光大新鴻基
EVERBRIGHT SUN HUNG KAI

Customer Profiling Questionnaire (CPQ) – Corporate Account

客戶分析問卷 — 公司帳戶

1. **This Customer Profiling Questionnaire ("Questionnaire") is designed to base on your company's financial situation help us understand your investment objective, investment horizon, level of knowledge and experience with investment products, and risk tolerance level of your company, based on which we can conduct suitability assessment before your company invests.**
   本問卷旨在根據貴公司當前的財務狀況幫助我們了解貴公司的投資目標、投資期望、投資產品知識和經驗以及風險承受能力，以便我們在貴公司投資前可以進行適合性評估。
2. **Your answers to this Questionnaire for your company will provide indications of the risk profile that describes the typical investor traits of your company, which, however, may not accurately represent your company's actual risk tolerance level and the suitability of any investment product for your company.**
   閣下代表貴公司回答此問卷，將提供擁有貴公司典型投資特徵的投資者的風險狀況的描述，但未必能準確反映貴公司的實際風險承受能力及任何投資產品對貴公司的適用性。
3. **Your company acknowledges that the information provided in this Questionnaire is complete, accurate and up-to-date. It is your company's responsibility to notify us in a timely manner of change in your company's circumstances that may affect your company's suitability assessment.**
   貴公司確認此問卷中提供的信息是完整，準確和最新的。如果貴公司的情況有任何轉變，貴公司有責任盡快通知我們，以免有可能影響我們對貴公司的適合性評估。
4. **You are advised to seek independent financial advice for your company before completing this Questionnaire should your company deem necessary.**
   我們建議貴公司如有需要，請閣下於填寫前進行獨立財務諮詢。
5. **This Questionnaire shall be completed by the major Director and/or Authorized Person of the Company who will be authorized to make investment decision for the Company**
   本問卷必須由公司授權作出投資決定的主要董事及/或授權人士填寫。

Name of Company 公司名稱 : ____________________

Company Number 公司編號 : ____________________

Section I: Customer Investment Knowledge
第一部分：客戶投資知識

(A) This part is designed to enable us to understand and assess your company's level of investment experience with non-complex investment products.
這部分旨在讓我們了解及評估貴公司對非複雜性投資產品的投資經驗。

Please tick the appropriate boxes below to indicate your company's investment experience (in number of years) in each type of product.
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 (Score: 1)**		**Intermediate Experience 中度經驗 (Score: 3)**	**Advanced Experience 豐富經驗 (Score: 5)**
		Less than 1 year of experience 少於 1 年經驗	**1 year to 3 years of experience 1 年至 3 年經驗**	**3 years to 10 years of experience 3 年至 10 年經驗**	**More than 10 years of experience 10 年以上經驗**
Equities 證券	☐	☐	☐	☐	☐
Mutual Funds/Unit Trusts 互惠基金／單位信託	☐	☐	☐	☐	☐
Fixed Income Products 固定收益產品	☐	☐	☐	☐	☐
Score 得分*： *The score is derived from the highest point which your company have obtained from the above items. 得分來自貴公司從上述項目獲得的最高分數。*					

(B) This part is designed to enable us to understand and assess your company's level of investment experience with complex and/or derivative products.
這部分旨在讓我們了解及評估貴公司對複雜及／或衍生產品的投資經驗。

Please tick the appropriate boxes below to indicate your company's investment experience (in number of years) in each type of product.
請列出貴公司於下列每一項投資產的投資經驗（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 (Score: 1)**		**Intermediate Experience 中度經驗 (Score: 3)**	**Advanced Experience 豐富經驗 (Score: 5)**
		Less than 1 year of experience 1 年以下經驗	**1 year to 3 years of experience 1 年至 3 年經驗**	**3 years to 10 years of experience 3 年至 10 年經驗**	**More than 10 years of experience 10 年以上經驗**
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	☐	☐	☐	☐	☐
Hedge Funds 對沖基金	☐	☐	☐	☐	☐
Structured Notes[1] (e.g. DCN, ELN, KO ELN, DAC, ELI) 結構性票據（如雙重貨幣票據、股票掛鈎票據、觸及取消股票掛鈎票據、每日累計可贖回票據、股票掛鈎投資工具）	☐	☐	☐	☐	☐
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、股票掛鈎票據、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 your company have obtained from the above items. 得分來自貴公司從上述項目獲得的最高分數。*					

[1] Full names of different types of structured notes: DCN=Dual Currency Notes, ELN=Equity-Linked Notes, KO ELN=Knock-Out Equity-Linked Notes, DAC=Daily Accrual Callable Notes, ELI=Equity Linked Investments.

