

Client Name 客户名称	Account Number 账户号码
---------------------	------------------------

Please answer the following questions. They will help you understand your attitude to risk.
请回答下列问题，这些问题可以帮助您了解自己对于投资风险的态度。

Important:

The questions in this section are set for the purpose of roughly assessing your attitude to risk and your risk tolerance in investment. There is no direct relationship between the questions asked in this section and the actual performance of any investments you may decide to purchase.

请注意:

此部份之问题是大概评估您对风险的态度及对投资风险的承受程度而设。这些问题与您可能进行的投资及其实际表现没有直接关系。

(1)	How many years of investment experience do you have? 您有多少年的投资经验?
<input type="checkbox"/>	[1] Less than 1 year 1 年以下
<input type="checkbox"/>	[2] 1 - 5 years 1 至 5 年
<input type="checkbox"/>	[3] 6 - 10 years 6 至 10 年
<input type="checkbox"/>	[4] Over 10 years 10 年以上
(2a)	Have you ever invested in any investment instruments as listed in Question 2b below before? 您曾否投资在问题 2b 中列出的投资工具?
<input type="checkbox"/>	[0] Yes (Please answer question No. 2b) 是 (请回答问题 2b)
<input type="checkbox"/>	[1] No (Please answer question No. 3) 否 (请回答问题 3)
(2b)	What kind of investment instruments have you invested in? (You can select more than one option if appropriate.) 您曾经投资在甚么投资工具之上?(如适用, 可以选择多于一项。)
<input type="checkbox"/>	[1] Bond 债券
<input type="checkbox"/>	[2] Mutual Fund/Unit Trust 互惠基金/单位信托基金
<input type="checkbox"/>	[3] Stock 股票
<input type="checkbox"/>	[4] Derivative 衍生工具
Remark:	The score for this question equals to the highest score among the selected options e.g. If a client selected both "Mutual Fund/Unit Trust" and "stock". His/her score for this question is 3.
备注:	本题的分數等于所有客人选择的项目中分數最高一项的分數, 举例: 客人选择了「互惠基金/单位信托基金」和「股票」, 客人本题的分數就是 3 分。
(3)	When it comes to investing, you would describe yourself as: 在投资方面, 您会形容自己是:
<input type="checkbox"/>	[1] Inexperienced 毫无经验
<input type="checkbox"/>	[2] Somewhat inexperienced 经验不足
<input type="checkbox"/>	[3] Somewhat experienced 略具经验
<input type="checkbox"/>	[4] Very experienced 经验丰富
(4)	What would be the maximum loss you would feel acceptable? (bear in mind that the more risk associated with an investment the greater the potential for return) 您可承受的最大损失是多少?(请紧记潜在投资回报愈高, 风险亦愈高)
<input type="checkbox"/>	[1] Will try as far as possible to avoid any capital loss, even if this impacts negatively on the potential return. 在可能的情况下尽量避免任何资本上的损失, 就算这对潜在回报产生负面影响。
<input type="checkbox"/>	[2] Wish to minimize capital loss, maximum acceptable loss is 10%. 希望将资本损失减至最低, 可承受最多 10% 的损失。
<input type="checkbox"/>	[3] Can tolerate some capital loss in order to improve potential returns, maximum acceptable loss is 20%. 可容许某程度上的资本损失以改善潜在回报, 可承受最多 20% 的损失。
<input type="checkbox"/>	[4] Can tolerate more capital loss in order to maximize potential investment returns, I can accept a loss of 30% or more. 可容许较多的资本损失以提高潜在回报, 可承受 30% 或以上的损失。
(5)	What is your current investment objective? 您现时的投资目标是什么?
<input type="checkbox"/>	[1] Security of capital is the most important. 保存资本是最重要的。
<input type="checkbox"/>	[2] Balance between security and growth of capital, but security of capital is more important. 保存资本及资本增值都重要, 但较着重保存资本。
<input type="checkbox"/>	[3] Balance between security and growth of capital, but growth of capital is more important. 保存资本及资本增值都重要, 但较着重资本增值。
<input type="checkbox"/>	[4] Growth of capital is important. 资本增值是最重要的。
(6)	In normal market conditions, what return do you expect from your investments? 在正常市况下, 您预期您的投资可带来多少回报?
<input type="checkbox"/>	[1] 0 ~ 4% per annum 每年 0 ~ 4%
<input type="checkbox"/>	[2] 5 ~ 9% per annum 每年 5 ~ 9%
<input type="checkbox"/>	[3] 10 ~ 15% per annum 每年 10 ~ 15%
<input type="checkbox"/>	[4] Over 15% per annum 每年超过 15%

(7) If you had purchased a stock with a 5 year time frame and after only 1 year the investment had appreciated by 30%, what would you do?
假如您购买了一只股票并打算持有五年，在首年投资后便已升值 30%，那您会怎样做？

[1] Sell the investment to realize the gain.
沽出该项投资将利润套现。

[2] Sell part of the investment while still betting the rest on the potential performance of the investment.
套现一部份又继续持有部份投资以求赚取更大回报。

[3] Hold the investment to see if it continues to produce good returns.
继续持有投资，留意会否持续有可观回报。

[4] Buy more shares of the stock to take advantage of further potential.
购入更多该公司的股份以求赚取更大回报。

(8) If you have spare money to invest, you will :
假如您有多余的金钱可供投资，您会：

[1] Have no idea what to do with it.
完全不知道怎样做。

[2] Have a few ideas but require guidance.
有些主意但需要指引。

[3] Have a few ideas and does not require any guidance.
有些主意及不需要任何指引。

[4] Feel totally confident to make your investment decision.
完全对自己的投资选择有信心。

(9) Which of the following would be considered the most risky investment you would probably make?
以下哪一项是您认为是可能作出最具风险的投资？

