any of the contents of this document, you should obtain independent professional advice.
警告: 該投資產品可能憑藉《公司(清盤及雜項條文)條例》附表 17 中的豁免進行銷售，本文件的內容未經在香港的規管當局審核。你應就有關要約謹慎行事。如你對本文件的任何內容有任何疑問，你應尋求獨立專業意見。

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6. I/We confirm the risk rating of the above investment product is the same or lower than my/our risk profile, the investment product is also suitable to my/our financial situation, investment experience and investment objectives. I/We have received the "Client's Agreement and Risk Disclosure Statement" and I/We are prepared to bear the risks and/or losses associated with trading such products, and have sufficient assets to bear such risk. I/We wish to open an account for the corresponding product(s).
本人/本公司確認上述投資產品的風險程度比本人/本公司的風險取向相同或為低，該投資產品亦符合本人/本公司財政狀況、投資經驗及投資目標。本人/本公司已確實收到了"客戶協議和風險披露書"，本人/吾等願意承擔此類交易產品的風險和/或虧損，並有足夠的資產來承擔這些風險開立相關產品的戶口。

7. Based on my/our total score of investment experience questionnaire, it can be relied on to evaluate my/our investment properties. The assessment results serve as reference only when I/we make an investment. This assessment does not form any product solicitation or recommendation of the investment transaction. BOCOM does not regard any legal obligation on the accuracy and completeness of the questionnaire.
根據本人/本公司在投資經驗問卷調查回答的總分，可藉以評估本人/本公司的投資屬性，惟此評估結果僅作為本人/本公司投資時之參考，非產品招攬，亦非投資買賣之建議，交銀國際不需對此份問卷之準確度與完整性負任何法律上之責任。

Knowledge of Derivative Products 對衍生產品的認識

(Please "✔" appropriate box(es) 請在適當位置加"✔"

1. In the past three years, did you ever execute five or more transactions relating to derivative and/or structured products? 在過往三年中，閣下曾否執行過 5 宗或以上有關衍生及/或結構性產品的交易？	☐ Yes 是 ☐ No 否
2. Have you ever undergone training or attended courses in relation to derivative and/or structured products, either in the form of online or classroom, offered by academic or financial institutions? 閣下曾否接受或參加由學術或金融機構提供有關衍生及／或結構性產品之網上或教室形式之培訓或課程？	☐ Yes 是 ☐ No 否
3. Did you gain general knowledge of the nature and risks of derivative and/or structured products through any training programme? 閣下是否從任何培訓課程獲得有關衍生及/或結構性產品的性質和風險的一般知識？	☐ Yes 是 ☐ No 否
4. Has any of your current or past work experience been related to derivative and/or structured products? If yes, please state: 閣下現時或過往之工作經驗是否與衍生及/或結構性產品有關？ 如有，請列明: Your occupation and its nature 閣下之職業及其性質: ____________________ Your service period 閣下之服務時期: From 由 __________ to 至 __________	☐ Yes 是 ☐ No 否

Assessment Result: ☐ the client has derivative knowledge 客戶有對衍生產品的認識
評估結果: (Client replied "Yes" to any one of the above questions)
(客戶在以上任何問題中回答"是")

☐ the client does not have derivative knowledge 客戶沒有對衍生產品的認識

[To be completed by Licensed person 此部由持牌人填寫]

1. Did BOCOM provide any investment solicitation or recommendation to me/us?
交銀國際有沒有向本人/本公司提供任何投資招攬或建議?

Yes 有 ❑ *(if yes, licensed person should provide the reason of investment solicitation or recommendation*
如有，持牌人需提供投資招攬或建議的原因)

No 沒有❑ (Applicable to clients other than discretionary account clients) I/We confirm that BOCOM is not my/our investment advisor. I/we subscribe/invest/apply the above mentioned investment product through BOCOM based on my/our own decisions. BOCOM acts as my/our agent or counterparty to accept and execute my/our instructions only.
(適用於非委託帳戶之客戶)本人確認交銀國際不是本人/本公司的投資顧問。本人/本公司經交銀國際對上述投資產品所作的認購/投資/申請基於本人的決定。交銀國際只以代理人或對手方的身份接受並執行本人/本公司的指令。

