Investment Experience Questionnaire (Corporate) 投資經驗問卷 (公司)

Name 姓名：	**Account Number 帳戶號碼：**

Source of Fund 資金來源 (Can choose more than 1 option 可選多過 1 項):	☐ Company Operating Fund 公司營運資金 ☐ Others (please specify)其他(請註明): ____
Total Asset Value (counted in HKD)? 總資產值(以港幣計算)	☐ Below 低於 $300,000 ☐ 300,001-1,000,000 ☐ 1,000,001-5,000,000 ☐ 5,000,001-10,000,000 ☐ More than 高於 10,000,000
Net profit after tax in preceding 3 years (HKD) 以往三年之除稅後淨利潤 (港元):	Year to 至____________ 年度年結 ☐ Nil 無 ☐ Under $500,000 以下 ☐ $500,000 -$1,000,000 ☐ $1,000,001 -$5,000,000 ☐ $5,000,001 -$10,000,000 ☐ Above $10,000,000 以上 Year to 至____________ 年度年結 ☐ Nil 無 ☐ Under $500,000 以下 ☐ $500,000 -$1,000,000 ☐ $1,000,001 -$5,000,000 ☐ $5,000,001 -$10,000,000 ☐ Above $10,000,000 以上 Year to 至____________ 年度年結 ☐ Nil 無 ☐ Under $500,000 以下 ☐ $500,000 -$1,000,000 ☐ $1,000,001 -$5,000,000 ☐ $5,000,001 -$10,000,000 ☐ Above $10,000,000 以上

Investment Experience
投資經驗

Years of experience 經驗年期 / Investment Products 投資產品	Nil	< 1 year 年	1-3 years 年	3-5 years 年	5-10 years 年	More than 多過 10 years 年
Stock 股票	☐	☐	☐	☐	☐	☐
Warrant 認股權證	☐	☐	☐	☐	☐	☐
Futures / Options 期貨/期權	☐	☐	☐	☐	☐	☐
Structured Products 結構性產品	☐	☐	☐	☐	☐	☐
Others if any 其他(如適用) ________________________	☐	☐	☐	☐	☐	☐

Authorized Person Information 獲授權人士資料	**Name 姓名**	
	Education 教育程度	☐ Primary or below 小學或以下 ☐ Secondary 中學 ☐ University or above 大學或以上
	Profession 職業	☐ Professional 專業人士 ☐ Self-Employed 自雇人士 ☐ Administrative / Management 行政 / 管理 ☐ Technical / Supervisory 技術 / 監督 ☐ Sales / Marketing 銷售 / 行銷 ☐ Others (please specify)其他(請註明):__________________________________

Please answer the following questions and choose the answer which is closest to your company's view in each question in order to help your company to assess your company's attitude towards risk, investment resources and objectives before selecting financial / investment products.

在選擇金融/投資產品前，請回答下列問題，針對每條問題選擇一項與貴公司的觀點最接近的答案，以幫助貴公司評估對風險的態度以及投資資源和目標。

Q1. Has your company appointed professional to handle investment? 貴公司有否委派專業人士處理投資事宜？	
☐ No, and the person handling our company's investments does not have much knowledge on investment products. 無，而且本公司負責處理投資事宜的人員對投資產品的瞭解並不多。	10
☐ No, but the person handling our company's investments has basic knowledge on investment products. 無，但本公司負責處理投資事宜的人員對投資產品有基本認識。	20
☐ No, but the person handling our company's investments has extensive knowledge on investment products. 無，但本公司負責處理投資事宜的人員對投資產品十分熟悉。	30
☐ Yes 有。	40
☐ Yes, and more than 1 professional 有，而且多過 1 名。	50

Q2. How would you describe your company expected revenue over the next 5 years? 貴公司會如何描述未來 5 年的預期收入？	
☐ Decrease 減少	10
☐ Remain steady 保持穩定	30
☐ Increase 增加	50

Q3. What is your company's net idle current asset (Counted in HKD)? 貴公司現有閒置的流動資產淨值 (以港幣計算)？	
☐ Below 低於 $300,000	10
☐ 300, 001-1,000,000	20
☐ 1,000,001-5,000,000	30
☐ 5,000,001-10,000,000	40
☐ More than 高於 10,000,000	50

Q4. What is your company’s investment horizon? 貴公司的投資期限是多久？	
☐ No more than 1 year 不超過 1 年	10
☐ No more than 3 years 不超過 3 年	20
☐ No more than 5 years 不超過 5 年	30
☐ No more than 8 years 不超過 8 年	40
☐ No investment horizon limitation 無投資年期限制	50

