Guotai Junan Securities (Hong Kong) Limited
國泰君安證券（香港）有限公司
Guotai Junan Futures (Hong Kong) Limited
國泰君安期貨（香港）有限公司
Guotai Junan FX Limited
國泰君安外匯有限公司
統稱（「國泰君安」）Collectively（ "GTJA" ）

Client Risk Profiling Questionnaire - Corporates
客戶風險取向問卷（公司）

Important Notice to Client(s):
客戶須知:

1. Client Risk Profiling Questionnaire – Corporates ("CRPQC") is applicable to corporate clients of Guotai Junan Securities (Hong Kong) Limited, Guotai Junan Futures (Hong Kong) Limited and Guotai Junan FX Limited (individually or collectively "GTJA") who show interest or intention of purchase for investment products and has to be completed before any selling activity in relation to investment products.
客戶風險取向問卷（公司）「問卷（公司）」適用於國泰君安證券（香港）有限公司、國泰君安期貨（香港）有限公司、國泰君安外匯有限公司（單獨或統稱「國泰君安」）的公司客戶，這些客戶或對投資產品感興趣或有意購買的投資產品。問卷（公司）須在任何有關投資產品的銷售活動之前填寫完畢。

2. The CRPQC is designed to be filled in by the authorized person of the entities in form of sole proprietorship, partnership, corporation or trust where it (i) has actual business operation; (ii) is operated as vehicle for investment fund; (iii) is directly or indirectly owned by a listed company or an operating company; or (iv)is a company, non-profitable organisation or foundation which is not owned by individual(s).
問卷(公司)旨在由以獨資、合夥、法團或信託爲形式，並(i)有實際業務營運或(ii) 以作爲投資基金工具的方式營運 (iii) 由上市公司或營運公司直接或間接擁有的實體; 或 (iv) 非個人擁有的法團或非營利組織或基金會的授權人士填寫。

3. For the accounts owned by the entities mentioned above, the client is required to provide a board resolution that specifies the authorized person(s) ("Authorised Signatory(ies)") who is/are responsible for signing relevant client agreement for account opening and also for filling the CRPQC (with the requirement to fill singly / jointly in accordance with their indication in the board resolution). The result of CRPQC represents the risk profile of the client and shall act as the basis for suitability assessment thereafter.
對於上述實體擁有的賬戶，客戶必須提供董事會決議案，其中指明負責簽署有關開戶的客戶同意書及填寫該問卷（公司）的授權人「授權簽署人士」（授權簽署人士需按照董事會決議案所註明的要求，單獨地/共同地填寫該問卷（公司））。問卷（公司）評估結果代表了客戶的風險取向，並將此結果作爲適合性評估的基礎。

4. For entity owned by a trust other than those mentioned in paragraph 2 above, Client Risk Profiling Questionnaire - Individuals shall be used.
對於上述第 2 段所述以外的信託擁有的實體賬戶，應填寫問卷(個人) 。

5. Those clients who have completed the CRPQC within 24 months are exempted from the review on the CRPQC provided that there is no material change indicated by the clients in respect of their financial status, investment experience, investment objectives or risk attitude during the period.
在 24 個月內曾經完成問卷（公司）的客戶，如果在財務狀況、投資經驗、投資目標或風險取態方面未發生重大變化，可豁免檢討該問卷（公司）。

6. For client who has been maintaining two or more accounts in GTJA simultaneously, the result of this CRPQC shall be applicable to all accounts of same client in GTJA and shall supersede all previous CRPQCs (or equivalent information) which have been provided to GTJA for any of aforesaid accounts.
對於同時在國泰君安開立兩個或以上賬戶的客戶，除非另有說明，否則此問卷（公司）的結果將適用於同一客戶於國泰君安開立的所有賬戶，並將取代就任何上述賬戶，所有先前曾提供予國泰君安的問卷(公司) (或同等信息)。

7. The CRPQC intends to help the clients consider and evaluate their financial risk tolerance through answering the questions.
問卷（公司）旨在通過回答當中的問題，去幫助客戶考慮並估算他們的財務風險承受能力。

