Investment Risk Profiling Questionnaire – For Corporate Account
投资风险评估 - 公司账户适用

This questionnaire is designed to help China Galaxy International Securities (HK) Co., Ltd. and China Galaxy International Futures (HK) Co., Ltd. (collectively, "CGI" / "us") to assess your company's investment risk profile and to collect information about your company's risk attitudes, financial situation, investment knowledge, investment experience and investment objectives.
本问卷用以协助中国银河国际证券(香港)有限公司及中国银河国际期货(香港)有限公司（统称「银河国际」/ 「我们」）评估贵公司的投资风险取向，并收集有关贵公司的风险态度、财政状况、投资知识、投资经验及投资目标的资料。

For questions on your company's financial and investment information, such as the amount of investable assets, total amount invested in a specific product, or investment experience, ALL your company's' holdings and transactions, whether pertaining to the trading account with us or not, should be taken into account.
有关贵公司的财务或投资资料的问题，例如可投资资产、某一产品的总投资金额或投资经验等，贵公司在银河国际之内及银河国际以外的 所有 资产及交易均应计算在内。

The results of this questionnaire are derived from information your company provided to us. Your company must provide information that is valid, true, complete, accurate and up-to-date. Failure in doing so would materially affect this assessment and thereby your investment decision.
本问卷的结果乃根据贵公司提供给我们的资料得出。请贵公司务必提供有效、真实、完整、准确及最新的资料。未能提供该等资料将会对本行的合适性评估产生重大影响。

Depending on the firm type, investment process and management structure, this questionnaire shall be completed by the person(s) with whom the investment decisions of the Company rest.
视乎公司类别、投资程序及管理架构，本问卷必须由负责为公司作出投资决定的个人填写。

Please choose the most appropriate answer.
请选择最适合的一项答案。

IMPORTANT TO NOTE 重要提示

The Investment Risk Profiling Questionnaire is intended to form the basis for a discussion between your company and our staffs on investment products appropriate for your company. 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. The investment risk profiling questionnaire does not included, and is not exhaustive of all issues you should consider before making an investment. Before making any investment decision, your company should fully understand the product risks and merits and conduct your company's own appraisal of the product risks to determine whether the investment is consistent with your objectives.
此投资风险评估目的在于提供基本资料，以便贵公司与我司的职员进行讨論，从而了解哪种投资产品适合贵公司。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。此评估未能覆盖所有贵公司在投资时应考虑的因素。贵公司作出任何投资决定前，应全面了解有关产品的风险和回报，及评核有关产品风险是否符合您的投资目标。

The information provided in this risk profiling questionnaire may be used by China Galaxy International Financial Holdings Limited and its subsidiaries for marketing and other purposes as set forth in the Policy Statement relating to the Personal Data (Privacy) Ordinance.
中国银河国际金融控股有限公司及其附属公司可就此风险评估测试所收集的资料根据个人资料（私隐）条例所订的政策指引用于推广或其他用途。

Account Number 账户号码 : ____________________

Account Name 账户名称 : ____________________

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Note 注意: Please complete in Block Letters and tick where applicable. 请用正楷填写，并在适当地方加上「✓」号。

Part 1 : Customer Investment Knowledge and Experience
第一部份: 客户投资知识及经验

(A) This part is designed to enable us to understand and assess your level of investment experience with non-complex investment products. (Highest score: 40)
这部分旨在让我们了解及评估客户对非复杂性投资产品的投资经验 (最高得分: 40)

Please tick the appropriate boxes below to indicate your company's investment experience (in number of years)
请列出贵公司于下列每一项投资产品的投资经验（以年为单位）

