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**金馬證券有限公司**  
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## Client's Investment Risk Profile Questionnaire 客戶投資風險狀況問卷

Name of Account  
帳戶名稱

Account Number  
帳戶號碼

Note 註: Please tick ✓ the appropriate box. 請於適當空格內加上剔✓號。

This questionnaire aims at assessing your general risk tolerance and investment aptitude in order to assist you in making investment decisions and assist Goldhorse Securities Limited ("GHSL") in understanding your investment objectives and needs.

此問卷的主要目的是為幫助評估閣下的一般承受風險能力及投資取向，以協助閣下作出投資決定及協助金馬證券有限公司(下稱「金馬證券」)了解閣下的投資目標及需要。

### NOTES TO CLIENTS 客戶注意事項

- For Joint Account 對於聯名帳戶:**  
Each joint account holder is required to complete this questionnaire separately. The lowest risk aptitude rating for the joint account holder would be adopted as the investor risk profile for the relevant joint account.  
每位聯名帳戶持有人必須分別完成此問卷。聯名戶口持有人的最低風險取向評分會被採納為該聯名帳戶的投資風險狀況。
- For Corporate Account 對於企業帳戶:**  
The investment risk profile of the account is conducted based on the information provided by the authorized person under the account opening form.  
帳戶之投資風險狀況是根據帳戶開戶表格下之獲授權人士所提供的資料進行。
- Please note that if you do not provide a complete and accurate disclosure of your existing financial situation, investment experience and/or investment objectives in this questionnaire, GHSL would not be able to assess your suitability for the financial products or services.**  
請注意，若閣下在此問卷中未能就閣下現時財政狀況、投資經驗及/或投資目標提供完整及準確的披露，金馬證券將不能夠評估閣下對金融產品或服務的合適性。
- GHSL recommends that you review your financial situation, investment experience and/or investment objectives on a regular basis or whenever your financial situation and/or personal circumstance is changed. Please feel free to contact GHSL if you wish to review or update the information set out in this questionnaire.**  
金馬證券建議閣下定期或在閣下的財政狀況及/或個人情況出現變更時，審視閣下的財務狀況、投資經驗及/或投資目標。如閣下欲審視或更新此問卷內的資料，請隨時聯絡金馬證券。
- In order to enhance customer protections, if you do not have any investment experience and are 70 years old or above and/or with education level of primary or below; or have difficulty in understanding the product(s) you intend to invest in, and the risks involved, you are recommended to take one of the following protective measures: (a) To have an additional staff of GHSL to handle the investment sales process; (b) To bring along your companion, who is from 18 to 64 years old; with education level of secondary or above; and with sufficient investment knowledge or experience, to witness the sales process; or (c) To seek independent third party or professional advice.**  
為加強對客戶的保障，如閣下沒有任何投資經驗，並屬於 70 歲或以上及/或教育程度為小學或以下，或可能難以理解閣下擬投資的產品及所涉及的風險，金馬證券建議閣下採取以下其中一項保護措施：(a) 讓多一位金馬證券職員去處理該投資銷售程序；(b) 攜同一位 18-64 歲；教育程度為中學或以上；及擁有充足投資知識或經驗的親友參與見證銷售程序；或 (c) 尋求獨立的第三方或專業意見。

To complete this questionnaire, please fill in Section 1 and Section 2 below.  
請填寫以下第一部分和第二部分以完成此問卷。