2. I/We ❑ **are /** ❑ **are not** subject to Swiss Federal Law on the Occupational Retirement, Survivors' and Disability Pension Schemes.
本人/本公司 ❑ **受制** / ❑ **不受制** 於瑞士聯邦法律下的職業退休保障，遺屬及殘疾退休保障。

交銀國際 BOCOM INTERNATIONAL

Risk Profile 風險概況	Suitable financial product for consideration 適合考慮的金融產品
(Grade 1) Low (第一級) 低	Bank deposit, capital preserved products、low risk authorized funds 銀行定期存款、保本產品 、低風險水平的認可基金
(Grade 2) Medium low (第二級) 中等偏低	Straight bonds and preference shares (Investment-grade), medium low risk authorized funds 投資等級的標準債券及優先股、中等偏低風險水平的認可基金
(Grade 3) Medium (第三級) 中等	Listed securities (excluding derivatives), medium risk authorized funds 上市證券(衍生工具除外)、中等風險水平的認可基金
(Grade 4) Medium high (第四級) 中等偏高	Listed derivatives (e.g. futures, options, warrants, CBBC), medium to high risk authorized funds 上市的衍生工具(如期貨、期權、認股證、牛熊證)、中等偏高風險水平的認可基金
(Grade 5) High (第五級) 高	OTC derivatives, structured products, straight bonds and preference shares (Non-investment grade), high risk or unauthorized funds and products that cannot be classified into any of the above categories. 非上市的衍生工具、結構性投資產品、非投資等級的標準債券及優先股、高風險水平或非認可的基金及並未能歸入上述任何一種類別的產品。
Client's Risk Profile 客戶風險概況	Grade (級別):

Investment Product Information 投資產品資料			
Name of Investment Product 投資產品名稱	Investment Product Risk 投資產品風險	Monetary Benefits 金錢收益	
		% (rounded up to the nearest 1% 調高至最接近的整數百分率)	Fee Type (e.g. distribution, management, etc.) 種類 (如: 分銷, 管理, 等)
	Grade (級別):	%	
	Grade (級別):	%	
	Grade (級別):	%	
Client has received Risk Disclosure Statement 客戶已收到相關的風險披露聲明: ❑ No 否 ❑ Yes 是			
Client has declared that he/ she has sufficient assets and can bear the risk associated with such products 客戶有足夠的資產，並可以承受產品相關的風險: ❑ No 否 ❑ Yes 是			
Licensed person has disclosed the terms and conditions in generic terms under which client may receive a discount of fees and charges from licensed person. 持牌人已向客戶概括地說明持牌人向客戶提供費用及收費折扣的條款及細則: ❑ No 否 ❑ Yes 是 ❑ N/A 不適用			

Material queries raised by the client and responses given by the licensed person
客戶提出的任何重要疑問及持牌人的回應

Queries 疑問

Response 回應

交銀國際
BOCOM INTERNATIONAL

Material discussion and confirmation with clients: **與客戶的重要討論及確認:**
Name of Licensed person 持牌人姓名: ___________________ Date/Time 日期/時間:_______________ Ext No 分機號碼: ___________________

Disclosure of transaction related information to client
向客戶披露相關資料

Licensed person is acting as a ❑ principal / ❑ agent of the transaction.
持牌人是以 ❑ 主事人 / ❑ 代理人身分行事。

❑ Licensed person **IS** an independent intermediary because:

1. We do not receive fees, commissions, or any other monetary benefits, provided by any party in relation to our distribution of any investment product to client; and

2. We do not have any close links or other legal or economic relationships with product issuers, or receive any non-monetary benefits from any party, which are likely to impair our independence favour any particular investment product, any class of investment products or any product issuer.

