MIB Securities (Hong Kong) Limited (“MIBSHK”)
馬銀證券(香港)有限公司 （“馬銀證券”）
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Risk Profiling Questionnaire (Corporate Account)
風險取向問卷(公司帳戶)

Risk Profiling Questionnaire (“RPQ”) – 風險承擔能力問卷

This questionnaire is designed to assist in the assessment of your company’s attitude towards investment risk. Your answers will provide some indications of the risk profile for a typical investor but may not match the actual risk tolerance level (“RTL”) of your company towards investment risk. 這份問卷的設計是為幫助評估貴公司的投資風險取向。您的答案未必與貴公司實際可承受風險程度相符，但表示典型投資者對投資風險的態度。

You acknowledge that you are solely responsible for ensuring that the answers and information you provide are complete, accurate and up to date. Accordingly it is your responsibility to notify us in a timely manner if your circumstances have changed, as such may affect the assessment of your company’s RTL towards investment risk.
閣下確認您須獨自負責確保您所提供的答案及資料乃是完整、準確及最新的。因此，若閣下的情況有變，閣下須迅速地通知我司，因為該變化可能影響對貴公司可承受風險程度的評估。

Please choose the answers which suit your company most. Add up and check against the RTL Assessment result listed below. (Please tick one)
請選擇最適合貴公司的答案。得分總和將會顯示貴公司屬於那一類型的投資者。可承受風險程度評估結果請參閱頁尾。(請選其中一項)

Client Information 客戶資料

Name 姓名: ____

Account No 帳戶號碼: ____

Name of Authorized Person 獲授權人姓名*: ____

*The assessment of the account is conducted based on information provided by authorized person who is authorized to operate and make investment decisions for the account under the account mandate.
帳戶評估是根據帳戶委託書獲授權人操作帳戶的權限，由獲授權人提供相關資料，為帳戶制定投資決策。

General Questions 整體問題

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作出投資決定?

(A) No. Our company is a small private company where the investment decision rests with the sole shareholder and director.
沒有。本公司是一間小型私人公司，投資決定是由唯一股東及董事作出的。

(B) No. Our company does not have specialized function responsible for making investment decisions.
沒有。本公司沒有設有專屬職能負責作出投資決定。

(C) Our company has specialized function & governance practice responsible for making investment decisions.
本公司設有專屬職能及管理架構負責作出投資決定。

About Your Business – General Attitude towards Investment Risk
關於貴公司–貴公司的整體投資風險取向

Questionnaire 問卷

Please tick (√) the appropriate one and answer all 10 questions. 請回答以下 10 條問題，並於適當的答案加上(√)。

1. What is your company’s primary investment objective? 貴公司的主要投資目標是?

☐	A. Capital Preservation 資本保值	(0)
☐	B. High Regular Income 高定期收入	(1)
☐	C. Moderate Capital Appreciation 適度資本增值	(2)
☐	D. Strong Capital Appreciation 強勁資本增值	(3)
☐	E. Maximum Capital Appreciation 最大的資本增值	(4)

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2. What is your company's total gearing ratio (defined as: (Total Current Liabilities + Total Non-Current Liabilities) / Tangible Net Worth)?
貴公司的負債與總資本比率現為多少？《定義為：(流動負債總額 ＋ 非流動負債總額) / 有形淨值》

- ☐ A. Greater than 200% 高於 200% (1)
- ☐ B. 100.1% to 200% 100.1%與 200%之間 (2)
- ☐ C. 50.1% to 100% 50.1%與 100%之間 (3)
- ☐ D. Less than 50% 低於 50% (4)

3. What is your company's profit expectation in the next five years? (For non-profit making organization, please use net cash flow instead)
閣下預期貴公司在未來五年的純利走勢是？(如果屬於非牟利機構，請以淨現金流量代替純利走勢)

- ☐ A. Unstable with some possibility to incur losses over the next five years 不穩定，預計在未來五年有機會虧本 (1)
- ☐ B. Somewhat stable with very low possibility to incur any loss for the next five years 尚算穩定，預計在未來五年虧本機會不大 (2)
- ☐ C. Stable and in line with economic growth 穩定並與經濟增長看齊 (3)
- ☐ D. Stable and outpacing economic growth 穩定並領先經濟增長 (4)

4. In any of the past 5 years which of the below investment product(s) has your company regularly (> 3 transactions in a year) traded/invested? (you may tick more than one)
在過去五年的任何一年之中，貴公司有否帶規律性地(即一年之中多於三次交易)買賣/投資於下述投資產品？(可選多於一項)

- ☐ A. Stocks 股票 (4)
- ☐ B. Derivatives 衍生工具 (4)
- ☐ C. Commodities / FX 商品 / 外匯 (4)
- ☐ D. Structured Investment Products 結構性產品 (4)
- ☐ E. Mutual Funds 互惠基金 (3)
- ☐ F. Bonds 債券 (2)
- ☐ G. Cash Deposits / Term Deposits 銀行儲蓄 / 定期存款 (1)