### DISCLAIMERS 免責聲明

- This questionnaire and its results should be used only as a reference in making your own investment decisions, should not be regarded as any offer to buy, sell and/or solicit any financial products and services and should not be considered as any investment advice. The results of this questionnaire are derived from the information provided to GHSL by you. GHSL accepts no responsibility or liability as to the accuracy or completeness of such information and the results of this questionnaire.**  
此問卷及其結果僅應作為閣下作出投資決定的參考，不應被視為購買、出售及/或招攬任何金融產品及服務的要約，也不應被視為任何投資建議。此問卷的結果來自閣下提供給金馬證券的資料。金馬證券對此類信息及問卷結果的準確性或完整性不承擔任何責任或義務。
- Your preference and investment decision may be different from the results of this questionnaire. Before making any investment decision, you should fully understand the risks and returns of the relevant financial product, determine that the investment is consistent with your financial situation, investment knowledge and experience and investment objectives and that you are able to accept all risks.**  
閣下的偏好和投資決定可能與此問卷的結果有所不同。在作出任何投資決定前，閣下應充分了解相關金融產品的風險和收益，確定該投資與閣下的財務狀況、投資知識和經驗以及投資目標相一致，並能夠接受所有風險。
- Information collected in this questionnaire shall be kept confidential by GHSL. The information may be used by GHSL for the purposes set out in the Personal Information Collection Statement of the Client Agreement that has been provided to you.**  
此問卷收集的資料將由金馬證券予以保密。金馬證券可能會按已提供予閣下的客戶協議內個人資料收集聲明所載的目的使用。

**Section 1: Qualitative Assessment**

第一部份: 定性評估

PLEASE SELECT (✓) THE MOST APPROPRIATE ANSWER. 請選擇(✓)最合適的答案	
1.1	Which age group do you belong to? 閣下屬於哪一個年齡組別? <input type="checkbox"/> 18-34 <input type="checkbox"/> 35-44 <input type="checkbox"/> 45-54 <input type="checkbox"/> 55-64 <input type="checkbox"/> 65-69 <input type="checkbox"/> ≥ 70 (Vulnerable Client Form is required 需填弱勢客戶表格)
1.2	What is your highest level of education? 閣下的最高教育程度是? <input type="checkbox"/> Primary or below 小學或以下 <input type="checkbox"/> Secondary 中學 <input type="checkbox"/> Post-secondary 大專 <input type="checkbox"/> University or above 大學或以上 <input type="checkbox"/> Holder of professional qualification(s) such as Certified Financial Planner (“CFP”), Chartered Financial Analyst (“CFA”) and/or Certified Public Accountant (“CPA”) (if applicable) 持有專業資格，如認可財務策劃師、特許金融分析師及/或註冊會計師(如適用)
1.3	What is the approximate amount of your total net liquid assets* (i.e. liquid assets – liquid liabilities)? 閣下的淨流動資產*總額約是多少(即流動資產 – 流動負債)?  *Liquid assets are assets which may be turned easily into cash, such as cash, money in bank accounts, savings deposits, time deposits, cash value of insurance policies, etc. *流動資產是指可以輕易轉換為現金的資產，如現金、銀行存款、儲蓄存款、定期存款、保險現金值等。  HK\$港幣 _____