Investment experience 投资经验 / Products 投资产品	Nil 无经验 **(Score: 0)**	Basic Experience 基础经验 1-3 Years 1-3 年 **(Score: 2)**	Intermediate Experience 中度经验 3-10 Years 3 - 10 年 **(Score: 5)**	Advanced Experience 丰富经验 More than 10 years 10 年以上 **(Score: 8)**
HK Listed Stocks 香港上市股票	❑	❑	❑	❑
Non-HK Listed Stocks (e.g. China A-Shares, US Listed Stocks) 非香港上市股票 (例如：中国内地上市股票、美国上市股票)	❑	❑	❑	❑
Mutual Funds/ Unit Trusts (Non-derivative funds) 互惠基金 / 单位信托 (非衍生产品基金)	❑	❑	❑	❑
Non-complex bonds (including callable bonds) 非复杂债券(包括可赎回债券)	❑	❑	❑	❑
Non-leveraged ETFs / Non-derivative ETFs / SFC-authorized REITs traded on the SEHK 非杠杆交易所买卖基金 / 非衍生产品交易所买卖基金 / 于联交所买卖的证监会认可房地产投资信托基金	❑	❑	❑	❑
Score 得分: Please add the score from the above items 请把以上每个项目所获得之分数加总				

(B) This part is designed to enable us to understand and assess your level of investment experience with complex and/or derivative products. (Highest score: 60)
这部分旨在让我们了解及评估客户对复杂及/或衍生产品的投资经验 (最高得分: 60)

Please tick the appropriate boxes below to indicate your company's investment experience (in number of years)
请列出贵公司于下列每一项投资产品的投资经验（以年为单位）

Investment experience 投资经验 / Products 投资产品	Nil 无经验 **(Score: 0)**	Basic Experience 基础经验 1-3 Years 1-3 年 **(Score: 6)**	Intermediate Experience 中度经验 3-10 Years 3 - 10 年 **(Score: 9)**	Advanced Experience 丰富经验 More than 10 years 10 年以上 **(Score: 12)**
Warrants/Callable Bull/Bear Contracts/Stock Options/Index Options 认股证/牛熊证/股票期权/指数期权	❑	❑	❑	❑
Leveraged Products (e,g, Futures Contracts/Leveraged Forex/Shares Margin) 杠杆性产品 (如期货/股票孖展/外汇孖展)	❑	❑	❑	❑
Complex Bonds (e,g. Perpetual or subordinated bonds/ Bonds with variable or deferred interest payment terms/ Bonds with extendable maturity dates/ Convertible or exchangeable bonds/ Bonds with contingent write down or loss absorption features/ Bonds with multiple credit support providers and structures 复杂债券 (如永续债券或后偿性质的债券/具有浮息或延迟派付利息条款债券/可延迟到期日债券/可换股或可交换债券/具有或然撇减或弥补亏损特点的债券/具备非单一信贷支持提供者及结构债券）	❑	❑	❑	❑
Structured Products (e,g, Equity Linked Notes, Accumulator, Decumulator or Non-exchange-traded structured investment products) 结构性产品 (如股票挂钩票据、累积认购期权合约、累积认沽期权合约或非交易所买卖的结构性投资产品）	❑	❑	❑	❑
Hedge Funds/ Derivative funds/ Structured Funds 对冲基金,/结构性基金/衍生产品基金）	❑	❑	❑	❑
Score 得分: Please add the score from the above items 请把以上每个项目所获得之分数加总				

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(C) Knowledge of Structured or Derivative Products 结构性或衍生产品知识

1. Does your company or the personnel who make investment decision for your company have any knowledge on structured or derivative product(s)? (Client **will not** be allowed to trade derivative products if no related knowledge)贵公司或其负责作出投资决定的职员对结构性或衍生产品有没有认识? (如客户对衍生产品没有认识，客户将**不能**交易衍生产品)

   ❑ Yes 有 (Please continue to answer the following Question No.2 请继续回答下列的第 2 条问题)
   ❑ None 没有

2. Your company or the personnel who make investment decision for your company acquired knowledge of structured or derivative product(s) from the following ways **(please provide the corresponding proof)**:-
   贵公司或其负责作出投资决定的职员从以下途径认识结构性或衍生产品 **(请提供相关证明)**:-

   ❑ The personnel who make investment decision for your company has received training or attended courses or seminars on structured or derivative product(s) (Please state the name of the course / seminars and the date they attended).
   贵公司负责作出投资决定的职员曾接受结构性或衍生产品的培训或修读相关课程 (请提供培训或修读课程的名称及日期)。

   培训或修读课程的**名称 Name** of the courses / seminars:______________________________________