8. The CRPQC provides an indication of a typical investor with certain investment attributes and risk preferences, thereby reflecting a particular risk profile the clients fit into.
問卷（公司）爲具有某些投資特性及風險偏好的典型投資者提供指示，並由此反映客戶的特定風險取向。

9. The risk profile as a result of the CRPQC will facilitate the suitability assessment on selling investment products in compliance with the current regulatory requirements.
基於問卷（公司）結果的風險取向，有助於遵照現行監管要求對銷售投資產品進行適合性評估。

10. Information provided will be kept confidential.
閣下提供的資料將絕對保密。

Section A: Client's Information **甲部分：** 客戶資料	
Name of Client(s): **客戶名稱:**	
Client Code: **客戶編號:**	

Section B: Client Risk Profiling Questions **乙部分： 客戶風險取向問題**	
1. How much of your company's reserved funds are available for emergency case, in terms of monthly operating expenses? **按每月營運開支計算, 貴公司已預留多少資金去應付緊急需要?**	**Answer** **答案**
a. Less than 3 months 少於 3 個月 b. 3 to less than 6 months 3 至 6 個月以內 c. 6 to less than 12 months 6 至 12 個月以內 d. 12 to less than 24 months 12 至 24 個月以內 e. 24 months or more 24 個月或以上	
2. Does your company engage any qualified professional to take part in decision-making on financial investments? **貴公司有沒有聘用任何合資格的專業人士參與金融投資的決策？**	**Answer** **答案**
a. Yes, our company has an independent division / team / external advisor to make investment decisions. 有，本公司擁有獨立部門/團隊/外聘顧問負責投資決策。 b. Yes, our company has authorized person(s) with relevant qualifications* to make investment decisions. 有，本公司的授權人士擁有相關專業資格去負責投資決策。	

c. No, but our company has adequate knowledge** on investment decisions. 沒有，但本公司在投資決策方面擁有足夠的知識**。 d. No, but our company has some knowledge# on investment decisions. 沒有，但本公司在投資決策方面擁有一定程度的知識#。 e. No, our company has little or no knowledge on investment decisions. 沒有，本公司在投資決策方面擁有少許或沒有知識。	

* *Economics / Finance / Accounting related professional qualifications, including but not limited to:*
跟經濟/金融/會計相關的專業資格包括, 但不限於:
ACA, ACCA, ACMA, AAIA, CPA, CMA, CGA, RFP, CFP, CFA, FRM, CPRM or PRM

** *Having adequate knowledge means one should be able to understand the financial industry well in most aspects.*
擁有足夠的知識指有關人士能夠充分了解金融行業的各個範疇。

Having some knowledge means one should be able to understand the financial market generally, for example, how the financial market works.
擁有一定程度的知識指有關人士能夠大致了解金融市場（例如:金融市場的運作）。

3. Which of the following best describe your company's risk and return attitude on the basis of price fluctuation## and returns on investment portfolio? **根據投資組合的價格波動##及回報的基準，以下哪一項最能表達貴公司對風險及回報的看法?**	**Answer** **答案**
a. In general, our company only expects to acquire returns that are similar to the rate of bank deposits and prefers to bear less than 3% price fluctuation of investment portfolio within 1 year. 一般來說，本公司只是預期獲取跟銀行存款利率相近的回報，並傾向在一年內承受投資組合上少於 3%的價格波動。 b. In general, our company expects to acquire returns better than the rate of bank deposits but not necessary to be as high as major stock market indexes and prefers to bear 3% to less than 10% price fluctuation of investment portfolio within 1 year. 一般來說，本公司期望獲取比銀行存款利率較高但不需與主要股票市場指數同等的回報，並傾向在一年內承受投資組合上 3%至少於 10%的價格波動。 c. In general, our company expects to acquire returns that are comparable to the major stock market indexes prefers to bear 10% to less than 15% price fluctuation of investment portfolio within 1 year. 一般來說，本公司期望獲取可以與主要股票市場指數相比的回報，並傾向在一年內承受投資組合上 10%至少於 15%的價格波動。 d. In general, our company expects to acquire returns that are better than major stock market indexes and prefers to bear 15% to less than 25% price fluctuation of investment portfolio within 1 year. 一般來說，本公司期望獲取比主要股票市場指數更佳的回報，並傾向在一年內承受投資組合上 15%至少於 25%的價格波動。 e. In general, our company would like to acquire returns that are remarkably higher than the major stock market indexes and prefers to bear 25% or more price fluctuation of investment portfolio within 1 year. 一般來說，本公司期望獲取明顯高於主要股票市場指數的回報，並傾向在一年內承受投資組合上 25%或以上的價格波動。	

