CMS 招商證券國際

CONFIDENTIAL

Client Risk Profiling Questionnaire (Applicable to Individual, Joint, Corporate and Partnership Accounts)

To: ☐ China Merchants Securities (HK) Co., Limited
☐ China Merchants Futures (HK) Co., Limited
☐ CMS Capital (HK) Co., Limited
☐ CMS Asset Management (HK) Co., Limited

This "Client Risk Profiling Questionnaire" ("Questionnaire") is designed to assist China Merchants Securities (HK) Co., Ltd. / China Merchants Futures (HK) Co., Limited / CMS Capital (HK) Co., Limited / CMS Asset Management (HK) Co., Limited (collectively named as "CMSI") in assessing your/your company's investment appetite /risk profile, and considering whether the investment product is suitable for you/your company. This questionnaire only provides indication of your general Investment Appetite / Risk Profile, which may not accurately reflect your actual ability to bear risk and your risk tolerance level. If there is any change in your situation, it is required to refill this questionnaire at any time to update the risk tolerance level.

For individual account holders, this questionnaire should be completed by the account holder. For joint account holders, this questionnaire should be completed by all holders to reflect the agreed investment goals, knowledge and experience reached by the joint holders. For corporate and partnership clients, this questionnaire should be completed by the ultimate holder who is in charge of the account or making investment decisions.

Account Name：	
Account Number：	
Application Status:	☐ New Application ☐ CRPQ Update

Client Status

1. (A) Your annual income (HKD):

☐ ≤ HK$ 200,000
☐ HK$ 200,001 – HK$499,999
☐ HK$ 500,000 – HK$999,999
☐ HK$1,000,000–HK$4,999,999
☐ HK$ 5,000,000 – HK$7,999,999
☐ ≥ HK$ 8,000,000

(B) Your total net asset value (HKD):

☐ <$8,000,000
☐ $8,000,000 - $9,999,999
☐ $10,000,000 - $14,999,999
☐ $15,000,000 - $19,999,999
☐ ≥$20,000,000 please specify: ____

(C) Your total net current asset value – excluding fixed assets (HKD):

☐ <$8,000,000
☐ $8,000,000 - $9,999,999
☐ $10,000,000 - $14,999,999
☐ $15,000,000 - $19,999,999
☐ ≥$20,000,000 please specify: ____

2. Your highest education level:

☐ Primary or below ----------------- 1
☐ Secondary ---------------- 2
☐ Post-secondary ---------------- 3
☐ Non-finance related Degree or above ---------------- 4
☐ Finance Degree or above /equivalent finance professional qualification -----------------5

3. What is the percentage of your income that is generated from investing financial product:

☐ 10% or below -----------------1*
If the above option is √ , client's overall investment appetite will be "Conservative"
☐ 11% - 20% -----------------2
☐ 21% - 30% -----------------3
☐ 31% - 50% -----------------4
☐ 51% or above -----------------5

4. What is the percentage of your liquid net worth that have been invested in non-capital protected structured products and/or derivative products:

☐ > 75% ----------------- 1
☐ 56% - 75% ----------------- 2
☐ 36% - 55% ----------------- 3
☐ 16% - 35% ----------------- 4
☐ < 15% ----------------- 5

5. When facing unexpected circumstances, how many months of general expenses can your current assets cover:

☐ less than 1 month ----------------- 1*
If the above option is √ , client's overall investment appetite will be "Conservative"
☐ 1-3 month ----------------- 2^
^If the above option is √ , client's overall investment appetite will be "Prudent" or below
☐ 3 – 6 month ----------------- 3#
#If the above option is √ , client's overall investment appetite will be "Moderate Aggressive" or below
☐ 6 – 12 month ----------------- 4
☐ more than 12 month ----------------- 5