   培训或修读以上课程的**日期 Date** of attending the above courses / seminars:_____________________

   ❑ Recent business nature of your company is related to structured or derivative product(s) and it has a specialized function responsible for making investment decisions on behalf of the company.
   现时贵公司的业务性质与结构性或衍生产品有关, 并有特设职能负责为其作出投资决定。

   ❑ The personnel who make investment decision for your company has the trading or working experience in structured or derivative products. (Please state the Company Name, Industry/Business Nature, Position and the period of Employment/ Business Operation).
   贵公司负责作出投资决定的职员拥有结构性或衍生产品的交易经验或工作经验 (请提供公司名称、行业/业务性质、职位及在职/营业年期)。

   Company Name 公司名称: ____

   Industry/Business Nature 行业/业务性质: ____

   Position 职位: ____

   Year(s) of Employment / Business 在职年期/营业年期: ____________________________________年

   ❑ Your company's total number of transactions in structured or derivative products executed within the past three years,
   贵公司于过去三年内所进行有关结构性或衍生产品的交易次数

   ❑ 5 – 10 times 次 ❑ over 10 times 超过 10 次

   ❑ Others 其他:____

If answer is "Yes" in above (C) 1, please provide the relevant supporting document of option(s) selected in (C) 2.
If you would like to invest in derivatives related products but no supporting document could be provided or you answered "No" in above (C) 1, please read carefully and complete the attachment "General Knowledge on Derivatives Products" and "Derivatives Knowledge Questionnaire".
若于上述 (C)1 回答「是」，请提供在 (C)2 勾选的证明档。
若客户欲投资于衍生工具之相关产品，但未能提供证明档或于上述 (C)1 回答「否」，请仔细阅读及完成附件「衍生产品基本常识」及「衍生产品问卷」。

Assessment Result 评估结果	
Based on the assessment above, the total score of your company's investment experience is 根据上述评估，贵公司的投资经验的总得分为 Part (A) + Part (B) A 部分 + B 部分	

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Part 2: : Risk Tolerance Level
第二部份: 风险承受能力

This part is designed to enable us to assess your overall risk tolerance level. (Total score: 100)
这部分旨在让我们评估客户的整体风险承受能力 (总分: 100)

1. Does your company have any qualified professionals to make investment / hedging decisions?
贵公司是否拥有合资格的专业人员负责投资／对冲决策?

- ❑ Yes, we have an independent division / team within our company to make investment / hedging decision. (10)
是，公司内部拥有一个独立部门／团队，负责投资／对冲决策
- ❑ Yes, we have senior management with relevant professional qualifications to make investment / hedging decisions. (7)
是，我们的高级管理层具备专业资格，可负责投资／对冲决策
- ❑ No, but we have adequate knowledge in financial investment. 否，但我们对金融投资有足够的认识 (4)
- ❑ No, we have little knowledge in financial investment. 否，我们对金融投资认识不多 (1)

2. What is the current investment objective of your company?
贵公司现时的投资目标是?

- ❑ Capital preservation and regular income. 资本保障及经常性收入 (2)
- ❑ Moderate capital appreciation and regular income. 适度资本增值及经常性收入 (4)
- ❑ Moderate capital appreciation and high regular income. 适度资本增值及高经常性收入 (6)
- ❑ Aggressive capital appreciation and high regular income. 进取的资本增值及高经常性收入 (8)
- ❑ Very aggressive capital growth. 非常进取的资本增值 (10)

3. How long is the expected investment horizon of your company?
贵公司预期的投资年期为多少?

- ❑ Less than 1 year. 少于 1 年 (2)
- ❑ 1 year to 3 years. 1 年至 3 年 (4)
- ❑ 3 - 5 years. 3 年至 5 年 (6)
- ❑ 5 - 10 years. 5 年至 10 年 (8)
- ❑ Over 10 years. 超过 10 年 (10)

4. What is the average percentage of liquid asset that your company will set aside for investment purposes?
贵公司计划预留多少百分比的净流动资产用作投资用途?