(Note: The highest point answer for this question will be used to calculate your total score 注意:以此題之最高分答案計分)

5. Investment Experience 相關投資經驗
Please tick the appropriate boxes below to indicate your company's investment experience (in no. of years) in each type of product.
(The highest point answer for this question will be used to calculate your total score)
請於下列每一項投資產品選擇貴公司之投資經驗年期。(以此題之最高分答案計分)

Products	Nil 無 (0)	Years of investment experience (Note) 投資經驗年期 (註)			
		Less than 1 year 一年以下 (1)	1 to 3 years 一至三年 (2)	3 to 5 years 三至五年 (3)	More than 5 years 五年以上 (4)
Equities 證券					
Warrants 認股證					
Stock Options 股票期權					
Forex 外匯					
Precious Metals (e.g. gold) 貴金屬 (如黃金)					
Futures & Options 期貨及期權					
Mutual Funds 互惠基金 / Unit Trusts 單位信託					
Hedge Funds 對沖基金					
Structures Notes 結構性票據 (e.g. Equity-linked Notes, Equity-linked Investment 股票掛鈎票據、股票掛鈎投資工具)					
OTC Swap 場外市場掉期					
Fixed Income Securities (e.g. bonds, convertible bonds) 固定收益證券(如債券、可換股債券)					

Note: Please choose one of the options only for each product. 註：請只選擇其中一項(以每種產品計)。

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6. It is generally true that the longer the investment horizon, the higher the risk an investor can tolerate. What time horizon would your company 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，貴公司會願意接受下列哪項投資年期？
- ☐ A. Less than 1 year 少於一年 (1)
- ☐ B. Between 1 and 5 years 1 至 5 年之間 (2)
- ☐ C. Between 4 and 5 years 6 至 10 年之間 (3)
- ☐ D. Over 10 years 多於 10 年 (4)

7. What is your company’s target investment rate of return (annualized)? 貴公司期望的投資回報率為____ % (年度化)？
- ☐ A. 4% p.a. or below 每年 4% 或以下 (1)
- ☐ B. 5% - 15% p.a. 每年百分之五至十五或之間 (2)
- ☐ C. 15% - 25% p.a. 每年百分之十五至二十五或之間 (4)

8. How would a decline in the value of investments affect your company? 投資價值下跌對貴公司有何影響?
- ☐ A. Our company is only willing to accept a small degree of decline in the value of our investment. (1)
貴公司只願意接受小幅投資價值虧損。
- ☐ B. Our company is willing to accept some declines over the course of our investment but is not comfortable with moderate to extreme drops in the value of our investment. 本公司願意接受於投資過程中有輕微虧損，但對投資有中度至大幅虧損感到不安。 (2)
- ☐ C. Our company is willing to accept moderate decline over the course of our investment but is not comfortable with extreme drops in the value of our investment. 本公司願意接受於投資過程中有中度虧損，但對投資有大幅虧損感到不安。 (3)
- ☐ D. Our company is prepared to accept large fluctuations over the course of our investment and bear loss in the value of our investment in order to maximize our long term potential returns. (4)
本公司準備好接受於投資過程中有大幅波動及投資價值虧損，以獲得高長期潛在回報。

9. Which of the following statement could best describe your company’s attitude towards investment risk? 以下那一段句子最能反映貴公司對風險的態度?
- ☐ A. We are risk averse and don’t want to take any risks 本公司不願意承受任何風險 (1)
- ☐ B. We will try to avoid risks but minor ones are still acceptable 本公司會盡量回避風險，但仍可承受較低的波動 (2)
- ☐ C. We are willing to accept more risks, as we aim for more returns 本公司願意承受較高的風險，以換取更高回報 (3)
- ☐ D. We never consider risks, as we aim to maximize returns 本公司不會考慮風險，務求得到最高回報 (4)

10. In general, how much liquid assets (including cash or highly liquid assets: e.g. foreign currency, bullion etc.) has your company reserved for monthly operational expenses? 在一般情況下，貴公司預流多少流動資金(包括現金或高流通性資產: 如外幣、黃金等)作為每月營運開支儲備?
- ☐ A. Less than 3 months operational expenses , 少於 3 個月以上的營運開支 (1)
- ☐ B. 3 month to less than 6-month operational expenses, 3 個月至 6 個月以下的營運開支 (2)
- ☐ C. 6 month to less than 12-month operational expenses, 6 個月至 12 個月以下的營運開支 (3)
- ☐ D. 12 months or above operational expenses, 12 個月以上的營運開支 (4)

11. How often do your company trade a year？貴公司每年操作多少筆交易 ？
- ☐ A. Less than 50 transactions , 少於 50 次交易 (1)
- ☐ B. Between 50 and 100 transactions, 50 至 100 次交易 (2)
- ☐ C. Between 101 and 500 transactions, 101 至 500 次交易 (3)
- ☐ D. Over 500 transactions, 多於 500 次交易 (4)

Total Score 總分:

In the event of discrepancy between the English version and Chinese version of this Risk Profiling Questionnaire, the English version shall prevail.
如就本風險取向問卷有任何爭議，一切皆以英文版本為準。

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Result 結果

According to your answers to all questions above, your risk aptitude is:
根據閣下對以上所有問題的回答，閣下的投資風險取向為：

Score 分數	Risk Aptitude Classification 投資風險取向分類	Description 說明
10-20	Conservative 保守型	You can accept a low level of risk and price fluctuation on your investment coupled with a low level of potential return. 閣下能接受較低的投資風險、價格波動及投資回報。
21-30	Balanced 均衡型	You can accept a moderate to high level of risk and price fluctuation on your investment, and aim at a medium term capital growth. 閣下能接受中至高的投資風險、價格波動及以資本增長為投資中期目標。
31- >40	Growth 增長型	You can accept a high level of risk and price fluctuation on your investment, and aim at a short term capital growth. 閣下能接受高的投資風險、價格波動及以資本增長為投資短期目標。

If you disagree with this conclusion, please indicate your RTL towards investment risk that you believe is more accurate (please tick the appropriate type below) and state your reason(s) here: 如果你不同意這評估結論，請指出您認為更準確的可承受風險程度取向(請於以下適當的類型填上「✓」)並於此詳述原因:

Reason 原因:

CONSERVATIVE / 保守型 ( ) Balanced 均衡型 ( ) Growth 增長型 ( )
Please note that the above will be captured in our systems and records as your RTL (NOTE).
請注意意貴公司的可承受風險程度會被記錄在本公司的系統及檔案內 [註]。

Declaration by Client 客戶聲明

1. I, on behalf of the client (corporate account), hereby affirm that the information provided in questionnaire is true, correct and accurate as of the moment of provision and undertake to inform MIB Securities (Hong Kong) Limited about any changes immediately in the above-mentioned information.
本人代表客戶(公司帳户)在此確認所提供的問卷資料是準確無誤。如上述資料有任何變動，本人承諾會立即通知馬銀證券(香港)有限公司。

2. I, on behalf of the client (corporate account), understand that by filling in the questionnaire incorrectly, MIB Securities (Hong Kong) Limited will be unable to assess the suitability of the requested service to client(corporate account)’s interest.
本人代表客戶(公司帳户)已明白所填寫問卷內容如有不實，馬銀證券(香港)有限公司將不能準確評估所要求服務對客戶(公司帳户)的合適性。

3. I, on behalf of the client (corporate account), confirm that I agree with the result of my investor risk profile and I acknowledge the receipt of a copy of this questionnaire which is duly completed and signed by me.
本人代表客戶(公司帳户)確認及同意上述的風險取向評估結果，並已收到上述已核實及簽署的複本。

4. I/We also confirm that I/we was/were reminded and are aware that I/we should have adequate liquid funds to meet foreseen and unforeseen events.
本人代表客戶(公司帳户)亦確認本公司已被提醒及注意到本公司應擁有足夠流動資金去應付可遇見及不能遇見的事件。

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5. We hereby authorize, and give our consent to, MIB Securities (Hong Kong) Limited and its affiliates (“MIB Group”) to use the information provided by us in this form for the purpose of (i) opening and maintaining any and all of our account(s) held with or to be held with MIB Group and (ii) comply with any legal or regulatory requirements and (iii) all other purposes set out in the relevant personal data schedule of the Client Master Agreement applicable to the relevant account. 本人(吾等)授權並同意馬銀證券(香港)有限公司及其關聯公司(「馬銀集團」)使用本人(吾等)於此問卷內提供的資料，以作(i)開立或維持任何 及所有本人(吾等)於馬銀集團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」內的個人資料附件所載之其他用途。

____________________________ ____________________________

Client Signature 客戶簽署 Date 日期

Disclaimer 責任聲明

The results of this questionnaire are derived from information that you have provided to us, and only serve as a reference for your consideration when making your own investment decisions. This questionnaire and the results are not an offer to sell or a solicitation for an offer to buy any financial products and services and they should not be considered as investment advice. MIB Securities (Hong Kong) Limited accepts no responsibility or liability as to the accuracy or completeness of the information given. Personal information collected in this questionnaire will be kept confidential by MIB Securities (Hong Kong) Limited. The information may be used by MIB Securities (Hong Kong) Limited or its group company for the purposes set out in our Data Privacy Policy that has been delivered to you with the relevant account opening documents.

此問卷結果根據閣下所提供的資料而制定，並只供閣下作個人投資決定的參考。此問卷內容及結果不可視為對任何投資產品及服務的銷售或購買邀請，亦不應當為投資建議。馬銀證券(香港)有限公司對上述有關資料的準確性及完整性並不負上任何責任。馬銀證券(香港)有限公司確保此問卷內的個人資料得到保密。閣下提供的資料只會在保密的情況下，按我們已交付予閣下的有關開戶文件資料內隨附的私隱政策所載，供馬銀證券(香港)有限公司或任何馬銀證券(香港)有限公司集團旗下機構使用。