**Section 2: Quantitative Assessment**

第二部份: 定量評估

PLEASE SELECT (✓) THE MOST APPROPRIATE ANSWER. 請選擇(✓)最合適的答案		SCORE 分數
2.1	Individual/joint account client: How many month(s) can your savings meet your basic family expenses? 個人/聯名客戶：閣下的儲蓄金額大約可應付多少個月的家庭基本開支? Corporate client: How many months can your current working capital (current assets minus current liabilities) meet your company's expenses? 企業客戶：閣下的流動營運資本(流動資產減去流動負債)大約可應付多少個月的公司開支? <input type="checkbox"/> ≤ 3 <input type="checkbox"/> 4 – 6 <input type="checkbox"/> 7 – 9 <input type="checkbox"/> 10 – 12 <input type="checkbox"/> > 12	1 2 3 4 5
2.2	How many year(s) of experience do you have in relation to the investment product(s) with price fluctuation (including “buy and hold” and active trading)? 閣下有多少年投資於價值波動投資產品的經驗(包括長期持有及頻繁交易)? (Note: Investment product(s) with price fluctuation may include stocks, unit trusts, foreign currencies, commodities, structured products, warrants, options, futures, investment-linked insurance plans, etc.) (註: 價值會波動投資產品可包括股票、單位信託基金、外幣、商品、結構性產品、認股權證(俗稱「窩輪」)、期權、期貨、投資相連保單等。) <input type="checkbox"/> No experience 沒有經驗 <input type="checkbox"/> < 1 <input type="checkbox"/> 1 – 3 <input type="checkbox"/> > 3	0 1 3 5
2.3	In the past one year, which of the following investment product(s) did you hold or purchase? (You may have more than 1 choice.) 在過去一年內，閣下曾持有或購買以下哪些投資產品? (閣下可選擇多於一項。) <input type="checkbox"/> Cash, deposit, certificate of deposit, capital protected products, bonds or bond funds 現金、存款、存款證、保本產品、債券或債券基金 <input type="checkbox"/> Developed markets equity funds or stocks (e.g. Europe, US, Japan, Hong Kong, etc) or developing market/emerging market equity funds or stocks (e.g. China, Eastern Europe, etc) 已發展市場股票基金或股票(例如：歐洲、美國、日本、香港等)或發展中市場/新興市場股票基金或股票(例如：中國、東歐等) <input type="checkbox"/> Hedge fund, foreign exchange (margin account), or derivative products (e.g. options, futures, warrants, callable bull/bear contracts, swap contracts or structured products (e.g. currency-linked, equity-linked and credit-linked instruments, etc.)) 對沖基金、外匯(保證金帳戶)、或衍生工具(例如：期權、期貨、認股權證(俗稱「窩輪」)、牛熊證、掉期合約或結構性產品(例如：外幣掛鉤、股票掛鉤、信用掛鉤工具等))	1 3 5