- ❑ Less than 5%. 少于 5% (2)
- ❑ 5% to less than 10%. 5%至少于 10% (4)
- ❑ 10% to less than 20%. 10%至少于 20% (6)
- ❑ 20% to less than 30%. 20%至少于 30% (8)
- ❑ 30% or above. 30%或以上 (10)

5. In terms of average monthly operational expenses, how much does your company set aside for emergency use?
以平均每月营运开支计算，贵公司预留以应付不时之需的金额为多少?

- ❑ 0 - 3 months of monthly operational expense. 0 - 3 个月的营运开支 (2)
- ❑ 3 - 6 months of monthly operational expense. 3 - 6 个月的营运开支 (4)
- ❑ 6 - 9 months of monthly operational expense. 6 - 9 个月的营运开支 (6)
- ❑ 9 - 12 months of monthly operational expense. 9 - 12 个月的营运开支 (8)
- ❑ Over 12 months operational expenses 超过 12 个月的营运开支 (10)

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6. Which of the following is your company's profit expectation in the next five years? (For non-profit making organizations, please use net cash flow instead.) 贵公司预期在未来五年的纯利走势是以下哪一项? (如果属于非牟利机构，请以净现金流量代替纯利走势)	
❑ Very unstable with possibility of losses for the next two years or beyond. 非常不稳定，预计在未来两年或以后有很大机会亏本	(2)
❑ Unstable with some possibility of losses for the next five years. 不稳定，预计在未来五年有机会亏本	(4)
❑ Somewhat stable with very low possibility of losses for the next five years. 尚算稳定，预计在未来五年亏本机会不大	(6)
❑ Stable and in line with economic growth. 稳定并与经济增长看齐	(8)
❑ Stable and outpacing economic growth. 稳定并领先经济增长	(10)
7. Generally, the higher the investment risk the higher the potential fluctuation but also the higher the potential returns. What level of annualized fluctuation would your company generally be comfortable with? 一般而言，风险愈高的投资，其潜在波动愈大，但潜在回报亦愈高。在一般情况下，贵公司可以接受年度波动程度多大的投资产品?	
❑ Fluctuates between -5% and +5%. 于-5% 至 +5%之间的波动	(2)
❑ Fluctuates between -10% and +10%. 于-10% 至 +10%之间的波动	(4)
❑ Fluctuates between -20% and +20%. 于-20% 至 +20%之间的波动	(6)
❑ Fluctuates between -30% and +30%. 于-30% 至 +30%之间的波动	(8)
❑ Fluctuates between -40% below and +40% more. 于 -40%以下 至 +40%以上之间的波动	(10)
8. How would your company react if your portfolio fell significantly (e.g. more than 20%) within one month? 如果贵公司的投资组合在一个月内大幅跌（例如: 超过 20%），您会有何反应?	
❑ Do not know how to react. 不懂得如何应变	(2)
❑ Cut loss without any strategic consideration. 非策略性地进行止损	(4)
❑ Would wait to see if investment improves and may cut loss rationally. 观望该投资是否会有改善，可能会理性地进行止损	(6)
❑ Understand market fluctuations are unavoidable and will not alter the determined investments strategy. 了解市场波动是难免的，会继续进行已定下的投资策略	(8)
❑ Undergo in-depth analysis, reallocation your investment portfolio. 进行仔细分析，重整投资组合	(10)
9. For your company's level of experience with investment products, please refer to the below **formula** for the score calculation. The score should be rounded down to the nearest integer; the highest score is 20. 就贵公司对投资产品的投资经验，请按以下**公式**计算得分。分数向下取至最接近整数，最高分数为 20 分。 **The total score of your company's investment experience in Part 1 x 20%** **贵公司在第一部分的投资经验的总得分 x 20%**	( )

Total Score 总分: ____________________

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Risk Profile Analysis 风险接受程度

Low Risk (1) 低風險 (1)	Low to Medium Risk (2) 低至中度風險 (2)	Medium Risk (3) 中度風險 (3)	Medium to High Risk (4) 中度至高風險 (4)	High Risk (5) 高風險 (5)
☐ ≤ 20	☐ 21 – 40	☐ 41 – 60	☐ 61 – 80	☐ ≥ 81

