Investment Risk Profiling Questionnaire – For Corporate Account
投資風險評估 - 公司賬戶適用

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.
本問卷用以協助中國銀河國際證券(香港)有限公司及中國銀河國際期貨(香港)有限公司（統稱「銀河國際」/ 「我們」）評估貴公司的投資風險取向，並收集有關貴公司的風險態度、財政狀況、投資知識、投資經驗及投資目標的資料。

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.
有關貴公司的財務或投資資料的問題，例如可投資資產、某一產品的總投資金額或投資經驗等，貴公司在銀河國際之內及銀河國際以外的 所有 資產及交易均應計算在內。

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.
本問卷的結果乃根據貴公司提供給我們的資料得出。請貴公司務必提供有效、真實、完整、準確及最新的資料。未能提供該等資料將會對本行的合適性評估產生重大影響。

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.
視乎公司類別、投資程序及管理架構，本問卷必須由負責為公司作出投資決定的個人填寫。

Please choose the most appropriate answer.
請選擇最適合的一項答案。

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.
此投資風險評估目的在於提供基本資料，以便貴公司與我司的職員進行討論，從而了解哪種投資產品適合貴公司。本問卷及其結果並不構成任何投資產品或服務的要約、招攬或建議，且不應被當作為一項投資建議。此評估未能覆蓋所有貴公司在投資時應考慮的因素。貴公司作出任何投資決定前，應全面了解有關產品的風險和回報，及評核有關產品風險是否符合您的投資目標。

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.
中國銀河國際金融控股有限公司及其附屬公司可就此風險評估測試所收集的資料根據個人資料（私隱）條例所訂的政策指引用於推廣或其他用途。

Account Number 賬戶號碼 : ____________________

Account Name 賬戶名稱 : ____________________

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Note 注意: **Please complete in Block Letters and tick where applicable. 請用正楷填寫，並在適當地方加上「✓」號。**

Part 1 : Customer Investment Knowledge and Experience
第一部份: 客戶投資知識及經驗

(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)
這部分旨在讓我們了解及評估客戶對非複雜性投資產品的投資經驗 (最高得分: 40)

Please tick the appropriate boxes below to indicate your company's investment experience (in number of years)
請列出貴公司於下列每一項投資產品的投資經驗（以年為單位）

Investment experience 投資經驗 / Products 投資產品	Nil 無經驗 **(Score: 0)**	Basic Experience 基礎經驗 1-3 Years 1-3 年 **(Score: 2)**	Intermediate Experience 中度經驗 3-10 Years 3 - 10 年 **(Score: 5)**	Advanced Experience 豐富經驗 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：中國內地上市股票、美國上市股票)	❑	❑	❑	❑
Mutual Funds/ Unit Trusts (Non-derivative funds) 互惠基金 / 單位信託 (非衍生產品基金)	❑	❑	❑	❑
Non-complex bonds (including callable bonds) 非複雜債券(包括可贖回債券)	❑	❑	❑	❑
Non-leveraged ETFs / Non-derivative ETFs / SFC-authorized REITs traded on the SEHK 非槓桿交易所買賣基金 / 非衍生產品交易所買賣基金 / 於聯交所買賣的證監會認可房地產投資信託基金	❑	❑	❑	❑
Score 得分: Please add the score from the above items 請把以上每個項目所獲得之分數加總				

(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)
這部分旨在讓我們了解及評估客戶對複雜及/或衍生產品的投資經驗 (最高得分: 60)

Please tick the appropriate boxes below to indicate your company's investment experience (in number of years)
請列出貴公司於下列每一項投資產品的投資經驗（以年為單位）

Investment experience 投資經驗 / Products 投資產品	Nil 無經驗 **(Score: 0)**	Basic Experience 基礎經驗 1-3 Years 1-3 年 **(Score: 6)**	Intermediate Experience 中度經驗 3-10 Years 3 - 10 年 **(Score: 9)**	Advanced Experience 豐富經驗 More than 10 years 10 年以上 **(Score: 12)**
Warrants/Callable Bull/Bear Contracts/Stock Options/Index Options 認股證/牛熊證/股票期權/指數期權	❑	❑	❑	❑
Leveraged Products (e,g, Futures Contracts/Leveraged Forex/Shares Margin) 槓桿性產品 (如期貨/股票孖展/外匯孖展)	❑	❑	❑	❑
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 複雜債券 (如永續債券或後償性質的債券/具有浮息或延遲派付利息條款債券/可延遲到期日債券/可換股或可交換債券/具有或然撇減或彌補虧損特點的債券/具備非單一信貸支持提供者及結構債券）	❑	❑	❑	❑
Structured Products (e,g, Equity Linked Notes, Accumulator, Decumulator or Non-exchange-traded structured investment products) 結構性產品 (如股票掛鈎票據、累積認購期權合約、累積認沽期權合約或非交易所買賣的結構性投資產品）	❑	❑	❑	❑
Hedge Funds/ Derivative funds/ Structured Funds 對沖基金,/結構性基金/衍生產品基金）	❑	❑	❑	❑
Score 得分: Please add the score from the above items 請把以上每個項目所獲得之分數加總				

