



**Goldhorse Securities Limited**

**金馬證券有限公司**

Participants of The Stock Exchange of Hong Kong Limited

香港聯合交易所有限公司參與者

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## **Client Investment Risk Profiling Questionnaire (Corporate Account)**

### **客戶投資風險取向問卷 (公司帳戶)**

Account Name

帳戶名稱 :

Account Number

帳戶號碼 :

This Client Investment Risk Profiling Questionnaire (Corporate Account) ("Questionnaire") aims at assessing the Client's general risk tolerance and investment aptitude in order to assist the Client in making investment decisions and assist Goldhorse Securities Limited ("GHSL") in understanding the Client's investment objectives and needs.

本客戶投資風險取向問卷 (公司帳戶) (「問卷」)的主要目的是為幫助評估客戶的一般承受風險能力及投資取向，以協助客戶作出投資決定及協助金馬證券有限公司 (「金馬證券」) 了解客戶的投資目標及需要。

#### **NOTES TO CLIENTS 客戶須知 :**

1. This Questionnaire should be completed and signed by the Authorized Person of the Client who ultimately makes investment decisions in the corporate account.  
本問卷應由客戶獲授權簽署人士填妥及簽署，此人是在公司帳戶中作出最終投資決定。
2. Please note that if the Client does not provide a complete and accurate disclosure of the Client's existing financial situation, investment experience and/or investment objectives in this Questionnaire, GHSL would not be able to assess the Client's suitability for the financial products or services.  
請注意，若客戶在本問卷中未能就客戶現時的財政狀況、投資經驗及/或投資目標提供完整及準確的披露，金馬證券將不能夠評估客戶對金融產品或服務的合適性。
3. GHSL recommends the Client to review the Client's financial situation, investment experience and/or investment objectives on a regular basis or whenever the Client's financial situation and/or personal circumstance is changed. Please feel free to contact GHSL if the Client wishes to review or update the information set out in this Questionnaire.  
金馬證券建議客戶定期或在客戶的財政狀況及/或個人情況出現變更時，審視客戶的財務狀況、投資經驗及/或投資目標。如客戶欲審視或更新本問卷內的資料，請隨時聯絡金馬證券。
4. The Client is **strongly recommended** to seek independent professional advice prior to completing this Questionnaire.  
在填寫本問卷前，金馬證券**強烈建議**客戶尋求獨立專業意見。

#### **DISCLAIMERS 免責聲明 :**

1. This Questionnaire and its results should be used only as a reference in making the Client's own investment decisions, and should not be regarded as any offer to buy, sell and/or solicit any financial products and services and should not be considered as any investment advice. The results of this Questionnaire are derived from the information provided to GHSL by you. GHSL accepts no responsibility or liability as to the accuracy or completeness of such information and the results of this Questionnaire.  
本問卷及其結果僅應作為客戶作出投資決定的參考，不應被視為購買、出售及/或招攬任何金融產品及服務的要約，也不應被視為任何投資建議。本問卷的結果來自客戶提供給金馬證券的資料。金馬證券對該類信息及問卷結果的準確性或完整性不承擔任何責任或義務。
2. The Client's preference and investment decision may be different from the results of this Questionnaire. Before making any investment decision, the Client should fully understand the risks and returns of the relevant financial product, determine that the investment is consistent with the Client's financial situation, investment knowledge and experience and investment objectives and that the Client is able to accept all risks.  
客戶的偏好和投資決定可能與本問卷的結果有所不同。在作出任何投資決定前，客戶應充分了解相關金融產品的風險和收益，確定該投資與客戶的財務狀況、投資知識和經驗以及投資目標相一致，並能夠接受所有風險。
3. Information collected in this Questionnaire shall be kept confidential by GHSL. The Client acknowledges that the Client has carefully read the Personal Information Collection Statement contained in the Client Agreement of GHSL and fully agreed to such relevant terms and conditions and that GHSL can use the Client's personal data in accordance with such relevant terms and conditions  
本問卷收集的資料將由金馬證券予以保密。客戶承認已細閱金馬證券的客戶協議書所載的個人資料收集聲明，並完全同意相關條款及細則及金馬證券可根據相關條款及細則使用客戶的個人資料。

## PART 1 – QUALITATIVE ASSESSMENT

### 第一部分 – 定性評估

1.1 Does the Client have specialized functions responsible for making investment decisions?  
客戶是否設有一個專屬職能以作出投資決定？

No. The Client is a corporation which the investment decisions rest with shareholders and/or directors who have extensive investment experience.  
沒有。客戶是一間公司，投資決定是由擁有大量投資經驗的股東及/或董事作出的。

Yes. The Client has a specialized function and governance practice that is responsible for making investment decisions.  
有。客戶設有一個專屬職能及管理架構負責作出投資決定。

1.2 What is the approximate amount of the Client's Net Asset Value (i.e. total assets – total liabilities)?  
客戶的資產淨值約是多少（即，總資產 – 總負債）？  
HK\$ 港幣 \_\_\_\_\_

## PART 2 – QUANTITATIVE ASSESSMENT

### 第二部分 – 定量評估

SCORE  
分數

2.1 How many month(s) can the Client's current working capital (i.e. current assets – current liabilities) meet the Client's operating expenses?  
客戶的流動營運資本（即流動資產 – 流動負債）大約可應付客戶多少個月的營運開支？

≤ 3  
 4 – 6  
 7 – 9  
 10 – 12  
 > 12

2.2 How many year(s) of experience does the Client have in relation to the investment product(s) with price fluctuation (including “buy and hold” and active trading)?  
客戶有多少年投資於價值波動投資產品的經驗（包括長期持有及頻繁交易）？  
(Note: Investment product(s) with price fluctuation may include stocks, unit trusts, foreign currencies, commodities, structured products, warrants, options, futures, investment-linked insurance plans, etc.)  
(註：價值會波動投資產品可包括股票、單位信託基金、外幣、商品、結構性產品、認股權證、期權、期貨、投資相連保單等。)

No experience 沒有經驗  
 < 1  
 1 – 3  
 > 3

2.3 In the past one year, which of the following investment product(s) did the Client hold or purchase? (The Client can select more than one option)  
在過去一年內，客戶曾持有或購買以下哪些投資產品？（客戶可選擇多於一項）

Cash, deposit, certificate of deposit, capital protected products, bonds or bond funds  
現金、存款、存款證、保本產品、債券或債券基金  
1

Developed markets equity funds or stocks (e.g. Europe, US, Japan, Hong Kong, etc) or developing market/emerging market equity funds or stocks (e.g. China, Eastern Europe, etc)  
已發展市場股票基金或股票（例如：歐洲、美國、日本、香港等）或發展中市場/新興市場股票基金或股票（例如：中國、東歐等）  
3

Hedge fund, foreign exchange (margin account), or derivative products (e.g. options, futures, warrants, callable bull/bear contracts, swap contracts or structured products (e.g. currency-linked, equity-linked and credit-linked instruments, etc.))  
對沖基金、外匯（保證金帳戶）、或衍生工具（例如：期權、期貨、認股權證、牛熊證、掉期合約或結構性產品（例如：外幣掛鉤、股票掛鉤、信用掛鉤工具等））  
5

2.4 During the past one year, how many transactions of derivative products did the Client execute?  
在過去一年，客戶曾執行過多少次衍生產品交易？

0  
 1 – 5  
 6 – 10  
 > 10

2.5 In an ideal case, what percentage of the Client's assets would the Client invest in the investment product(s) that contain market risk (i.e. the risk of losses on investment product(s) caused by adverse price movement)?  
在理想情況下，客戶會將客戶多少百分比的資產投資於包含市場風險（即，投資產品因不利的價格變動而遭受損失的風險）的投資產品？

≤ 10%  
 11% – 30%  
 31% – 50%  
 51% – 70%  
 > 70%

PART 2 – QUANTITATIVE ASSESSMENT 第二部分 – 定量評估		SCORE 分數
2.6	Which of the following statement would best describe the Client's attitude towards investment risk? 以下哪句最能描述客戶對投資風險的態度？	
	<input type="checkbox"/> The Client is very concerned about price volatility and prefer to have a low return in order to avoid all the risk. 客戶非常關注價格波幅，寧願接受低回報來避免所有風險。	1
	<input type="checkbox"/> The Client is concerned about price volatility and prefer to have less return in order to avoid most of the risk. 客戶關注價格波幅，寧願以較少的回報來避免大部份風險。	2
	<input type="checkbox"/> The Client is willing to accept price volatility with a reasonable return. 客戶願意接受價格波幅以換取合理的回報。	3
	<input type="checkbox"/> The Client is willing to accept higher price volatility as long as the return is attractive. 客戶在回報吸引的情況下願意接受較高的價格波幅。	4
	<input type="checkbox"/> The Client is willing to tolerate very high price volatility in order to maximize return. 客戶願意承受極高的價格波幅以追求最大的回報。	5
2.7	For all the Client's current investments, what percentage of the Client's assets are low-risk investments (such as saving deposits, time deposits, cash value of insurance product(s), bonds, etc., excluding self-owned property(ies))? 對於客戶現時所有投資，低風險投資（例如：儲蓄存款、定期存款、保險產品的現金價值、債券等，自置物業除外）佔客戶資產中的百分比是多少？	
	<input type="checkbox"/> > 70%	1
	<input type="checkbox"/> 51% – 70%	2
	<input type="checkbox"/> 31% – 50%	3
	<input type="checkbox"/> 11% – 30%	4
	<input type="checkbox"/> ≤ 10%	5
2.8	How volatile investment products is the Client willing to invest in? 客戶願意投資於波幅程度多大的投資產品？	
	<input type="checkbox"/> 0%	0
	<input type="checkbox"/> -15% – +15%	1
	<input type="checkbox"/> -30% – +30%	3
	<input type="checkbox"/> Larger than 大於 ± 30%	5
2.9	What degree of losses is the Client willing to take for the Client's investment portfolio? 客戶願意為其投資組合承擔多大程度的損失？	
	<input type="checkbox"/> ≤ 10%	1
	<input type="checkbox"/> 11% – 30%	2
	<input type="checkbox"/> 31% – 50%	3
	<input type="checkbox"/> 51% – 70%	4
	<input type="checkbox"/> > 70%	5
2.10	Assuming that the yearly return of the Client's investments over the past 5 years would be 8% to 10%, if the Client's investments have a loss of around 30% this year, and the picture in the global economy remains uncertain, what would the Client do? 假設客戶於過去 5 年投資的回報為每年 8% 至 10%，惟客戶的投資於今年損失了近 30%，而後市又不明朗，客戶會怎樣做？	
	<input type="checkbox"/> Sell all investments now. 即時賣出全部投資。	1
	<input type="checkbox"/> Sell more than 50% of the investments, but not all now. 即時賣出多於 50% 投資，但不是全部。	2
	<input type="checkbox"/> Sell not more than 50% of the investments now. 即時賣出不多於 50% 投資。	3
	<input type="checkbox"/> Take no immediate action. Keep unchanged. 不作任何即時行動，維持不變。	4
	<input type="checkbox"/> Take the profit now but might be buying investments then in the down market. 會即時套現獲利，並可能會於逆市時再買入投資。	5
2.11	It is generally true that the longer the investment horizon, the higher the risk an investor can tolerate. What time horizon would the Client generally be comfortable with when investing in products the value of which can fluctuate? 在一般情況下，投資的年期越長，可承受的風險越高。當投資於價值波動之投資產品時，客戶會願意接受下列哪項投資年期？	
	<input type="checkbox"/> ≤ 1 year 年	1
	<input type="checkbox"/> 2 – 4 years 年	2
	<input type="checkbox"/> 5 – 7 years 年	3
	<input type="checkbox"/> 8 – 10 years 年	4
	<input type="checkbox"/> > 10 years 年	5
2.12	Assuming that the Client needs to liquidate a significant portion of the Client's investments immediately for a special situation (e.g. purchase of real estates, substantial expenses, litigation liabilities, etc.) in the next year, what would you do? 假如客戶在來年遇到特殊情況（例如：購買物業、重大開支、訴訟負債等），需要由客戶的投資中即時套現投資項目來應付，客戶會怎樣做？	
	<input type="checkbox"/> Liquidate all investments. 將全部投資項目套現。	1
	<input type="checkbox"/> Liquidate more than 50% of the investments but not all. 套現超過 50% 投資項目，但不是全部。	2
	<input type="checkbox"/> Liquidate 30% – 50% of the investments. 將 30% – 50% 投資項目套現。	3
	<input type="checkbox"/> Liquidate not more than 30% of the investments. 將不多於 30% 投資項目套現。	4
	<input type="checkbox"/> Take no action. 不作任何行動。	5
Total Score		總分

**PART 3 – CLIENT INVESTMENT RISK PROFILE SUMMARY (To be completed by staff of GHSL)**

**第三部分 – 客戶投資風險取向總結 (由金馬證券職員填寫)**

The Client's Investment Risk Profile is:

客戶的投資風險取向為：

Investment Risk Profile 投資風險取向	Score 分數	Risk Profile Analysis 風險取向分析
<input type="checkbox"/> Conservative 保守型	≤ 12	<p>The Client can only tolerate little price and value fluctuations (i.e. investment risk) for the Client's investment. The Client also realizes that the Client's investment choices may not earn return high enough to match inflation rates in the long run. Nevertheless, the Client prefers investment products with no or very little price fluctuations.</p> <p>客戶可承受少量價格及市值波動（即投資風險）。儘管客戶亦明白客戶的投資選擇所帶來的回報長遠未必能高於通脹率，客戶仍選擇沒有價格波動或波動較低之投資產品。</p>
<input type="checkbox"/> Moderately Conservative 中度保守型	13 – 24	<p>The Client can tolerate some price and value fluctuations in order to achieve higher return. However, the Client does not prefer investment products with wide range of price fluctuations. Moreover, the Client does not prefer to have a large percentage of risky assets in the Client's portfolios. The Client expects to have investment returns that keep up with inflation in the long run.</p> <p>客戶可承受一些價格及市值波動以換取較高回報，但客戶並不接受價格波動程度較大的投資產品。此外，客戶並不希望客戶的投資組合持有大比重的具風險資產。客戶期望投資回報長遠能趕上通脹。</p>
<input type="checkbox"/> Balanced 平衡型	25 – 36	<p>The Client can tolerate a wide range of price and value fluctuations. The Client is also willing to have risky assets in the Client's portfolio. By accepting investment products with medium level of investment risk, the Client hopes to achieve a higher investment return that can beat inflation by a meaningful margin in the long run.</p> <p>客戶可承受較大的價格及市值波動程度。客戶願意投資組合內持有具風險之資產。客戶接受中度投資風險的投資產品，從而希望長遠能獲取明顯高於通脹的回報。</p>
<input type="checkbox"/> Moderately Aggressive 中度進取型	37 – 48	<p>The Client can tolerate a relatively high level of investment risk and is willing to accept a high price and value fluctuations in order to increase the Client's return. The Client accepts that such a risk is necessary to earn higher return in the long run.</p> <p>客戶可承受較高的投資風險及願意接受高的價格及市值波動來增加回報。客戶接受必需以較高風險換取長遠較高回報。</p>
<input type="checkbox"/> Aggressive 進取型	49 – 60	<p>The Client can tolerate high level of investment risk and is willing to accept a very high price and value fluctuations in order to maximize the Client's return. The Client accepts that such a high risk is necessary to maximize return in the long run.</p> <p>客戶可承受高度投資風險及願意接受很高的價格及市值波動來換取最高的回報。客戶接受必需以高風險換取長遠最高的回報。</p>

## PART 4 – CLIENT DECLARATION

### 第四部分 - 客戶聲明

The Client hereby declares that after signing in the signature column herein below by the Client, indicated that the Client: 客戶謹此聲明，當客戶於下列簽署欄內簽署後，即表示客戶：