2.4	<p>During the past one year, how many derivative products' transactions did you execute? 在過去一年，閣下曾執行過多少次衍生產品交易？</p> <p><input type="checkbox"/> 0</p> <p><input type="checkbox"/> 1 to 5</p> <p><input type="checkbox"/> 6 to 10</p> <p><input type="checkbox"/> &gt; 10</p>	<p>0</p> <p>1</p> <p>3</p> <p>5</p>
2.5	<p>In an ideal case, what percentage of your assets would you invest in the investment product(s) that contain market risk? (Market risk is the risk of losses on investment product(s) caused by adverse price movements.) 在理想情況下，閣下會將多少百分比的資產投資於包含市場風險？ (市場風險是投資產品因不利的價格變動而遭受損失的風險。)</p> <p><input type="checkbox"/> ≤ 10%</p> <p><input type="checkbox"/> 11% – 30%</p> <p><input type="checkbox"/> 31% – 50%</p> <p><input type="checkbox"/> 51% – 70%</p> <p><input type="checkbox"/> &gt; 70%</p>	<p>1</p> <p>2</p> <p>3</p> <p>4</p> <p>5</p>
2.6	<p>Which of the following statement would best describe your attitude towards investment risk? 以下哪句最能描述閣下對投資風險的態度？</p> <p><input type="checkbox"/> You are very concerned about price volatility and prefer to have a low return in order to avoid all the risk. 閣下非常關注價格波幅，寧願接受低回報來避免所有風險。</p> <p><input type="checkbox"/> You have concern about price volatility and prefer to have less return in order to avoid most of the risk. 閣下關注價格波幅，寧願以較少的回報來避免大部份風險。</p> <p><input type="checkbox"/> You are willing to accept price volatility with a reasonable return. 閣下願意接受價格波幅以換取合理的回報。</p> <p><input type="checkbox"/> You are willing to accept higher price volatility as long as the return is attractive. 閣下在回報吸引的情況下願意接受較高的價格波幅。</p> <p><input type="checkbox"/> You are willing to tolerate very high price volatility in order to maximize return. 閣下願意承受極高的價格波幅以追求最大的回報。</p>	<p>1</p> <p>2</p> <p>3</p> <p>4</p> <p>5</p>
2.7	<p>For all your current investments, what percentage of your assets are low-risk investments (such as saving deposits, time deposits, cash value of insurance product(s), bonds, etc., excluding self-owned property(ies))? 對於閣下現時所有投資，低風險投資(例如：儲蓄存款、定期存款、保險產品的現金價值、債券等，自置物業除外)佔閣下資產中的百分比是多少？</p> <p><input type="checkbox"/> &gt; 70%</p> <p><input type="checkbox"/> 51% – 70%</p> <p><input type="checkbox"/> 31% – 50%</p> <p><input type="checkbox"/> 11% – 30%</p> <p><input type="checkbox"/> ≤ 10%</p>	<p>1</p> <p>2</p> <p>3</p> <p>4</p> <p>5</p>
2.8	<p>How volatile investment products are you willing to invest in? 閣下願意投資於波幅程度多大的投資產品？</p> <p><input type="checkbox"/> 0%</p> <p><input type="checkbox"/> -15% - +15%</p> <p><input type="checkbox"/> -30% - +30%</p> <p><input type="checkbox"/> &gt; ± 30%</p>	<p>0</p> <p>1</p> <p>3</p> <p>5</p>
2.9	<p>What degree of losses are you willing to take for your investment portfolio? 閣下願意為其投資組合承擔多大程度的損失？</p> <p><input type="checkbox"/> ≤ 10%</p> <p><input type="checkbox"/> 11% – 30%</p> <p><input type="checkbox"/> 31% – 50%</p> <p><input type="checkbox"/> 51% – 70%</p> <p><input type="checkbox"/> &gt; 70%</p>	<p>1</p> <p>2</p> <p>3</p> <p>4</p> <p>5</p>
2.10	<p>Assuming that the yearly return of your investments over the past 5 years would be 8% to 10%, if your investments have a loss of around 30% this year, and the picture in the global economy remains uncertain, what would you do? 假設閣下投資於過去 5 年的回報為每年 8%至 10%，惟閣下投資今年損失了近 30%，而後市又不明朗，閣下會怎樣做？</p> <p><input type="checkbox"/> Sell all investments now. 即時賣出全部投資。</p> <p><input type="checkbox"/> Sell more than 50% of the investments, but not all now. 即時賣出多於 50%投資，但不是全部。</p> <p><input type="checkbox"/> Sell not more than 50% of the investments now. 即時賣出不多於 50%投資。</p> <p><input type="checkbox"/> Take no immediate action. Keep unchanged. 不作任何即時行動，維持不變。</p> <p><input type="checkbox"/> Take the profit now but might be buying investments then in the down market. 會即時套現獲利，並可能會於逆市時再買入投資。</p>	<p>1</p> <p>2</p> <p>3</p> <p>4</p> <p>5</p>
2.11	<p>It is generally true that the longer the investment horizon, the higher the risk an investor can tolerate. What time horizon would you 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，閣下會願意接受下列哪項投資年期？</p> <p><input type="checkbox"/> ≤ 1 year 年</p> <p><input type="checkbox"/> 2-4 years 年</p> <p><input type="checkbox"/> 5-7 years 年</p> <p><input type="checkbox"/> 8-10 years 年</p> <p><input type="checkbox"/> &gt; 10 years 年</p>	<p>1</p> <p>2</p> <p>3</p> <p>4</p> <p>5</p>

2.12	Assuming that you need to liquidate a significant portion of your investments immediately for a special situation (e.g. purchase of property, college tuition payment, substantial medical expenses, retirement, etc.) in the next year, what would you do? 假如在來年閣下遇到特殊情況(例如：置業、重大醫療開支、退休等)，需要由閣下的投資中即時套現投資項目去應付，閣下會如何？	
<input type="checkbox"/>	Liquidate all investments. 將全部投資項目套現。	1
<input type="checkbox"/>	Liquidate more than 50% of the investments but not all. 套現超過 50%投資項目，但不是全部。	2
<input type="checkbox"/>	Liquidate 30%-50% of the investments. 將 30%-50%投資項目套現。	3
<input type="checkbox"/>	Liquidate not more than 30% of the investments. 將不多於 30%投資項目套現。	4
<input type="checkbox"/>	Take no action. 不作任何行動。	5

**Section 3: Investment Risk Profile Summary (To be completed by Staff of GHSL)**

第三部份: 投資風險狀況總結 (由金馬證券職員填寫)

Assessment Results / Comments 評估結果 / 意見	
3.1	Your Investment Risk Profile is 客戶可承擔的投資風險程度為: <input type="checkbox"/> Conservative 保守型 <input type="checkbox"/> Moderately Conservative 中度保守型 <input type="checkbox"/> Balanced 平衡型 <input type="checkbox"/> Moderately Aggressive 中度進取型 <input type="checkbox"/> Aggressive 進取型
3.2	Owing to the following reason(s), you are considered to be a vulnerable client: 基於以下原因，客戶被界定為弱勢社群客戶: <input type="checkbox"/> With age of 65 or above without any investment experience 65 歲或以上沒有任何投資經驗 <input type="checkbox"/> With education level of primary school or below without any investment experience 小學或以下的教育程度而沒有任何投資經驗 <input type="checkbox"/> Visually Impaired 視障人士

Risk Profile Analysis as Compared to Risk Level of Investment Products 投資產品風險級別與風險取向分析之對比		
Investment Risk Profile 投資風險程度	Score 分數	Risk Profile Analysis 風險取向分析
Conservative 保守型	≤ 12	You can only tolerate little price and value fluctuations (i.e. investment risk) for your investment. You also realize that your investment choices may not earn return high enough to match inflation rates in the long run. Nevertheless, you prefer investment products with no or very little price fluctuations. 閣下可承受少量價格及市值波動(即投資風險)。儘管閣下亦明白閣下的投資選擇所帶來的回報長遠未必能高於通脹率，閣下仍選擇沒有價格波動或波動較低之投資產品。
Moderately Conservative 中度保守型	13-24	You can tolerate some price and value fluctuations in order to achieve higher return. However, you do not prefer investment products with wide range of price fluctuations. Moreover, you do not prefer to have a large percentage of risky assets in your portfolios. Your expectation is to have investment returns that keep up with inflation in the long run. 閣下可承受一些價格及市值波動以換取較高回報，但閣下並不接受價格波動程度較大的投資產品。此外，閣下並不希望閣下的投資組合持有大比重的具風險資產。閣下期望投資回報長遠能趕上通脹。
Balanced 平衡型	25-36	You can tolerate a wide range of price and value fluctuations. You are also willing to have risky assets in your portfolio. By accepting investment products with medium level of investment risk, you hope to achieve a higher investment return that can beat inflation by a meaningful margin in the long run. 閣下可承受較大的價格及市值波動程度。閣下願意投資組合內持有具風險之資產。閣下接受中度投資風險的投資產品，從而希望長遠能獲取明顯高於通脹的回報。
Moderately Aggressive 中度進取型	37-48	You can tolerate a relatively high level of investment risk and are willing to accept a high price and value fluctuations in order to increase your return. You accept that such a risk is necessary to earn higher return in the long run. 閣下可承受較高的投資風險及願意接受高的價格及市值波動來增加回報。閣下接受必需以較高風險換取長遠較高回報。
Aggressive 進取型	49-60	You can tolerate high level of investment risk and are willing to accept a very high price and value fluctuations in order to maximize your return. You accept that such a high risk is necessary to maximize return in the long run. 閣下可承受高度投資風險及願意接受很高的價格及市值波動來換取最高的回報。閣下接受必需以高風險換取長遠最高的回報。