❑ 持牌人**是**獨立的中介人，理由如下：

1. 我們沒有收取由其他人士就我們向客戶分銷任何投資產品而提供的費用、佣金或任何其他金錢收益；及

2. 我們與產品發行人沒有任何緊密聯繫或其他法律或經濟關係，或沒有從任何人士取得任何非金錢收益，而這些聯繫、關係或收益可能損害我們的獨立性，使我們偏向任何特定投資產品、任何投資產品類別或任何產品發行人。

❑ Licensed person is **NOT** an independent intermediary because:
持牌人**並非**獨立的中介人，理由如下：

❑ 1. We receive fees, commissions, or other monetary benefits from other parties (which may include product issuers) in relation to our distribution of investment products to client. For details, client should refer to our disclosure on monetary benefits which we are required to deliver to you prior to or at the point of entering into any transaction in investment products;

❑ 1. 我們有收取由其他人士(可能包括產品發行人)就我們向客戶分銷投資產品而提供的費用、佣金或其他金錢收益。詳情請參閱我們按規定在訂立任何投資產品交易前或在訂立任何投資產品交易時須向客戶提供的金錢收益披露；

and/or

及/或

❑ 2. We receive non-monetary benefits from other parties, or have close links or other legal or economic relationships with issuers of products that we may distribute to client.

❑ 2. 我們有收取由其他人士提供的非金錢收益，或與我們可能向客戶分銷的產品的發行人有緊密聯繫或其他法律或經濟關係。

Licensed person is ❑ an affiliate / ❑ not an affiliate with the product issuer. Details of the affiliation (if any):______________________
持牌人與產品發行人 ❑ 有聯繫 / ❑ 沒有聯繫。 聯繫詳情 (如有):________________________

交銀國際
BOCOM INTERNATIONAL

The reason of Licensed person provide investment solicitation or recommendation: **持牌人提供投資招攬或建議的原因:** **[Only applicable when licensed person provided investment solicitation or recommendation only 只適用於持牌人提供投資招攬或建議]**
Client needs / personal circumstances (including but not limited to investment experience, financial situation, investment objectives, investment horizon, etc.) **客戶的需求/個人情況（包括但不限於: 投資經驗、財務狀況、投資目標、投資期、等等）:** **Product features that meet client needs and personal circumstances** **能滿足客戶需求及個人情況的產品特點 ：**
______________________________ Signature of licensed person 持牌人簽署
Name of licensed person 持牌人姓名：
Date 日期：

____
Client Signature 客戶簽署
Date 日期: ____________________

DECLARATION BY LICENSED REPRESENTATIVE 持牌代表聲明 I, a licensed person, declare that I have provided the above customer with a copy of the Risk Disclosure Statement in a language of the customer's choice (English or Chinese) and have invited the customer to read the Risk Disclosure Statement, ask questions and take independent advice if the customer so wishes. 本人，以持牌人身份，確認本人已按照上述客戶所選擇的語言 (英文或中文) 提供風險披露聲明及邀請客戶閱讀該風險披露聲明、提出問題及徵求獨立的意見 (如客戶有此意願)。	Signature of licensed person 持牌人簽署 Name of licensed person 持牌人姓名 CE Number 中央編號: Date 日期:

如客戶未能親身簽署，持牌人需用錄音電話與客戶確認以上資料，並確定一切資料無誤:

持牌人姓名: ____________________ 日期: ________________時間: __________ 分機號碼: ________________

Verified 核實:
1. ❑ Client's Risk Profile > / =Investment Product Risk
   ❑ Client's Risk Profile **<** Investment Product Risk (Please contact compliance before trading)
2. ❑ *The client got enough knowledge on derivative products (i.e. Client replied "Yes" to any one of those questions in the "Knowledge of Derivative Products" section)

(*Remark: Derivative product should not be sold to the client without enough knowledge on derivative products)

3. ❑ The transaction does not fall within the selling restriction.

銷售部門主管 / 負責人員(RO)簽署: ____
Head of Sales Department/ Responsible Officer (RO)Signature: