國投證券有限公司
GRANSING SECURITIES CO., LIMITED

客戶風險承受能力問卷 Client Risk Tolerance Level Questionnaire

Name of the Client(s) : 客戶名稱 ：	
Account No. : 戶口號碼 ：	
Name of the Account Executive : 客戶經理姓名 ：	

1. **This Questionnaire is designed to base on your financial situation to help us understand your investment objective, investment horizon, level of knowledge and experience with investment products, and risk tolerance level, based on which we can conduct suitability assessment before you invest.** 本問卷旨在根據閣下當前的財務狀況幫助我們了解閣下的投資目標、投資期望、投資產品知識和經驗以及風險承受能力，以便我們在閣下投資前可以進行適合性評估。

2. **You acknowledge that the information provided in this Questionnaire is complete, accurate and up-to-date. It is your responsibility to notify us in a timely manner of change in your circumstances that may affect your suitability assessment.** 閣下確認於此問卷中提供的信息是完整，準確和最新的。如果閣下的情況有任何轉變，閣下有責任盡快通知我們，以免有可能影響我們對閣下的適合性評估。

3. **For Joint account, please complete a Questionnaire for each client.** 如屬聯名帳戶，每位客戶須填寫一份客戶分析問卷。

Section I: Risk Tolerance Assessment (Total score: 50) 第一部分: 風險承受能力評估 (總分: 50)

This part is designed to enable us to assess your overall risk tolerance level. 本部分旨在讓我們評估閣下的整體風險承受能力。

1. What is your primary investment objective? 閣下的主要投資目標是？	Score分數
☐ Capital preservation 資金保本	☐ 1
☐ Regular and stable income 定期及固定收入	☐ 2
☐ Moderate capital appreciation 適度資本增值	☐ 3
☐ Moderate to high capital appreciation 適度至高資本增值	☐ 4
☐ Maximum capital appreciation 最大的資本增值	☐ 5
2. What percentage of your overall income is available for investment? 閣下打算可用作投資的金額， 佔總收入多少個百分比？	Score分數
☐ Less than 5% 少於5%	☐ 1
☐ less than 10% 少於10%	☐ 2
☐ less than 20% 少於20%	☐ 3
☐ less than 30% 少於30%	☐ 4
☐ 30% or above 30%或以上	☐ 5
3. It is generally true that the longer the investment horizon, the higher the risk you can tolerate. What is the expected investment horizon of your entire investment portfolio? 在一般情況下，投資的年期越長，可承受的風險越高。閣下願意進行投資活動的整體投資年期為多久？	Score分數
☐ Less than 1 year 少於1年	☐ 1
☐ 1 year to 3 years 1年至3年	☐ 2
☐ 3 years to 6 years 3年至6年	☐ 3
☐ 6 years to 10 years 6年至10年	☐ 4
☐ Over 10 years 10年以上	☐ 5
4. What level of annualized price fluctuation would you generally be comfortable with? 閣下可以接受年度價格波幅是多少？	Score分數
☐ Between -5% and +5% 介乎於 -5%至+5%	☐ 1
☐ Between -10% and +10% 介乎於 -10%至+10%	☐ 2
☐ Between -15% and +15% 介乎於 -15%至+15%	☐ 3
☐ Between -20% and +20% 介乎於 -20%至+20%	☐ 4
☐ More than 20% 多於 20%	☐ 5
5. Which of the following statement could best describe your attitude towards investment risk? 以下哪一句最能反映閣下對風險的態度？	Score分數
☐ Do not take any risks 不會承受任何風險	☐ 1
☐ Accept the low risks and Avoid the risks 願意承受較低風險並嘗試迴避風險	☐ 2
☐ Strike a balance between risks and returns 平衡風險與回報	☐ 3
☐ Accept the high risk as aim for more returns 願意承受較高風險，以爭取更高回報	☐ 4
☐ Do not consider risk as aim for maximize returns 不會考慮風險，以務求得到最高回報	☐ 5

6. What is your Current Net Asset Value? (Net Asset Value = Asset – Liability) **閣下現時的資產淨值是多少? (資產淨值 = 資產 – 負債)**		Score分數
☐ Less than HKD 500,000	少於港幣500,000元	☐ 1
☐ HKD 500,001 to 1,000,000	港幣500,001至1,000,000元	☐ 2
☐ HKD 1,000,001 to 5,000,000	港幣1,000,001至5,000,000元	☐ 3
☐ HKD 5,000,001 to 8,000,000	港幣5,000,001至8,000,000元	☐ 4
☐ More than HKD 8,000,000	多於港幣8,000,000元	☐ 5
7. Your highest education level achieved is 閣下的學歷為		Score分數
☐ Primary School or below	小學或以下	☐ 1
☐ Secondary School	中學	☐ 3
☐ Post-Secondary (including diploma and associate degree)	預科／專上學院	☐ 4
☐ Bachelor Degree/University or above	大學或以上	☐ 5
8.Which age group do you belong to? 閣下的年齡屬於以下哪個組別？		Score分數
☐ Between 18 to 25	18歲至25歲	☐ 2
☐ Between 26 to 40	26歲至40歲	☐ 5
☐ Between 41 to 55	41歲至55歲	☐ 4
☐ Between 56 to 64	56歲至64歲	☐ 3
☐ 65 or above	65歲或以上	☐ 1

9A. This part is designed to enable us to understand and assess your level of investment experience with non-complex investment products. 這部分旨在讓我們了解及評估閣下對非複雜性投資產品的投資經驗。

Please tick the appropriate boxes below to indicate your investment experience (in number of years) in each type of product.

請列出閣下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		Intermediate Experience 中度經驗	Advanced Experience 豐富經驗 (Score: 5)
		Less than 1 year of experience / relevant investment course attended 少於1年經驗 / 曾參加相關投資課程 (Score: 1)	1 year to 3 years of experience 1年至3年經驗 (Score: 2)	3 years to 10 years of experience 3年至10年經驗 (Score: 3)	More than 10 years of experience 10年以上經驗 (Score: 5)
Stocks 股票	☐	☐	☐	☐	☐
# Non derivative funds traded on the SEHK 交易所買賣之非衍生工具相關基金	☐	☐	☐	☐	☐
Non-Complex bonds 非複雜債券	☐	☐	☐	☐	☐
Score 得分*： **The score is derived from the highest point which you have obtained from the above items* 得分數來自您從上述項目獲得的最高分數。					

e.g. ETFs / REITs / authorized funds (ETFs / 房託基金 / 認可基金)

9B. This part is designed to enable us to understand and assess your level of investment experience with complex and/or derivative products. 這部分旨在讓我們了解及評估閣下對複雜及/或衍生產品的投資經驗。

Please tick the appropriate boxes below to indicate your investment experience (in number of years) in each type of product.

請列出閣下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: Less than 1 year of experience / have studied the relevant knowledge course 少於1年經驗 / 曾修讀相關課程 (Score: 1)	Basic Experience 基礎經驗: 1 year to 3 years of experience 1年至3年經驗 (Score: 2)	Intermediate Experience 中度經驗: 3 years to 10 years of experience 3年至10年經驗 (Score: 3)	Advanced Experience 豐富經驗: More than 10 years of experience 10年以上經驗 (Score: 5)
Warrants 認股證	☐	☐	☐	☐	☐
Stock Options 股票期權	☐	☐	☐	☐	☐
Leveraged Forex 槓桿式外匯	☐	☐	☐	☐	☐
Futures and Options 期貨及期權	☐	☐	☐	☐	☐
Structured Notes (e.g. DCN, ELN, KO ELN, DAC, ELI) 結構性票據（如雙重貨幣票據、股票掛鉤票據、觸及取消股票掛鉤票據、每日累計可贖回票據、股票掛鉤投資工具）	☐	☐	☐	☐	☐
OTC Swap (e.g. accumulator, decumulator) 場外市場掉期（如累積認購期權合約、累積認沽期權合約）	☐	☐	☐	☐	☐
Other Derivative Products (including but not limited to: Callable Bull/Bear Contracts, Equity-Linked Instruments, Structured Funds, Exchange Traded Funds with Derivative Nature and Convertible Bonds etc.) 其他衍生產品 (包括但不限於： 牛熊證、股票掛鉤票據、結構性基金、有衍生特性的交易所買賣基金及可換股債券等	☐	☐	☐	☐	☐
Score 得分*： **The score is derived from the highest point which you have obtained from the above items.* 得分數來自您從上述項目獲得的最高分數。					

Section II: Client Risk Tolerance Level Analysis 第二部分: 客戶風險承受程度分析

Based on the assessment of Risk Tolerance Level, which is calculated based on the points your scored for each answer in Section I, we recommend a corresponding investment strategy stated in the table below.
根據閣下的風險承受能力水平，我們建議閣下採用下表所述的相應投資策略，其中風險承受能力水平是根據閣下在第一部分每項回答得分計算得出。

Client Risk Tolerance Level 客戶風險承受程度	**Total Score** 總得分	**Client Risk Profile** 客戶風險類型
Low 低	< 25	Conservative 保守型
Medium 中	25 to 34	Moderate 平穩型
Medium 中至高	35 to 45	Growth 增長型
High 高	>45	Aggressive 進取型

Conservative 保守型

As a conservative investor, investor is looking to preserve the value of investor's investment against the erosion of inflation and are therefore prepared to consider a combination of low risk alternatives to deposits to help generate a steady return over the long-term. Investor understands that there may be periods when the value of investor's investment could fall, but these are expected to be of limited impact because of the diversified investment strategy adopted. 作為保守型的投資者，投資者會選擇保障投資者的投資價值，以對抗通脹的蠶食，因此願意考慮存款以外的低風險投資選擇，以取得長期穩定的回報。投資者明白投資價值在某些時間內可能會下跌，但因採取分散的投資策略，跌幅只會產生有限度的影響。

Moderate 平穩型

As a moderate investor, investor is looking to grow the value of investor over a longer term and generate an absolute return ahead of inflation. Investor is prepared to invest across a diversified portfolio of assets to achieve this goal and understand that there may be periods when the value of investor's capital can fall. 作為平穩型的投資者，投資者會以投資價值長期增長並產生超過通脹的絕對回報為目標。投資者願意投資於多元化的資產組合以達到此目標，並且明白投資者的資本價值在某些時間內可能會下跌。

Growth 增長型

As a growth investor, investor is looking to returns substantially higher than the inflation to pursue high capital appreciation. Investor can accept high fluctuation of capital values and tolerate the risk of investor's capital falling substantially below original investment. 作為增長型的投資者，投資者尋求賺取遠高於通脹的回報以達致高資本增值。投資者能接受資本值大幅波動，亦能承受資本可能跌至遠低於原本投資額的風險。

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Aggressive 進取型

As an aggressive investor, investor is looking to maximise the value of investor's investment over the longer term by selecting a concentrated/speculative portfolio and are comfortable with a higher risk and reward strategy this approach involves. Investor understands that investor's investment may likely record strong gains as well as significant falls in future. 作為進取型的投資者，以達致投資價值長期有最高增長為目標，投資者可能會選取一個十分集中/甚至含投機性資產的組合，並且願意承受此策略所帶來的較高風險及回報。投資者明白投資價值將來在某些時間內會錄得強勁的收益，亦會錄得大幅下跌的虧損。

Based on the answers you have selected, your score is _________ and your risk tolerance level (the risk profile accordingly) is **Low (Conservative) / Medium (Moderate) / Medium-to-High (Growth) / High (Aggressive)#**
根據閣下所提供的答案，閣下的分數為 _________。而閣下的客戶風險承受程度(相應的風險取向)為
低(保守型) / 中(平穩型) / 中至高(增長型) / 高(進取型)#。

If you disagree with the above assessment, please indicate your tolerance level that you believe is more accurate (tick the appropriate box below) and specify the reason(s): 如果閣下不同意以上結果，請指出閣下認為更準確的可承受風險程度（於適當的方格填上「✓」）並詳述原因：

☐ Low 低 (保守型) ☐ Medium 中 (平穩型) ☐ Medium-to-High 中至高 (增長型)
☐ High 高 (進取型)

Reason(s) 原因:

____

____

____

____

#Please delete where appropriate 請刪去不適用選項

For Official Use Only			
Low 低	*Medium 中*	*Medium to High 中至高*	*High 高*
Authorized Signature:			
Input:		*Checked by:*	

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Client Acknowledgement and Declaration 客戶確認及聲明

The client hereby acknowledges and agrees the followings:
客戶現承認及確認如下：

(i) This questionnaire is provided by Gransing Securities Co., Limited ("Gransing") and is intended to help the client understand his/her risk profile and investment needs. 此問卷由國投證券有限公司（"國投"）提供以協助客戶了解現時的風險承擔程度和投資需要。

(ii) The information relating to the client provided pursuant to this questionnaire is complete, accurate and up-to-date information in addition Gransing is entitled to rely on such information until Gransing has received notice in writing from the client of any changes therein. The client will notify Gransing immediately in writing of any material changes in such information. The client has the authority and legal capacity to enter into and perform its obligations under this questionnaire and this questionnaire constitutes the valid and legally binding obligations of the client. 客戶根據本問卷提供的資料是完整、準確及最新的，及國投有權依賴該等資料直至國投收到有關資料更改的書面通知為止。如該等資料有變更，客戶將立即以書面通知國投。客戶具有權力和法律行為能力簽署及履行本問卷的責任，及本問卷對客戶構成有效及具有法律約束力的責任。

(iii) The suggestions are derived from information that the client has provided to Gransing. The suggestions are designed to meet the needs discussed in this questionnaire and the client's indicated attitude towards risk. The suggestions are for the client's reference when making his/her own investment decisions. Any assessment on risk profile will be based on the information that the client has provided to Gransing. Any failure by the client to provide information will affect Gransing's assessment of the client's risk profile, investment needs and any suggestions that may be provided. 所有意見均根據客戶向國投所提供的資料而制定。因應是次問卷所討論過有關客戶的需要和有關客戶表明的對風險所持的態度而提出的意見，祇供客戶作出個人投資決定的參考。任何風險承擔程度評估皆基於由客戶向國投提供的資料。如客戶未能提供資料，會影響到國投就客戶的風險承擔程度、投資需要而進行的評估及所提供之意見。

(iv) Personal information collected in this questionnaire will be kept confidential by Gransing. The information may be used by Gransing for designing and/or marketing of financial products and service. 國投確保此問卷內的個人資料得到保密。客戶提供的資料可能會供國投作為設計、推廣理財產品或服務之用。

____________________	____________________
Signature of the Client 客戶簽署	Signature of Account Executive 客戶經理簽署
____________________	____________________
Name of the Client 客戶姓名:	Name of Account Executive 客戶經理姓名
Date 日期	Date 日期