Instead of a single investment product, price fluctuation refers to the value of investment portfolio that moves up and down over a particular period of time in this question. Such movement is expressed by volatility in percentage but is not equivalent to the actual potential loss of investment portfolio which might be lower or greater than price fluctuation in terms of percentage.
本問題中的價格波動，是指在特定時間內整體投資組合價值的上下變動，並非針對單一的投資產品。這樣的變動是以百分比的波幅來表達，但不等同投資組合的實際潛在損失，從百分比的角度而言，該損失有可能低或高於價格波動。

4. In general, what is the maximum length of your company's expected investment horizon? **在一般情況下，貴公司預期的最長投資年期是多久?**	**Answer** **答案**
a. Less than 1 year 1 年以下 b. 1 year to less than 3 years 1 年至 3 年以下 c. 3 years to less than 5 years 3 年至 5 年以下 d. 5 years to less than 10 years 5 年至 10 年以下 e. 10 years or more 10 年或以上	
5. What is the approximate percentage of your company's surplus prepared to set aside for investment purpose? **貴公司預備分配大約多少百分比的盈餘作爲投資用途?**	**Answer** **答案**
a. Not more than 5% 不多於 5% b. More than 5% to 25% 多於 5%至 25% c. More than 25% 多於 25%	
6. What is the percentage of your company's net liquid assets* such as cash, foreign currency, bullion, funds, securities, etc (excluding the net value of fixed assets) that will be set aside for investment purpose? **貴公司將會分配多少百分比的流動資產淨值*，例如現金、外幣、黃金、基金、證券等（不包括固定資產淨值），作爲投資用途?**	**Answer** **答案**
a. Not more than 10% 不多於 10% b. More than 10% to 30% 多於 10%至 30% c. More than 30% 多於 30%	
** Net liquid assets mean 'total assets' minus 'total liabilities' (excluding the net value of fixed assets).* *流動資產淨值指總資產減去總負債（不包括固定資產的淨值）。*	
7. Which of the following is the best one that expresses the principal objective of your company's investment portfolio? **以下哪一項最能表達貴公司持有投資組合的首要目標?**	**Answer** **答案**
a. Capital Preservation - Our company principally aims to preserve capital without expectations on returns. 保本爲主 - 本公司的目標主要是保障本金並對回報不予期望。 b. Income Orientation - Our company principally aims to earn stable returns, together with/without some capital appreciation. 收入主導 - 本公司的目標主要是獲取穩定回報，連同/不連同一些資本增值。	

c. Income-and-Growth - Our company principally aims to achieve returns on the balance of modest income and capital appreciation.
收入及增長 - 本公司的目標主要是在適度收入和資本增值中取得平衡，從而獲取回報。

d. Growth Orientation - Our company principally aims to achieve returns with focus on capital appreciation.
增長主導 - 本公司的目標主要是獲取以資本增值爲主的回報。

e. Aggressive Growth – Our company principally aims to maximize returns which may involve investments in very high risk/highly sophisticated products that could provide aggressive capital appreciation.
積極增長 - 本公司的目標主要是通過可能涉及非常高風險/高度複雜的投資產品來獲取最大的回報，而這些產品可能提供進取的資本增值。

8. Please state your company's product knowledge and investment experience in the following investment product types and indicate the number of the corresponding transactions within the past 3 years:
(Please answer all items (a) to (n) of the investment product type.)
請簡述貴公司對以下投資產品類別的產品知識及買賣經驗，並標示出相應產品在過去三年內的交易次數:
（請回答所有投資產品類別的項目(a)至(n)。）