6. Please indicate the highest level of change in the value of an investment product would be acceptable to you?

☐ (+/-) < 5% ----------------- 1*
If the above option is √ , client's overall investment appetite will be "Conservative"
☐ (+/-) 6% – 10% ----------------- 2^
^If the above option is √ , client's overall investment appetite will be "Prudent" or below
☐ (+/-) 11% - 15% ----------------- 3#
#If the above option is √ , client's overall investment appetite will be "Moderate Aggressive" or below
☐ (+/-) 16% - 30% ----------------- 4
☐ (+/-) > 30% ----------------- 5

7. If your overall investment portfolio falls more than 15%, how you will be affected?

☐ Intolerable ----------------- 1*
If the above option is √ , client's overall investment appetite will be "Conservative"
☐ Moderate impact ----------------- 2^
^If the above option is √ , client's overall investment appetite will be "Prudent" or below
☐ Medium impact ----------------- 3#
#If the above option is √ , client's overall investment appetite will be "Moderate Aggressive" or below
☐ Little impact ----------------- 4
☐ No impact ----------------- 5

8. What is your investment objective?

☐ Capital protection ----------------- 1*
*If the above option is √, client's overall investment appetite will be "Conservative"

☐ Yield enhancement ----------------- 2^
^If the above option is √, client's overall investment appetite will be "Prudent" or below

☐ Stable income and capital growth ----------------- 3#
#If the above option is √, client's overall investment appetite will be "Moderate Aggressive" or below

☐ Gradual long-term capital growth ----------------- 4
☐ Maximize capital growth as soon as possible ----------------- 5

9. What is your investment horizon?

☐ Less than 1 year ----------------- 1
☐ 1 – 3 years ----------------- 2
☐ 4 – 6 years ----------------- 3
☐ 7 – 10 years ----------------- 4
☐ More than 10 years ----------------- 5

10. Only the highest score selected in part A below will be included in the calculation. The maximum score for this question is 5.
(A) Please indicate your investment experience in the below investment products:
(Note: The investment experience should not be less than the previous records (if applicable))

Investment products	Investment experience				
	None, I have never made any investments in this investment product	Less than 1 year	1 to 5 years	6 to 10 years	Over 10 years
Securities 1	☐ ---- 0	☐ ---- 2	☐ ---- 3	☐ ---- 4	☐ ---- 5
Funds 2	☐ ---- 0	☐ ---- 2	☐ ---- 3	☐ ---- 4	☐ ---- 5
Structured Products 3/ Derivative Products 5 (e.g. futures, options, warrants)	☐ ---- 0	☐ ---- 2	☐ ---- 3	☐ ---- 4	☐ ---- 5
Bonds 4	☐ ---- 0	☐ ---- 2	☐ ---- 3	☐ ---- 4	☐ ---- 5

(B) Please indicate your investment experience in specific market groups*:
(Note: Please select one of the below)
☐ Frontier Markets (Countries other than those listed out in "Developed Markets" and " Emerging Markets") and below*
☐ Emerging Markets (e.g., The People's Republic of China / Taiwan / Thailand) and below*
☐ Developed Markets (e.g., Hong Kong / U.S.A. / Japan)
☐ With no investment Experience

(C) You have gained knowledge of derivative product [5] through the following channels:

☐ Yes (3, If "Yes" is selected, please make appropriate selection as shown below and provide relevant details)

☐ Attended relevant training or courses for the nature and risks of derivative product

Name or type of academic or financial institution:

☐ Hong Kong Securities and Investment Institute (HKSI) ☐ CPA Firms ☐ Fund House / Asset Management Company
☐ Universities ☐ Commercial / Investment Banks ☐ Insurance Companies
☐ Brokerage Firms ☐ Professional Education Institution

☐ Obtained any current or previous work experience related to derivative products in brokerage firm, bank, fund house or asset management company, regulatory bodies or stock exchange bodies

Nature of work experience:

☐ Commercial / Investment Banks ☐ Insurance Companies ☐ Brokerage Firms ☐ Fund House /Asset Management Company
☐ Regulatory Bodies (e.g. HKSFC) ☐ Exchange Bodies (e.g. HKEX) / Clearing House