[1] Deposit money in bank saving account.
将金钱存放于银行储蓄账户内。

[2] Invest in investment grade bonds.
投资于投资级别的债券。

[3] Invest in shares, mutual funds and unit trusts.
投资于股票、互惠基金及单位信托基金。

[4] Buy futures contracts, warrants and options etc.
买一份期货合约、窝轮或期权等。

(10) Have you ever thought that you would like to invest into a high risk, highly volatile investment for the possibility of high returns?
您曾否考虑过投资高风险及高波幅的投资项目以求赚取可能出现的高额回报？

[1] Never
从不

[2] Rarely, would be a bit of a gamble.
绝少，只当作赌博。

[3] Sometimes
偶尔

[4] Always
经常

Finally, sum up the score from each question and you'll have the final score, please refer to below risk profile from which you will roughly learn your risk level.
最后，把所有问题的得分加起来，得出总分，再对照下方「承受风险特性」列表，便可大概了解您承受风险的特性。

Please refer to the table below for explanation of Risk Level 请参阅以下之「承受风险特性」列表	Final Score 总分	Risk Level 「风险承受能力」值	Total Score 总分
Preservation 保本	10 ~ 14 points 分	<input type="checkbox"/> (1)	
Conservative 稳健	15 ~ 22 points 分	<input type="checkbox"/> (2)	
Balanced 均衡	23 ~ 30 points 分	<input type="checkbox"/> (3)	
Growth 增长	31 ~ 36 points 分	<input type="checkbox"/> (4)	
Aggressive 进取	37 ~ 40 points 分	<input type="checkbox"/> (5)	

Explanation of Risk Level 承受风险特性

Preservation 保本

This portfolio aims at preserving capital – so keeping risks to a minimum level is more important than high returns. The portfolio may consists mainly of cash-type mutual funds aimed at generating a steady income stream. This portfolio should be suitable for those investors who want access to their capital within the next two years, or those who are close to retirement and do not wish to take undue risks on their portfolio.

这类投资组合旨在保本，因此减低风险较争取高回报更为重要。投资组合可能主要包括现金类别基金，旨在赚取稳定收入。这类投资组合应该适合有意在未来两年内提取资本的投资者，或快将退休及不愿承受过高风险的投资者。

Conservative 稳健

This portfolio is designed for investors who can accept a controlled level of risk, whilst offering a steady income stream. Although there may still be a higher weighting towards cash and fixed income investments, the expected return is higher than that of the preservation portfolio due to the higher exposure to equities, etc. This portfolio should be suitable for investors who have less than five years left to retirement and wish to generate steady returns with low volatility to their portfolio.

这类投资组合适合可承受有限程度的风险的投资者，并提供稳定收入。尽管现金与定息投资的比重可能仍然偏高，但由于股票等所占的比重较保本投资组合为高，故预期回报亦较高。这类投资组合应该适合将于5年内退休及希望透过波幅较低的投资组合去赚取稳定回报的投资者。

Balanced 均衡

This portfolio balances the weighting between equities and fixed income investments, providing investors with both growth potential and steady income from their portfolios. Although the expected growth of the portfolio will generally be less than the equity indices, the volatility is expected to be reduced as well. This makes it comparatively ideal for investors who wish to participate in equities market with a reduced level of risk.

这类投资组合的股票与定息投资的比重均衡，投资组合具备资本增值潜力，同时可提供稳定收入。尽管投资组合的预计增长一般较股票指数为低，但预期的波幅亦较小。因此，这类投资组合相对地适合有意投资于股票但同时希望减低风险的投资者。

Growth 增长

This portfolio aims at more experienced investors who understand that having a higher weighting towards equities would result in greater volatility for their portfolio. The focus of the portfolio is more on growth than income, which may result in considerable volatility. However, to reduce the volatility, there may be moderate exposure to fixed interest and alternative investments.

这类投资组合适合较资深的投资者。这类投资者明白持股比重较高的投资策略，亦明白这会致投资组的波动性较大。由于投资组合着眼于增长而非收入，故可能有一定程度的波动。然而，为减低波幅，组合亦可能持有部份定息及另类投资。

Aggressive 进取

This portfolio aims at investors who are mainly interested in capital growth, with little regard for volatility. Investors should not be over-reliant on this category of portfolio, but rather consider this as a high risk, high return investment. Only those investors who are aware of the dynamics of equity markets and higher risk alternative investments, and accept their risks, should seek to invest in this type of portfolio.

这类投资组合适合主要着重资本增值而不介意波幅的投资者。投资者不应过份依赖这类投资组合，应视之为高风险与高回报的投资工具。只有充份了解股市及各种高风险的另类投资工具，并愿意承受有关风险的投资者才应该考虑选择这类投资组合。

Signature 签署

Signature of Main Account Holder / Authorized Person / Account Executive 主要账户持有人 / 授权人士 / 客户经理 签署 X	Name of Authorized Person / Account Executive 授权人士 / 客户经理 姓名	Date 日期 : dd / mm / yyyy年
Signature of Joint Account Holder 联名账户持有人签署 X		Date 日期 : dd / mm / yyyy年

FOR OFFICE USE ONLY

Date : _____

Signature Verified by	B.O. Maker	B.O. Checker	R.O.

Unit A, 11/F, Lee Garden Five, 18 Hysan Avenue, Causeway Bay, Hong Kong.

Tel : +852 3950 3288

Website : <http://www.pcsec.com.hk/>

FAX : +852 3950 3200