Investment Product Type 投資產品類別	Product Knowledge 產品知識	Investment Experience 投資經驗	No. of transactions conducted within the past 3 years 在過去三年內的交易次數		
			No Transaction 沒有交易	Less Than 6 Transactions 六次以下買賣	6 or More Transactions 六次或以上買賣
(a) Foreign Currency/ Precious Metals 外幣/貴金屬	Yes 有 □ No 沒有 □	Yes 有 □ No 沒有 □	(i) □	(ii) □	(iii) □
(b) Foreign Currency/ Precious Metals (on margin basis) 外幣/貴金屬（以孖展形式買賣）	Yes 有 □ No 沒有 □	Yes 有 □ No 沒有 □	(i) □	(ii) □	(iii) □
(c) Fixed Income Securities (investment grade without special features[1] except callable feature) e.g. CDs and Government Bonds without special features 固定收益證券（投資級別沒有附帶特別條款[1]但可贖回條款除外） 例如: 沒有附帶特別條款的存款證及政府債券	Yes 有 □ No 沒有 □	Yes 有 □ No 沒有 □	(i) □	(ii) □	(iii) □

[1] According to the SFC's Circular *"Selling of Complex Bonds and High-Yield Bonds"* dated 25 March 2014, special features include perpetual, subordinated, callable, variable and/or deferral of interest payment terms, extendable maturity dates, convertible/ exchangeable, contingent write down or loss absorption feature, etc.
根據證監會註有日期 2014 年 3 月 25 日之《銷售複雜類別債券及高息債券》的通函，「特別條款」包括屬永續性質、後償性質、可贖回、具有浮息及／或延遲派付利息條款、可延遲到期日、屬可換股／可交換性質、具有或然撇減或彌補虧損特點等。

(d) Fixed Income Securities[2] (non-investment-grade or with special features other than item (e)) e.g. Perpetual Bonds and Convertible Bonds 固定收益債券 [2]（非投資級別或附帶除項目(e)所指的其他特別條款） 例如: 永續債券、可換股債券	Yes 有 □ No 沒有 □	Yes 有 □ No 沒有 □	(i) □	(ii) □	(iii) □
(e) Loss Absorption Product e.g. Contingent Convertible Bonds 彌補虧損產品 例如: 應急可轉債	Yes 有 □ No 沒有 □	Yes 有 □ No 沒有 □	(i) □	(ii) □	(iii) □
(f) Principal Protected Structured Product e.g. Interest Rate Linked Note 保本結構性產品 例如: 利率掛鈎票據	Yes 有 □ No 沒有 □	Yes 有 □ No 沒有 □	(i) □	(ii) □	(iii) □
(g) Non-principal Protected Structured Product e.g. Currency / Interest Rate Linked Note, Equity Linked Note, Credit Linked Note, Bond Linked Note and Fund Linked Note 非保本結構性產品 例如: 貨幣/利率掛鈎票據、股票掛鈎票據、信貸掛鈎票據、債券掛鈎票據、基金掛鈎票據	Yes 有 □ No 沒有 □	Yes 有 □ No 沒有 □	(i) □	(ii) □	(iii) □
(h) General Investment Fund e.g. Equity Fund, Balanced Fund, Bond Fund, High-yield Bond Fund, etc. 一般投資基金 例如: 股票基金、平衡型基金、債券基金、高收益債券基金等	Yes 有 □ No 沒有 □	Yes 有 □ No 沒有 □	(i) □	(ii) □	(iii) □
(i) Alternative Investment Fund e.g. Hedge Fund, Derivative Fund, Real Estate Fund, Loan Fund, Thematic Fund, etc. 另類投資基金 例如：對沖基金、衍生工具基金、房地產基金、貸款基金、專題基金等	Yes 有 □ No 沒有 □	Yes 有 □ No 沒有 □	(i) □	(ii) □	(iii) □
(j) Private Equity Fund e.g. Pre-IPO Fund and Project Based Investment Fund 私募股權基金 例如：上市前投資基金和項目投資基金	Yes 有 □ No 沒有 □	Yes 有 □ No 沒有 □	(i) □	(ii) □	(iii) □
(k) Stocks or ETFs (other than leveraged, inverse and derivative based) 股票或交易所買賣基金（以槓桿、反向、衍生工具形式買賣除外）	Yes 有 □ No 沒有 □	Yes 有 □ No 沒有 □	(i) □	(ii) □	(iii) □
(l) Derivatives (not on margin basis) e.g. ETFs (leveraged, inverse and derivative based), Warrants, Callable Bull/ Bear Contracts, Buy Option (Listed / OTC), etc. 衍生工具（非以孖展形式買賣） 例如: 交易所買賣基金（以槓桿、反向、衍生工具槓桿）、窩輪、牛熊證、買入期權（交易所交易/場外交易）等	Yes 有 □ No 沒有 □	Yes 有 □ No 沒有 □	(i) □	(ii) □	(iii) □