Q5. Which of the following~~s~~ statements best describe your company’s investment attitude? 以下哪項描述最能表達貴公司的投資取向？	
☐ We are not willing to take risk and do not accept investment depreciation. 本公司很不願意承擔風險，而且不接受投資貶值。	10
☐ We want capital protection but willing to take low risk in order to obtain a return slightly better than bank deposits. 本公司希望保本，但願意接受低度風險從而實現稍高於銀行存款的回報。	20
☐ We are willing to accept medium risk in order to obtain a return greater than inflation. 本公司願意承擔中度風險，以便實現高於通貨膨脹的回報。	30
☐ We are willing to take medium high risk in order to obtain a higher return. 本公司願意承擔中高風險，以便實現較高的潛在回報。	40
☐ We are willing to take high risk in order to maximize the return. 本公司願意承擔高較風險，以便將回報提至最高。	50

Q6. How do your company respond to fluctuations in your company’s investment? 貴公司如何應對投資中的波動？	
☐ We will sell and stop loss immediately. 本公司會即時沽售以止蝕。	10
☐ We will consider to sell and stop loss even if the fluctuation is smaller than our expectation. 即使波動少於本公司預期，本公司也會考慮沽售以止蝕。	20
☐ We will consider to sell and stop loss if the fluctuation is greater than our expectation. 如果波動大於本公司預期，本公司會考慮沽售以止蝕。	30
☐ We will consider to sell and stop loss if the fluctuation is much greater than our expectation. 如果波動遠遠大於本公司預期，本公司會考慮沽售以止蝕。	40
☐ We will accept any fluctuation and sell only if we make a profit. 本公司接受任何波動，並只會在賺錢的情況下才沽售。	50

Q7. What is the maximum loss that your company can accept? 貴公司可承擔的最大損失是多少？	
☐ Below 低於 2%	10
☐ 2% to 4.9%	20
☐ 5% to 24.9%	30
☐ 25% to 35%	40
☐ More than 高於 35%	50

Q8. What is your company's investment purpose? 貴公司的投資目的是？	
☐ capital preservation 保本	10
☐ savings and wealth accumulation 儲蓄、累積財富	20
☐ make stable income and capital appreciation 賺取穩收入及資本增值	30
☐ capital appreciation 資本增值	40
☐ Willing to take high risk for higher potential return/income/appreciation 願承受高風險以賺取較高潛在回報／收益／增值	50

Assessment Result 評估結果	
Client's Risk Score 客戶風險評分	

Based on the answers you have provided, you have been informed that your investment risk profile is
根據您提供的答案，您已獲通知您的投資風險取向是

☐ (Grade 1) Low - You tend to prefer investments with a low risk of a decline in value. You are more interested in preserving the value of your investment than receiving a return on your capital.
(第一級) 低 - 您傾向於最低減值風險的投資。您更注重於保本，而不是投資回報。

☐ (Grade 2) Medium low - You tend to prefer investments with lower risk of a decline in value. However, you do recognize that in order to achieve higher returns, some risks must be incurred and you are prepared to tolerate some fluctuation and volatility in your investment.
(第二級) 中等偏低 - 您傾向於較低減值風險的投資。然而您也知道，為了獲得較高的回報，您必須承擔一定的風險，並且準備好迎接投資中的波動。

☐ (Grade 3) Medium - You are willing to place reasonable emphasis on growth investments and are aware that these are liable to fluctuate in value. You can tolerate some fluctuations and volatility, but you tend to stay away from the possibility of dramatic or frequent changes in value.
(第三級) 中等- 您願意適當地側重於增長型投資，並瞭解這些投資的價值容易產生波動。您可以承受一定的波動，但傾向於遠離那些價值容易產生劇烈或經常性變動的投資。

☐ (Grade 4) Medium high - You have an above-average tolerance to risk and are willing to accept a greater chance of decline in value for potentially higher returns.
(第四級) 中等偏高 - 您對風險的承受力超過了平均水準，並願意接受更高的減值風險，以獲取更高的潛在投資回報。

☐ (Grade 5) High - You are willing, and usually eager, to accept a greater chance of a decline in initial value in return for potentially higher returns.
(第五級) 高 - 您通常渴望並願意接受更高的初始價值減值風險，以獲取更高的潛在投回報。