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(C) Knowledge of Structured or Derivative Products 結構性或衍生產品知識

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)貴公司或其負責作出投資決定的職員對結構性或衍生產品有沒有認識? (如客戶對衍生產品沒有認識，客戶將**不能**交易衍生產品)

   ❑ Yes 有 (Please continue to answer the following Question No.2 請繼續回答下列的第 2 條問題)
   ❑ None 沒有

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)**:-
   貴公司或其負責作出投資決定的職員從以下途徑認識結構性或衍生產品 **(請提供相關證明)**:-

   ❑ 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).
   貴公司負責作出投資決定的職員曾接受結構性或衍生產品的培訓或修讀相關課程 (請提供培訓或修讀課程的名稱及日期)。

   培訓或修讀課程的**名稱 Name** of the courses / seminars:______________________________________

   培訓或修讀以上課程的**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.
   現時貴公司的業務性質與結構性或衍生產品有關，並有特設職能負責為其作出投資決定。

   ❑ 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).
   貴公司負責作出投資決定的職員擁有結構性或衍生產品的交易經驗或工作經驗 (請提供公司名稱、行業/業務性質、職位及在職/營業年期)。

   Company Name 公司名稱: ____

   Industry/Business Nature 行業/業務性質: _______________________________________

   Position 職位: ____

   Year(s) of Employment / Business 在職年期/營業年期: ___________________________年

   ❑ Your company's total number of transactions in structured or derivative products executed within the past three years,
   貴公司於過去三年內所進行有關結構性或衍生產品的交易次數

   ❑ 5 – 10 times 次 ❑ over 10 times 超過 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".
若於上述 (C)1 回答「是」，請提供在 (C)2 勾選的証明檔。
若客戶欲投資於衍生工具之相關產品，但未能提供証明檔或於上述 (C)1 回答「否」，請仔細閱讀及完成附件「衍生產品基本常識」及「衍生產品問卷」。

Assessment Result 評估結果	
Based on the assessment above, the total score of your company's investment experience is 根據上述評估，貴公司的投資經驗的總得分為 Part (A) + Part (B) A 部分 + B 部分	

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Part 2: : Risk Tolerance Level
第二部份: 風險承受能力

This part is designed to enable us to assess your overall risk tolerance level. (Total score: 100)
這部分旨在讓我們評估客戶的整體風險承受能力 (總分: 100)

1. Does your company have any qualified professionals to make investment / hedging decisions?
貴公司是否擁有合資格的專業人員負責投資／對沖決策？
- ❑ Yes, we have an independent division / team within our company to make investment / hedging decision. 是，公司內部擁有一個獨立部門／團隊，負責投資／對沖決策 (10)
- ❑ Yes, we have senior management with relevant professional qualifications to make investment / hedging decisions. 是，我們的高級管理層具備專業資格，可負責投資／對沖決策 (7)
- ❑ No, but we have adequate knowledge in financial investment. 否，但我們對金融投資有足夠的認識 (4)
- ❑ No, we have little knowledge in financial investment. 否，我們對金融投資認識不多 (1)

2. What is the current investment objective of your company?
貴公司現時的投資目標是?
- ❑ Capital preservation and regular income. 資本保障及經常性收入 (2)
- ❑ Moderate capital appreciation and regular income. 適度資本增值及經常性收入 (4)
- ❑ Moderate capital appreciation and high regular income. 適度資本增值及高經常性收入 (6)
- ❑ Aggressive capital appreciation and high regular income. 進取的資本增值及高經常性收入 (8)
- ❑ Very aggressive capital growth. 非常進取的資本增值 (10)

3. How long is the expected investment horizon of your company?
貴公司預期的投資年期為多少?
- ❑ Less than 1 year. 少於 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. 超過 10 年 (10)