[2] According to the examples of "non-complex" and "complex" products posted on the SFC's website, complex bonds are bonds with special features (including, but not limited to, perpetual, subordinated, variable and/or deferral of interest payment terms, extendable maturity dates, convertible/ exchangeable, contingent write down or loss absorption feature, or those with multiple credit support providers and structures and/or bonds comprising one or more special features.
根據證監會網頁指引，複雜債券是指具有某些特點的債券（包括（但不限於）屬永續性質或後償性質的債券，或那些具有浮息或延遲派付利息條款、可延遲到期日，或那些屬可換股或可交換性質或具有或然撇減或彌補虧損特點的債券，或那些具備非單一信貸支持提供者及結構的債券）及／或由一項或以上特點組成的債券。

(m) Derivatives (on margin basis, excluding item (n)) e.g. Sell Option (Listed/OTC), Futures, Swaps, etc. 衍生工具（以孖展形式買賣，項目(n) 所指的產品除外） 例如：沽出期權（交易所交易/場外交易）、期貨、掉期等	Yes 有 □ No 沒有 □	Yes 有 □ No 沒有 □	(i) □	(ii) □	(iii) □
(n) Accumulators/ Decumulators 累積認購期權合約 / 累積認沽期權合約	Yes 有 □ No 沒有 □	Yes 有 □ No 沒有 □	(i) □	(ii) □	(iii) □

Section C: Assessment Result
丙部分：評估結果

	Investment Risk Profile 投資風險取向	Attributes and Risk Preferences 特性及風險偏好
□	**Conservative** **保守型**	Generally speaking, these clients prioritize investment products of low uncertainty on risk or incline to minimize investment loss. 一般而言，這類客戶優先考慮回報較爲穩定的投資產品或偏好最低的投資損失。
□	**Stable** **穩健型**	Generally speaking, these clients are willing to take modest risk so as to achieve returns slightly better than bank deposits. 一般而言，這類客戶願意承擔適度的風險，以獲取比銀行存款稍佳的回報。
□	**Balanced** **平衡型**	Generally speaking, these clients are willing to take a certain degree of risk and/or prefer investment portfolio mixed with products ranging from low to high risk. 一般而言，這類客戶願意承擔一定程度的風險，及/或偏好綜合低至高風險產的投資組合。
□	**Growth** **增長型**	Generally speaking, these clients are willing to accept higher price fluctuation and take relatively higher risk for respectable returns and/or prefer growth-oriented products (which may be complex or sophisticated products) or products of similar risk level. 一般而言，這類客戶願意接受較高的價格波動和承擔相對較高的風險，以獲取可觀回報，及/或偏好增長主導的產品（當中可能包括複雜產品）或類似風險程度的產品。
□	**Aggressive** **進取型**	Generally speaking, these clients are comfortable with maximizing their potential return by investing in very high risk products. Investment values can fluctuate widely and may fall substantially below client's original investment. They are willing to invest in more complex or highly sophisticated products, or products of similar risk level. 一般而言，這類客戶願意投資非常高風險的產品，以獲取最高的潛在回報。投資價值可能會有大幅波動，跌幅有機會使其價格顯著低於客戶原本的投資金額。他們願意投資於較複雜、高度複雜的產品或類似風險程度的產品。