(C) This part is designed to enable us to understand the way(s) the dedicated personnel of your company acquired the knowledge of derivative products.

這部分旨在讓我們了解貴公司的專責人員如何獲得衍生產品的知識。

Do the dedicated personnel of your Company have any knowledge on derivatives product(s)?
貴公司的專責人員對衍生產品有沒有知識?

☐ No 沒有

☐ Yes 有
(please choose the best describe the way(s) the dedicated personnel of your company acquired your derivatives products' knowledge (can choose more than one)
請問下列哪項陳述最能表達貴公司的專責人員從以下哪種途徑獲得提及的衍生產品的知識？ (可選多項)

- ☐ Relevant trading experience i.e. executed five or more transactions in derivative products (whether traded on an exchange or not) within the past three years# 相關之交易經驗，即過去三年內已進行了五次或以上有關衍生產品之交易#（不論是否於交易所進行交易）
- ☐ Underwent training or attended courses on derivative products 曾接受有關衍生產品的培訓或修讀相關課程
  (Please specify 請註明：____)
- ☐ Current or previous work experience 現時或過去的工作經驗
  (Please specify 請註明：____)
- ☐ Licensing that the dedicated personnel is a licensed/registered person to carry out regulated activities as defined in the Securities and Futures Ordinance
  專責人員以證券及期貨條例所定之持牌／註冊人之身份進行有關受規管的活動

It is suggested to provide the statement which shows at least one transaction of any one of the derivative products in Part (B) above (if applicable).
建議提供至少有一項上述 B 部分提及過的衍生產品交易的結單（如適用）。

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

Total Score 總得分		**Assessment of Investment Experience 投資經驗評估**
☐	**0**	**No Experience 無經驗**
☐	**1 – 2**	**Basic Experience 基礎經驗**
☐	**3**	**Intermediate Experience 中度經驗**
☐	**4**	**Extensive Experience 廣泛經驗**
☐	**≥5**	**Advanced Experience 豐富經驗**

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Section II: Risk Tolerance Level (Total score: 40)
第二部分：風險承受能力（總得分：40）

This part is designed to enable us to assess the investment objective, investment horizon and risk tolerance level of your company.
本部分旨在讓我們評估貴公司的投資目標、投資年期和風險承受能力。

	Score 分數
1. Does your company have a specialised function responsible for making investment decisions? **貴公司是否設有一個專屬職能以作出投資決定？**	
☐ No. Our company does not have knowledge and experience for making investment decisions. 沒有。本公司沒有知識及經驗作出投資決定。	☐ 1
☐ Yes. Our company is a private company where the investment decision rests with the major shareholder(s) and/or director(s). 有。本公司是私人公司，投資決定是由主要股東及/或董事作出的。	☐ 3
☐ Yes. Our company has a specialised function and governance practice responsible for making investment decisions. 有。本公司設有專屬職能及管理架構負責作出投資決定。	☐ 5
2. What is the primary investment objective of your company? 貴公司的主要投資目標是？	
☐ Capital preservation 資金保本	☐ 1
☐ Regular and stable income 定期及因固定收入	☐ 2
☐ Moderate capital appreciation 適度資本增值	☐ 3
☐ Moderate to high capital appreciation 適度至高度資本增值	☐ 4
☐ Maximum capital appreciation 最大的資本增值	☐ 5
3. What is the average percentage of liquid asset that your company' will set aside for investment purposes? 貴公司打算預留多少百分比的淨流動資產用作為投資用途？	
☐ Less than 5% 少於 5%	☐ 1
☐ 5% to less than 10% 5%至少於 10%	☐ 2
☐ 10% to less than 20% 10%至少於 20%	☐ 3
☐ 20% to less than 30% 20%至少於 30%	☐ 4
☐ 30% or above 30%或以上	☐ 5
4. It is generally true that the longer the investment horizon, the higher the risk an investor can tolerate. What is the expected investment horizon of your company's entire investment portfolio? 在一般情況下，投資的年期越長，可承受的風險越高。貴公司願意進行投資活動的整體投資年期為多久?	
☐ Less than 6 months 少於 6 個月	☐ 1
☐ 6 months to 1 year 6 個月至 1 年	☐ 2
☐ 1 to 2 years 1 年至 2 年	☐ 3
☐ 2 to 5 years 2 年至 5 年	☐ 4
☐ Over 5years 超過 5 年	☐ 5
5. How would your company react if your company's portfolio fell significantly (e.g. more than 30%) within three months? **如果貴公司的投資組合在三個月內大幅下跌（例如，超過 30%），貴公司會有何反應？**	
☐ Do not know how to react 不懂得如何應變	☐ 1
☐ Cut loss without any strategic consideration 非策略性地進行止蝕	☐ 2
☐ 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蝕	☐ 3
☐ 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	☐ 4
☐ Undergo in-depth analysis, reallocate your investment portfolio 進行仔細分析，重整投資組合	☐ 5