4. What is the average percentage of liquid asset that your company will set aside for investment purposes?
貴公司計劃預留多少百分比的淨流動資產用作投資用途?
- ❑ Less than 5%. 少於 5% (2)
- ❑ 5% to less than 10%. 5%至少於 10% (4)
- ❑ 10% to less than 20%. 10%至少於 20% (6)
- ❑ 20% to less than 30%. 20%至少於 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?
以平均每月營運開支計算，貴公司預留以應付不時之需的金額為多少?
- ❑ 0 - 3 months of monthly operational expense. 0 - 3 個月的營運開支 (2)
- ❑ 3 - 6 months of monthly operational expense. 3 - 6 個月的營運開支 (4)
- ❑ 6 - 9 months of monthly operational expense. 6 - 9 個月的營運開支 (6)
- ❑ 9 - 12 months of monthly operational expense. 9 - 12 個月的營運開支 (8)
- ❑ Over 12 months operational expenses 超過 12 個月的營運開支 (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.) 貴公司預期在未來五年的純利走勢是以下哪一項? (如果屬於非牟利機構，請以淨現金流量代替純利走勢) ❑ Very unstable with possibility of losses for the next two years or beyond. 非常不穩定，預計在未來兩年或以後有很大機會虧本 ❑ Unstable with some possibility of losses for the next five years. 不穩定，預計在未來五年有機會虧本 ❑ Somewhat stable with very low possibility of losses for the next five years. 尚算穩定，預計在未來五年虧本機會不大 ❑ Stable and in line with economic growth. 穩定並與經濟增長看齊 ❑ Stable and outpacing economic growth. 穩定並領先經濟增長	 (2) (4) (6) (8) (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，風險愈高的投資，其潛在波動愈大，但潛在回報亦愈高。在一般情況下，貴公司可以接受年度波動程度多大的投資產品? ❑ Fluctuates between -5% and +5%. 於-5% 至 +5%之間的波動 ❑ Fluctuates between -10% and +10%. 於-10% 至 +10%之間的波動 ❑ Fluctuates between -20% and +20%. 於-20% 至 +20%之間的波動 ❑ Fluctuates between -30% and +30%. 於-30% 至 +30%之間的波動 ❑ Fluctuates between -40% below and +40% more. 於 -40%以下 至 +40%以上之間的波動	 (2) (4) (6) (8) (10)
8.	How would your company react if your portfolio fell significantly (e.g. more than 20%) within one month? 如果貴公司的投資組合在一個月內大幅跌（例如: 超過 20%），您會有何反應? ❑ Do not know how to react. 不懂得如何應變 ❑ Cut loss without any strategic consideration. 非策略性地進行止損 ❑ Would wait to see if investment improves and may cut loss rationally. 觀望該投資是否會有改善，可能會理性地進行止損 ❑ Understand market fluctuations are unavoidable and will not alter the determined investments strategy. 了解市場波動是難免的，會繼續進行已定下的投資策略 ❑ Undergo in-depth analysis, reallocation your investment portfolio. 進行仔細分析，重整投資組合	 (2) (4) (6) (8) (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. 就貴公司對投資產品的投資經驗，請按以下**公式**計算得分。分數向下取至最接近整數，最高分數為 20 分。 **The total score of your company's investment experience in Part 1 x 20%** **貴公司在第一部分的投資經驗的總得分 x 20%**	 ( )

Total Score 總分: ____________________

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Risk Profile Analysis 風險接受程度

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 投資者類型	
Low Risk (1) **低風險 (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. 貴公司可投資於價格固定或很少變動、可在很短的通知期內出售的投資產品。此類投資者旨在保障投資價值，以對抗通脹，所以會考慮存款以外的低風險投資選擇，在投資期內以取得穩定的回報。
Low to Medium Risk (2) **低至中度風險 (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. 貴公司可投資於只會出現有限度價格不利變動的產品。此類投資者首要是追求經常性收入，資本增值的投資是其次的考慮。
Medium Risk (3) **中度風險 (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. 貴公司可投資於有適度價格不利變動的投資產品。此類投資者旨在追求經常性收入，及資本增值的投資。
Medium to High Risk (4) **中度至高風險 (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. 貴公司可投資於涉及大幅度價格不利變動，有機會損失大部分或全部投資的產品。此類投資者旨在追求資本增值，而非提供經常性收入的投資。
High Risk (5) **高風險 (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. 貴公司可投資於涉及大幅度價格不利變動，有重大風險會損失全部投資的產品。此類投資者旨在追求有大幅度資本增值的投資。

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

根據以上的得分，貴公司的風險接受程度是：_______________

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):

倘貴公司不同意所得的投資風險評估結果，請指出貴公司認為更準確的投資態度，並詳述原因：

❑ Low Risk (1)	❑ Low to Medium Risk (2)	❑ Medium Risk (3)	❑ Medium to High Risk (4)	❑ High Risk (5)
低風險 (1)	低至中度風險 (2)	中度風險 (3)	中度至高風險 (4)	高風險 (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.

本公司謹保證上述填報的資料全部正確無訛，及本公司確認同意本投資風險評估中本公司所屬的投資類型。本公司確認及承諾如所提供之資料有任何更改，均會立刻通知銀河國際。

Signature / 客戶簽署: ______________________ Date / 日期: ______________________

Name / 客戶姓名: ______________________ Account No./ 賬戶編號: ______________________

*Please use signature(s) on file with us.
請用留存本行記錄的簽署式樣

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. **聲明: 本人謹此聲明已就問卷第一部份有關客戶對結構性或衍生產品知識向客戶作出相關的詢問，並確認此問卷中的資訊均由客戶親自提供。**	
Confirmed By 確認途徑: ❑ Face-to-Face 面對面 ❑ Telephone 電話 Recorded Line No. 電話錄音號碼: Date 日期: Time 時間:	Signature of Licensed Representative 持牌代表簽署: ______________________ Name of Licensed Representative 持牌代表名稱: CE No. 中央編號: Date 日期:

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

____
Print Name:
Date:

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S.V.	Inputted By	Approved By