Service period:
☐ *Current* ☐ *1-2 years* ☐ *3-4 years* ☐ *5 years or above*

☐ Obtained prior trading experience in derivative products (i.e. five or more transactions in any derivative products within the past 1 year) including exchange traded or over-the-counter transactions, and understand all the risk of derivative production transaction

Type of entity providing the execution services:
☐ *Commercial / Investment Banks* ☐ *Brokerage Firms* ☐ *Fund House /Asset Management Company*

Type of structured/ derivative product:
☐ *Futures* ☐ *Options* ☐ *Warrants* ☐ *Forwards* ☐ *SWAPS* ☐ *Callable Bull / Bear Contracts (CBBC)*
☐ *Investment product/instrument whose value depends on, or derived from, the value of the underlying asset or index*

☐ No (0, If "No" is selected, Registered Person **has to explain the risk of derivative trading**)

Note:
1. Securities - stocks listed on the main board of the stock exchange/ Growth Enterprise Market
2. Funds - such as mutual funds/ unit trust funds/ closed-end funds/ exchange-traded funds/ non approved hedging/ hedging/ alternative funds
3. Structured products - currency-linked structured products/ credit-linked structured products/ notes/ vouchers/swap contracts/ real estate-linked/ index-linked/ insurance-linked
4. Bonds - such as ordinary bonds/ global bond investment funds/ complex fixed interest products (such as high-yield bonds, including perpetual bonds, subordinated bonds/ bonds with floating interest rates/ deferred interest payment clauses, extendable maturity date/ Convertible, exchangeable nature/ features of making up losses/ bonds with multiple credit enhancements/ high-yield bond funds, etc.)
5. Derivative products - such as derivative products listed on the exchange/ leveraged products (including options, futures, warrants, callable CBBCs)/ over-the-counter derivatives/ leveraged products (including convertible debt and assets exchange options, leveraged certificates, total return swap agreements, derivative products linking fund performance)

*Specific market group classification

Developed Markets
Hong Kong/ Austria/ Australia/ Belgium/ Canada/ Denmark/ Finland/ France/ Germany/ Greece/ Ireland/ Israel/ Italy/Japan/ Luxembourg/ New Zealand/ Norway/ Singapore/ South Korea/ Spain/ Sweden/ Netherlands/Switzerland/ United Kingdom/ U.S.A.

Emerging Markets
The People's Republic of China/ Brazil/ Chile/ Colombia/ Czech Republic/ Egypt/ Hungary/ India/ Indonesia/ Malaysia/ Mexico/ Morocco/ Pakistan/ Peru/ Philippines/ Poland/ Russia/ South Africa/ Taiwan/ Thailand/ Turkey/ United Arab Emirates

Frontier Markets
Countries other than those listed out in "Developed Markets" and " Emerging Markets"

Overall Risk Assessment Result

Overall Assessment Result	**To be declared by client:**
Client's Overall Score: ______________________________ Client's Overall Investment Appetite: __________________ *(Note 1: Please fill in the relevant Category with reference to the above table entitled "Investment Appetite / Risk Profile")* *(Note 2: The Overall Investment Appetite / Risk Profile of a client will be "Conservative" if certain option is checked in Questions 3/5/6/7/8 above.)* *(Note 3: Please count the score carefully.)*	Are you or any of the ultimate beneficial holders is 65 years old or above? Yes ☐ No ☐ *(Please note that the Overall Investment Appetite / Risk Profile of a client should be "Conservative" if his/her age is 65 or above unless client has signed the "Declaration Form for Vulnerable Client".)*

Investment Appetite/ Risk Profile	Explanation
Speculative (above 40)	Willing to take significant risk to increase potential for higher returns
Aggressive (31 - 39)	Willing to take high risks to enhance potential return of investment
Moderate Aggressive (23 - 30)	Willing to take some risks to enhance potential return of investment
Prudent (14 - 22)	Adverse to risk, or just willing to accept small price fluctuation to enhance potential return of investment, which is slightly better than bank deposits
Conservative (13 or below)	Very adverse to risk

Client's Acknowledgement and Signature

Disclaimer:

All advice is based on the information provided by clients to CMSI. The advice put forward in response to the needs discussed in this questionnaire, as well as the clients' attitudes towards risks, are intended solely as a reference to help clients make their personal investment decisions. Any risk profile is assessed based on the information provided by the client to CMSI. If a client fails to provide complete, accurate and up-to-date information, it may affect CMSI's assessment on the client's risk profile, as well as the advice and investment recommendation offers.