6. Which of the following statements best describes your company's investment attitude? 下列哪項陳述最能表達貴公司的投資取向？	
☐ My company is not willing to bear a price fluctuation range of more than 5% for financial investment and wishes to gain a return slightly higher than the bank deposit interest rate. 本公司不願意承受任何多於 5%價格波動的金融投資，並希望獲得稍高於銀行存款利率的回報。	☐ 1
☐ My company is willing to bear a price fluctuation range of around 5% to less than 10% for financial investment and wishes to gain a return slightly higher than the bank deposit interest rate. 本公司願意承受大概 5%至少於 10%價格波動的金融投資，並希望獲得稍高於銀行存款利率的回報。	☐ 2
☐ My company is willing to bear a price fluctuation range of 10% to less than 20% for financial investment and wishes to gain a return much higher than the bank deposit interest rate. 本公司願意承受 10%至少於 20%價格波動的金融投資，並希望獲得遠高於銀行存款利率的回報。	☐ 3
☐ My company is willing to bear a price fluctuation range of 20% to less than 30% for financial investment and wishes to gain a return comparable to the average return of the stock market. 本公司願意承受 20%至少於 30%價格波動的金融投資，並希望獲得媲美一般股票市場的回報。	☐ 4
☐ My company is willing to bear a price fluctuation range of 30% or more for financial investment and wishes to gain a return remarkably higher than the average return of the stock market. 本公司願意承受 30%或以上價格波動的金融投資，並希望獲得明顯高於一般股票市場的回報。	☐ 5
7. Which of the following is your company's profit expectation in the next five years? (For non-profit making organisations, 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 high 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	☐ 1
☐ 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	☐ 2
☐ 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	☐ 3
☐ Stable and in line with economic growth 穩定並與經濟增長看齊	☐ 4
☐ Stable and outpacing economic growth 穩定並領先經濟增長	☐ 5
8. What is your company's level of experience with investment products? Please refer to your company's investment experience assessment result in Section I. 貴公司對投資產品的投資經驗屬以下哪一項？請參考第一部分的投資經驗評估結果。	
☐ No experience 無經驗	☐ 0
☐ Basic experience 基礎經驗	☐ 2
☐ Intermediate experience 中度經驗	☐ 3
☐ Extensive experience 廣泛經驗	☐ 4
☐ Advanced experience 豐富經驗	☐ 5
The total score of your company's overall risk tolerance level is 貴公司的整體風險承受能力的總得分是：	

Note 註：Conservative 保守 (≤ 8); Moderate 平穩 (9 - 15); Moderate High 平穩進取 (16 -25); Aggressive 進取 (≥26)

	Risk Tolerance Level 風險承受能力	Corresponding Investment Objective 相應的投資目標
☐	**Conservative (≤ 8)**	Your company is a Conservative investor with a primary aim for capital preservation. Your company is not inclined to invest in products associated with any risk. 貴公司是一個保守型投資者，以尋求資本保值為主要目標。貴公司不傾向投資於有任何風險的產品。
☐	**Moderate (9 – 15)**	Your company is a Moderate investor and wants to achieve a return higher than the inflation rate and moderate growth of capital. In general, your company prefers to take medium investment risk and accepts moderate fluctuation of capital values with the possibility of facing occasional high short-term losses. 貴公司是一個平穩型投資者，希望達致高於通脹率的回報及溫和資本增長。一般來說，貴公司傾向選擇中度投資風險及接受溫和的資本值波動和能面對偶爾短期高損失之可能性。
☐	**Moderate High (16 – 25)**	Your company is a Moderate High risk tolerant investor. Your company aims to earn returns substantially higher than the inflation to pursue high capital appreciation. Your company can accept high fluctuation of capital values and tolerate the risk of your company's capital falling substantially the original investment. 貴公司是一個平穩進取型投資者，尋求賺取遠高於通脹的回報以達致高資本增值。貴公司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。
☐	**Aggressive (≥26)**	Your company is an Aggressive investor and is eager to earn the highest potential returns. Risk minimisation is not your company's primary concern. Your company can accept leveraged investment and bear total capital loss if the products offer very high return potential. 貴公司是一個進取型投資者，渴望追求最大的潛在回報。把風險減至最低並非貴公司的首要考慮。只要產品有非常高的回報潛力，貴公司能接受槓桿式投資並可承受資本全數損失。