Investor Profile 投资者类型	
Low Risk (1) **低风险 (1)**	Your company should be limited to investments with no or negligible price movements, which can be sold at short notice. This investor rating is compatible with investments or investment strategies that aim to preserve the value of the investment against inflation and are therefore prepared to consider low risk alternatives, other than deposits, to help generate a steady return over the life of the investment. 贵公司可投资于价格固定或很少变动、可在很短的通知期内出售的投资产品。此类投资者旨在保障投资价值，以对抗通胀，所以会考虑存款以外的低风险投资选择，在投资期内以取得稳定的回报。
Low to Medium Risk (2) **低至中度风险 (2)**	Your company can follow investment with a risk of limited negative price movements. This investor rating is compatible with investments or investment strategies that primarily aim to provide regular income returns, capital appreciation is a secondary consideration. 贵公司可投资于只会出现有限度价格不利变动的产品。此类投资者首要是追求经常性收入，资本增值的投资是其次的考虑。
Medium Risk (3) **中度风险 (3)**	Your company can follow investment with moderate negative price movements. This investor rating is compatible with investments or investment strategies that aim to provide both regular income returns and capital appreciation. 贵公司可投资于有适度价格不利变动的投资产品。此类投资者旨在追求经常性收入，及资本增值的投资。
Medium to High Risk (4) **中度至高风险 (4)**	Your company can follow investment with a risk of substantial negative price movements and that have a risk of losing significant portion or all of your investment. This investor rating is compatible with investments or investment strategies that typically aim to provide only capital appreciation and no or little regular income returns. 贵公司可投资于涉及大幅度价格不利变动，有机会损失大部分或全部投资的产品。此类投资者旨在追求资本增值，而非提供经常性收入的投资。
High Risk (5) **高风险 (5)**	Your company can follow investment with a risk of substantial negative price movements and that have a significant risk of losing their entire value. This investor rating is compatible with investments or investment strategies which aim to provide very aggressive capital appreciation. 贵公司可投资于涉及大幅度价格不利变动，有重大风险会损失全部投资的产品。此类投资者旨在追求有大幅度资本增值的投资。

Based on the scores above, your company's risk tolerance level is: ____________

根据以上的得分，贵公司的风险接受程度是：_______________

If your company disagrees with the said result, please indicate your company's investment attitude that you believe is more accurate and state the reason(s):

倘贵公司不同意所得的投资风险评估结果，请指出贵公司认为更准确的投资态度，并详述原因：

❑ Low Risk (1)	❑ Low to Medium Risk (2)	❑ Medium Risk (3)	❑ Medium to High Risk (4)	❑ High Risk (5)
低风险 (1)	低至中度风险 (2)	中度风险 (3)	中度至高风险 (4)	高风险 (5)

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We warrant that the information we provide in this Investment Risk Profiling Questionnaire is true and correct, and we confirm that we agree to your assessment of our investor profile. We confirm and undertake that we will update CGI immediately on any changes.

本公司谨保证上述填报的资料全部正确无讹，及本公司确认同意本投资风险评估中本公司所属的投资類型。本公司确认及承诺如所提供之资料有任何更改，均会立刻通知银河国际。

Signature / 客户签署: ______________________ Date / 日期: ______________________

Name / 客户姓名: ______________________ Account No./ 账户编号: ______________________

*Please use signature(s) on file with us.
请用留存本行记录的签署式样

For Office Use Only:	
Declaration: I hereby declare that I have enquired the client about client's knowledge of structured or derivative product(s) stated in Part 1 of this questionnaire and confirm that the information in this questionnaire is provided by the client. **声明：本人谨此声明已就问卷第一部份有关客户对结构性或衍生产品知识向客户作出相关的询问，并确认此问卷中的资讯均由客户亲自提供。**	
Confirmed By 确认途径: ❑ Face-to-Face 面对面 ❑ Telephone 电话 Recorded Line No. 电话录音号码: Date 日期: Time 时间:	Signature of Licensed Representative 持牌代表签署: Name of Licensed Representative 持牌代表名称: CE No. 中央编号: Date 日期:

<u>Mismatch Noted by Responsible Officer</u>

____

Print Name:
Date:

For Official Use Only		
S.V.	Inputted By	Approved By