This questionnaire and the results are for reference only and should not be regarded as investment advice on, an offer to sell, or a solicitation for an offer to purchase any investment product. We accept no responsibility or liability as to the accuracy or completeness of the information provided in this questionnaire and the results.

Investors should note that investment involves risks (including the possibility of loss of the capital invested), price of investment product 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 product before making any investment decision.

You should always make your own investment decision having regard to your financial situation, investment experience, investment objectives, etc. We will assist in explaining whether a product is suitable for you according to the said factors.

This questionnaire is issued in both English and Chinese. The English version shall prevail in case of inconsistencies.

Acknowledgment by Client:

I/ We, the undersigned, confirm that the information contained in this questionnaire is true and accurate. Unless CMSI ("your Company") receives notice in writing of any change from me/us, your Company is entitled to rely fully on such information and representations for any purpose.

I/we have also noticed my evaluated and indicated risk result from this questionnaire.

I/we have received a copy of this questionnaire that has been duly completed and signed by me/us. (Not applicable to telephone instructions)

☐ I/ We agree with and accept the above assessment of my/our **investment appetite / risk profile**.

Or

☐ I/ We disagree with the above assessment and my/our **investment appetite / risk profile*** should be : _________________ (downgrade only)

(*If the client disagrees with his/its rating, please change it and initial besides the change, but client may only downgrade his/its investment appetite / risk profile. Under no circumstances may the client upgrade his/its investment appetite / risk profile.)

Client's Signature:
Client's Name:
Date:
(Note: For non-individual account, "Client's signature" shall be same as authorized signatory(ies) as stated in the signing mandate.)

Name of Registered Person and CE Number:

Applicable to Phone Instruction

Recording date and time:	Extension:

Explanation of Derivative Product Trading Risk

Applicable to Explanation In Person

Acknowledgment by Client

I/We hereby declare and confirm that CMSI has provided and explained to me/us the risks associated with the derivatives product transaction, and has also reminded me/us that I must ensure that I/We have the sufficient knowledge and experience before trading derivatives product. I/We have carefully read, understood and accepted the relevant terms and all related risks of derivatives trading.

Client's Signature:
Client's Name:
Date:
(Note: For non-individual account, "Client's signature" shall be same as authorized signatory(ies) as stated in the signing mandate

Acknowledgment by Registered Person

I confirm the above customer that before trading derivative products, they must ensure that they have sufficient relevant knowledge and investment experience regarding options / derivative warrants / bull-bear rights / others: (please specify: ______________________________) ** **(**Please delete as appropriate)**, and I have disclosed and explained the risk of transaction to the above-mentioned customers.

Name of Registered Person and CE Number:

Applicable to Phone Instruction

Acknowledgment by Registered Person

I confirm the above client that before trading derivative products, they must ensure that they have sufficient relevant knowledge and investment experience regarding options / derivative warrants / bull-bear rights / others: (please specify: ______________________________) ** **(**Please delete as appropriate),** and I have disclosed and explained the risk of transaction to the above-mentioned client. The relevant disclosures and explanations have been recorded and saved over the phone.

Name of Registered Person and CE Number:

Recording date and time:	Extension:

For Internal Use Only	
Registered Person Signature: ______________________________________ Name and CE Number: Date:	Checker Signature: ______________________________________ Name of the Checker: Date:

Internal Comments (This section is mandatory if CRPQ is amended or updated)
Comments: Registered Person   ____ Name and CE Number: Date: Comments: Responsible Officer(RO)   ____ Name and CE Number: Date:
<u>Remarks:</u>