#### Section 4: Confirmation and Declaration by Client

##### 第四部份: 客戶確認與聲明

- 4.1 I, the undersigned, hereby confirm that contents of this questionnaire, the investment risk profile and the risk profile analysis have been explained to me in a language of my choice (English or Chinese).  
本人(即下方簽署人)在此確認此問卷的內容、投資風險狀況及風險狀況分析均按本人所選擇的語言(英文或中文)向本人作出解釋。
- 4.2 I have been invited to read questions in this questionnaire as well as the disclaimers carefully, to ask questions and to take independent advice if I wish. I understand that I may also discuss my investment planning and the portfolio with a licensed representative of GHSL.  
本人應邀仔細閱讀了此問卷內的問題及免責聲明, 並提出問題和徵求獨立意見(如本人有此意願)。本人明白亦可與金馬證券的持牌人員討論本人的投資計劃及組合。
- 4.3 I hereby affirm that all the answers to this questionnaire reflect my current financial situation, investment knowledge and experience as well as investment objectives and they are up-to-date, complete and accurate to the best of my knowledge. I undertake to inform GHSL about any changes in the above-mentioned information.  
本人在此確認此問卷答案反映了本人現時的財務狀況、投資知識和經驗及投資目標, 此問卷答案就本人所知屬最新、完整和準確。如上述資料有任何改變, 本人承諾通知金馬證券。
- 4.4 I understand that by filling in this questionnaire incorrectly, GHSL will not be able to assess the suitability of the requested service. I hereby confirm that I fully understand and agree the results of this investment risk profile.  
本人明白如不正確地填寫此問卷, 金馬證券將不能夠評估所需服務對本人的適合性。本人在此確認本人完全明白及同意此投資風險狀況的結果。
- 4.5 I acknowledge that (i) this questionnaire and its results only serve as a reference in making my own investment decisions and should not be regarded as any offer to buy, sell and/or solicit any financial products and services and should not be considered as investment advice; (ii) the results of this questionnaire are derived from the information provided to GHSL by me; (iii) GHSL accepts no responsibility or liability as to the accuracy or completeness of such information and the results of this questionnaire; and (iv) before making any investment decision, I should fully understand the risks and returns of the relevant financial product, determine that the investment is consistent with my financial situation, investment knowledge and experience and investment objectives and that I am able to accept all risks.  
本人確認 (i) 此問卷及其結果僅應作為閣下作出投資決定的參考, 不應被視為購買、出售及/或招攬任何金融產品及服務的要約, 也不應被視為任何投資建議; (ii) 此問卷的分析結果乃根據本人向金馬證券提供的資料所得; (iii) 金馬證券不會為該等資料的準確性或完整性及問卷結果負上任何責任; 及 (iv) 在作出任何投資決定前, 本人應充分了解相關金融產品的風險和收益, 確定該投資與本人的財務狀況、投資知識和經驗以及投資目標相一致, 並能夠接受所有風險。
- 4.6 I acknowledge that if there is a discrepancy between the English and Chinese versions of this document, the English version shall prevail.  
本人確認此文件之中英文本如有歧異, 會以英文本為準。

Client's Signature 客戶簽署

Date 日期

#### SFC Licensed Representative's Declaration 證監會持牌代表聲明

I, the undersigned, confirm that the contents of this questionnaire, the investment risk profile and the risk profile analysis have been explained to the client in a language of the Client's choice (English or Chinese). I have also explained and invited the client to read the disclaimers, ask questions and take independent advice if the client wishes.

本人, 即下方簽署人, 確認已按照客戶所選擇的語言(英文或中文)向客戶解釋此問卷的內容、投資風險狀況及風險狀況分析。本人已解釋並邀請客戶閱讀免責聲明、提出問題及徵求獨立意見(如客戶有此意願)。

簽署

Name of SFC Licensed Representative 證監會持牌代表姓名

SFC C.E. Number 證監會中央編號

Date 日期

Mode of Declaration 聲明方式

Time and/or Extension 時間及/或內線 (if applicable 如適用)

Face-to-Face 面對面  Telephone 電話

Account Opening Application 開戶程式