Section D: Net Liquid Assets
丁部分： 流動資產總額

I/We hereby acknowledge that net liquid assets of our company / partnership / trust is estimated to be:
本人 / 吾等確認本公司／合夥／信託的流動資產總額估計爲:

HK$ / 港幣 _____ million / 百萬元。

Section E: Disclaimer
戊部分：免責聲明

This questionnaire and its result is only one of the factors your company may take into account when investing. This should not be regarded as an investment advice, an offer to sell, or a solicitation to buy any financial products. Your company should consider carefully your investment objective and risk tolerance ability and seek independent professional advice before making any investment decision. GTJA accepts no responsibility or liability as to the accuracy or completeness of the information provided by your company in this questionnaire and/or its result(s) arising from such inaccuracies or completeness.

Investors should note that investment involves risks, including the possibility of loss of the entire capital invested, price of investment products may go up as well as down and past performance information presented is not indicative of future performance. Investors should understand the nature and the risks associated with the relevant product before making any investment decision.

Your company should always make your company's own investment decision having regard to your company's financial situation, investment experience, investment objectives, independent professional advice etc.

本問卷和結果只是貴公司考慮投資的其中一個因素。以上並不應被視爲投資建議，要約出售，或徵求購買任何金融產品。貴公司應該仔細考慮貴公司的投資目標及承受風險能力，並尋求獨立專業意見，才作出任何投資決定。國泰君安不會對於本問卷由貴公司提供的資料及/或結果的準確性或完整性和/或由此類不準確性或完整性引起的結果承擔任何責任。

投資者須注意投資涉及風險，包括可能損失全部投資本金，投資產品價格可升亦可跌，而所呈列的過往表現資料並不表示將來亦有類似表現。投資者作出任何投資決定前，應詳細了解該產品的性質和相關風險。

當貴公司作出投資決策前，須考慮貴公司的財務狀況，投資經驗，投資目標，獨立專業意見等因素。

Section F: Client's Declaration
己部分：客戶聲明

☐ I/We hereby declare and agree that all the information given above is complete, true and accurate, and is given to the best of my/our knowledge. I/We acknowledge that any advice or recommendation given to me/us by the representative(s) of GTJA relies upon the basis of information given by me/us. I/We shall inform GTJA immediately if there is any material change on any of the information given.
本人/我們謹此聲明並同意上述所有資料均是完整、真實及準確，並且是盡本人/我們所知而作答。本人/我們確認，任何國泰君安的代表向本人/我們提供之建議或推薦皆基於本人/我們所提供的資料。如果本人/我們所提供資料有任何關鍵性改變，本人/我們會立刻通知國泰君安。

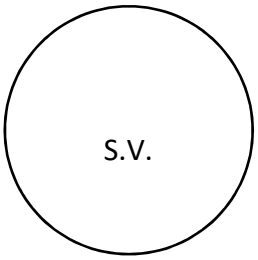
☐ I/We agree and accept the above assessment result of my/our company's risk profile.
本人/我們同意並接受上述評估結果及本人確認同意本問卷評估本公司所屬的投資風險取向。

☐ I/We disagree with the above assessment result and believe that the following risk profile, which is more prudent than the assessment result, is more suitable:
本人/我們不同意上述評估結果，並認爲以下較評估結果更謹慎的風險取向更爲合適：

Reason / 原因: _____

☐ Conservative 保守型	☐ Stable 穩健型	☐ Balanced 平衡型	☐ Growth 增長型

Client's Signature with company chop, if applicable
客戶簽署（公司蓋章），如適用



Name 姓名：

Date 日期：

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Signature of Licensed Person of GTJA
國泰君安證券持牌人簽署

Declaration: I hereby declare and confirm that this questionnaire is duly completed by the client.
聲明：本人謹此聲明及確認此問卷由客戶親自填寫。

Name 姓名：
Date 日期：
CE No. 中央編號：

For Client Onboarding Team

Verification of assigned risk scores and calculation	Maker	Checker
CMS/ABC Input	Maker	Checker