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Section III: Client Confirmation

第三部分：客戶確認

Please choose either one 請擇其一:

☐ I/We confirm that my company's Risk Tolerance Level is correctly stated above and the information I/we provided is accurate and complete.
本人／吾等確認本公司的風險承受能力已正確地陳述於上，而本人／吾等所提供的資料屬正確及完整。

Or 或

☐ The investment objective mentioned in the above Risk Tolerance Level is not consistent with my/our/the company's investment risk requirement and investment objective, and I/we consider the Risk Tolerance Level of the company should be
上述風險承受能力所提及的投資目標與本公司的投資風險要求和投資目標不符，本人／吾等認為本公司的風險承受能力應為：

☐ Conservative 保守 ☐ Moderate 平穩 ☐ Moderate High 平穩進取 ☐ Aggressive 進取

Please specify the reason 請說明原因 ：

____

____

NOTE : Your Risk Tolerance Level Assessment Result is valid for 12 months from the date of this assessment. If your Risk Tolerance Level Assessment Result is expired, you may not be able to purchase certain products. If you believe your Risk Tolerance Level Assessment Result within the past 12 months is no longer valid, please contact your Investment Consultant and complete a new CPQ for reassessment purposes.
註： 你的可承受風險程度取向有效期為十二個月(由此評估日計起)。如果你的可承受風險程度已經過期，你可能不可購買部份產品。如果你認為你過去十二個月內評估的可承受風險程度取向不再有效，請聯繫您的投資顧問並重新完成一份新的風險承擔能力問卷。

I/We confirm that I/we have been reminded and are aware that the company should have adequate liquid funds to meet foreseen and unforeseen events.
本人／吾等確認本人／吾等已被提醒及了解到本公司應有足夠流動資金去應付可預見及不能預見的事件。

I/We hereby authorize, and give my/our consent to, each and every member company of the Everbright Sun Hung Kai Company Limited of companies ("EBSHK") to use the information provided by me/us in this form for the purposes of (i) opening and maintaining any and all of my/our account(s) held with or to be held with EBSHK; (ii) complying with any legal or regulatory requirements; and (iii) fulfilling all other aspects set out in the relevant personal data schedule of the Client Agreement and Schedules applicable to the relevant account.
本人／吾等授權並同意光大新鴻基內所有成員公司(「光大新鴻基」)使用本公司於此問卷內由本人／吾等提供的資料，作為(i) 開立或維持任何及所有本公司於光大新鴻基持有或將會持有之帳戶；(ii) 符合任何法律或法規之要求；及(iii) 所有適用於相關帳戶之「客戶協議及附件」內的個人資料附件所載之其他用途。

I/We confirm that the knowledge of derivative products of the dedicated personnel of my/our/the company is correctly stated above and that the information I/we supplied is correct and complete.
本人／吾等確認本公司專責人員上述的衍生產品知識已正確地陳述，而本人／吾等所提供的資料屬正確及完整。

I/We have read and fully understood the Risks Disclosure Statements involving derivative products in the Client Agreement(s) and Schedules concerned provided by EBSHK in a language of my/our choice (English or Chinese).
本人／吾等已仔細閱讀及完全明白由光大新鴻基提供，並以本人／吾等所選擇之語言（英文或中文）附載於相關「客戶協議及附件」所涉及衍生產品的風險披露聲明。

Customer Signature(s) and/or Chop(s) 客戶簽署及／或蓋章：____________________________

S.V.

Name of the Director/Authorized person*董事/授權人姓名*：____________________________

Job Title/Position of the Authorized Person 授權人職位: __________________ Date 日期：________________

**Please delete as appropriate 請刪去不適用*

Internal Use Only: Assessment by Investment Consultant (Account Executive)

Signed by:	Approved by (Sales Management):	Input by (OPD):	Input checked by (OPD):
Name & SFC CE No.	Name:	Name:	Name:

For Office Use Only: ** has to be completed if the above answers from client were obtained via recorded office phone

**Called by:	**Voice record checked by:	Input by (OPD):	Input checked by (OPD):
**Name & SFC CE No.:	**Name:	Name:	Name:
**Call date & time:		**Channel no.:	