CUSTOMER DECLARATION 客戶聲明
We have gone through the above Risk Profile. We confirm that we fully understand and accept (i) that the above Risk Profile process is for the purpose of helping us to assess our attitude towards risk and investment resources and objectives before selecting financial/ investment products; (ii) that the above Risk Profile process is not intended to list out all factors and/ or issues which We should consider at the time of our investment; (iii) that we must not rely solely on the Risk Profile as our investment preference and our decision may change from time to time, in particular, may be different at the time of investment; and (iv) that we shall read and understand the information as disclosed in various documents (including but not limited to the Prospectus/Explanatory Memorandum/ brochures/ guide/ offering document(s) of the financial or investment product(s)) relating to the features, risks, merits, charges and other details of the financial or investment products before making any decision of investment. 本公司已經填寫了上述風險概況。本公司確定已經完全理解並接受(i)上述風險概況表是為了幫助本公司在選擇金融/投資產品前評估本公司對風險的態度以及投資資源和目標；(ii)上述風險概況表並非列出了本公司在投資時應考慮的所有因素和/或問題；(iii) 本公司不能只依賴風險概況作為本公司的投資喜好，本公司的決定可能不時有所改變，尤其是可能與投資時的決定有所不同；(iv)本公司在做出投資決策前會全面閱讀並理解各種有關金融或投資產品特點、風險、優點、費用和其他細節的文件中包含的資訊（包括但不限於金融或投資產品的招股書/說明書/手冊/指南/發行文件）。 We understand that we are required to contact designated sales staff of any changes in our risk appetite or investment objectives, and/or if we do not agree with the assessed Risk Profile to re-conduct the risk profiling exercise. 本公司明白如果本公司的風險偏好或投資目標有任何變化及/或如果本公司不同意評估的風險概況，本公司需要聯繫指定的銷售人員再次進行風險分析。
RISK DISCLOSURE STATEMENT 風險披露聲明
Investment involves risk. Past performance is no guide to future performance. Investors should read the relevant offering documents carefully before making any investment decisions. 投資涉及風險。過往的業績不可作為未來業績的指引。投資者於作出投資決定前應閱讀有關銷售文件。 This document is not a solicitation and recommendation of any investment. You should provide BOCOM with accurate information and update BOCOM when there is any change after completion of this document as BOCOM may make reference to it in order to understand your risk tolerance and investment experience when providing services to you. 本文件並非就任何投資作出招攬及建議。貴公司應該向交銀國際提供準確資料。完成本文件後，若有關資料有所改變，貴公司應該向交銀國際提供最新的資料，以便交銀國際在向貴公司提供服務時可以參考，並瞭解貴公司承受風險能力及投資經驗。 This document is not intended to provide any description of the features, attributes or risk factors of any products. You are reminded to review the relevant product documents provided to you and seek independent professional advice if necessary. This document is provided to you to enable BOCOM to comply with applicable regulatory obligations. If you have any questions, please seek independent professional advice. In the event of any difference in interpretation or meaning between the Chinese and English version of this document, the English version shall prevail. 本文件並非向貴公司提供任何產品的任何特點、屬性或風險因素的描述。請檢閱已向貴公司提供的有關產品文件，並於有需要時請尋求獨立專業意見。本文件旨在使交銀國際履行相關規定的義務。如有任何疑問，請尋求獨立專業意見。如本文件中、英兩種語文版本的釋義或涵義之間有不一致，則以英文版本為準。

Customer Name and Signature **客戶姓名及簽署** **Date 日期**	**Name of the Checker and Signature** **負責資料核對人員姓名及簽署** **Date 日期**	**Responsible Officer Name and Signature 負責人員姓名及簽署** **(SFC CE No: CE 編號:)** **Date 日期**

(06/2022)

Risk Profile Table 風險概況列表		
Score 得分	**Risk Profile 風險概況**	**Suitable financial product(s) for consideration (It is applicable only when suitability is triggered.) 適合考慮的金融產品 (只在合適性規定生效時適用)**
80 - 100	(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
101 - 140	(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
141 - 250	(Grade 3) Medium (第三級) 中等	Listed securities (excluding derivatives, SPAC and SPAC related securities)), medium risk authorized funds 上市證券(衍生工具及 SPAC 及其相關證券除外)、中等風險水平的認可基金
251 - 350	(Grade 4) Medium high (第四級) 中等偏高	Listed derivatives (e.g. futures, options, warrants, CBBC), medium 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
351 or above 或以上	(Grade 5) High (第五級) 高	Complex products, OTC derivatives, structured products, straight bonds and preference shares (Non-investment grade*), SPAC, SPAC related securities, high risk or unauthorized funds and other products that cannot be classified into any of the above categories. 複雜性產品、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、SPAC 及其相關證券、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。

Note 註:

Bonds listed under Chapter 37 of the Main Board Listing Rules can only be distributed to professional investors (including high net worth investors) 根據《主板上市規則》第三十七章上市的債券只能售予專業投資者（包括高資產淨值投資者）

Bonds embedded with derivatives, e.g. convertible bond should be regarded as structured products. 包含衍生工具之債券，如可換股債券，應被視為結構性投資產品。

**For the information of Investment grade and Non-investment grade, you may contact your account manager for details. 關於投資等級及非投資等級，閣下可聯絡您的客戶經理以了解有關投資等級及非投資等級的詳情。*