- (a) confirms that contents of this Questionnaire, the investment risk profile and the risk profile analysis have been explained to the Client in a language of the Client's choice (English or Chinese); 確認本問卷的內容、投資風險狀況及風險狀況分析均按客戶所選擇的語言（英文或中文）向客戶作出解釋；
- (b) confirms that the Client has been invited to read questions in this Questionnaire as well as the disclaimers carefully, to ask questions and to take independent advice (if the Client wishes); 確認客戶應邀仔細閱讀本問卷內的問題及免責聲明，並提出問題和徵求獨立意見（如客戶有此意願）；
- (c) affirms that all the answers to this Questionnaire reflect the Client's current financial situation, investment knowledge and experience as well as investment objectives, and they are up-to-date, complete and accurate to the best of the Client's knowledge. The Client undertakes to inform GHSL about any changes in the above-mentioned information; 確認本問卷答案反映了客戶現時的財務狀況、投資知識和經驗及投資目標，而本問卷答案就客戶所知屬最新、完整和準確。如上述資料有任何改變，客戶承諾通知金馬證券有關改變；
- (d) understands that by filling in this Questionnaire incorrectly, GHSL will not be able to assess the suitability of the requested service to the Client. The Client hereby confirms that the Client fully understands and agrees the results of this investment risk profile; 明白如不正確地填寫本問卷，金馬證券將不能夠評估所需服務對客戶的適合性。客戶在此確認客戶完全明白及同意此投資風險狀況的結果；
- (e) acknowledges that this Questionnaire and its results only serve as a reference in making the Client's own investment decisions and should not be regarded as any offer to buy, sell and/or solicit any financial products and services and should not be considered as investment advice; 確認本問卷及其結果僅應作為客戶作出投資決定的參考，不應被視為購買、出售及/或招攬任何金融產品及服務的要約，也不應被視為任何投資建議；
- (f) acknowledges that the results of this Questionnaire are derived from the information provided to GHSL by the Client, and GHSL accepts no responsibility or liability as to the accuracy or completeness of such information and the results of this Questionnaire; 確認本問卷的分析結果乃根據客戶向金馬證券提供的資料所得，而金馬證券不會為該等資料的準確性或完整性及問卷結果負上任何責任；
- (g) acknowledges that before making any investment decision, the Client should fully understand the risks and returns of the relevant financial product, determine that the investment is consistent with the Client's financial situation, investment knowledge and experience and investment objectives and that the Client is able to accept all risks; 在作出任何投資決定前，客戶應充分了解相關金融產品的風險和收益，確定該投資與客戶的財務狀況、投資知識和經驗以及投資目標相一致，並能夠接受所有風險；
- (h) understands that if there is any discrepancy between the English and Chinese versions of this Questionnaire, the English version shall prevail. 明白本問卷之中英文版本如有任何歧義，將以英文版本為準。

S.V.

Client Signature 客戶簽署

Date 日期

Name of Authorized Person 獲授權人士姓名

## PART 5 – GHSL LICENSED REPRESENTATIVE DECLARATION

### 第五部分 - 金馬證券持牌代表聲明

I, the undersigned, as a licensed representative of GHSL, hereby declares that in the language of the Client's choice (English or Chinese), I have 本人，即下方簽署人，為金馬證券持牌代表，謹此聲明本人已按照客戶所選擇的語言（英文或中文）

- (a) invited and reminded the Client to read the "Notes to Clients" and "Disclaimers" indicated in Page 1 of this Questionnaire; 邀請及提示客戶閱讀本問卷第一頁所列載之「客戶須知」及「免責聲明」；
- (b) explained all the contents of this Questionnaire to the Client; and 向客戶解釋本問卷的所有內容；及
- (c) invited the Client to ask questions and take independent professional advice if the Client wishes. 邀請客戶按其意願提出問題及徵求獨立專業的意見。

Signature 簽署

Date 日期

Name of GHSL Licensed Representative  
金馬證券持牌代表姓名

SFC C.E. Number  
證監會中央編號

Mode of Declaration 聲明方式

E-mail 電郵  
 Telephone 電話  
 Online Application 線上開戶

Time and/or Extension  
時間及/或內線

  
(if applicable 如適用)

For Internal Use Only 只供內部使用

Handled by COB Department:	Name:	Signature:	Date:
Reviewed by COB Department:	Name:	Signature:	Date:
Approved by Responsible Officer:	Name:	Signature:	Date:
Input by COB Department:	Name:	Signature:	Date:
Checked by COB Department:	Name:	Signature:	Date: