

Investment Profile Questionnaire and Vulnerable Customer Assessment - Personal / Joint Customer

Part I: Investment Risk Profile Assessment

This questionnaire helps you understand and assess the degree of investment risk you are prepared to accept, as well as to guide you to the types of investment more appropriate for your needs. Please place 『✓』 in the appropriate box that you think best suits you.

(A) Personal Customer Details			
Customer Name		Identification Document No.	
(B) Pre-requisite Question			
1. Are you willing to take financial risk when you make investment?			
<input type="checkbox"/> (A) Yes <input type="checkbox"/> (B) No			
(C) Content of Questionnaire			
2. How would you cope with your expected spending within the next 12 months?			
<input type="checkbox"/> (A) I rely on my invested capital to meet with my expected spending within the next 12 months and I may need to dispose all or part of my investments for the purpose. <input type="checkbox"/> (B) I have adequate regular income to meet with my expected spending within the next 12 months and I do not expect to liquidate my investments to support my spending needs.			
3. What is your education level?			
<input type="checkbox"/> (A) Primary or below <input type="checkbox"/> (B) Secondary <input type="checkbox"/> (C) Post-secondary <input type="checkbox"/> (D) University <input type="checkbox"/> (E) Above University /Professional Qualifications (related to Economics /Finance /Accounting)			
4. Which of the following age group do you belong to?			
<input type="checkbox"/> (A) 18 to 24 years old <input type="checkbox"/> (B) 25 to 34 years old <input type="checkbox"/> (C) 35 to 50 years old <input type="checkbox"/> (D) 51 to 64 years old <input type="checkbox"/> (E) 65 years old or above			

5. Please indicate your knowledge and experience of the investment products in the following table:

Type of Investment Product	Product Knowledge and Number of Transactions Conducted Within the Past 3 Years		
	No product knowledge and/or Transaction	Have product knowledge & Less Than 5 Transactions	Have product knowledge & 5 or More Transactions
(A) Foreign Currency/ Precious Metals	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
(B) Non-complex Bond (bond or callable bonds without Special Features as specified for Complex Bond) / Certificate of Deposit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
(C) Standardized Currency Linked Structured Deposit/ Non-complex Currency Linked Investment (e.g. Currency Linked Investment with features including FX-Swap, Knock Out, Bullish/Bearish, etc.)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
(D) Standardized Interest Rate Linked Structured Deposit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
(E) Non-Complex Funds (e.g. Non-derivative Funds)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
(F) Equities (e.g. Shares Traded in Stock Exchange)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
(G) Exchange Traded Derivatives (e.g. Warrants, Stock Options, Futures & Options, Callable Bull/Bear Contracts)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Complex Investment Product:			
(H) Complex Bond (With Special Features Other Than Contingent Convertible, Contingent Write-down or Loss-absorption Feature)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
(I) Equity Linked Structured Investment Product (e.g. Equity Linked Investment, Equity Linked Notes)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
(J) Credit/Commodities Linked Structured Investment Product (e.g. Credit Linked Investment or Credit Linked Notes)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
(K) Complex Currency Linked Structured Investment Product (e.g. Complex Currency Linked Investment, Currency Linked Notes)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
(L) Interest Rate Linked Structured Investment Product (e.g. Interest Rate Linked Investment, Interest Rate Linked Notes)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
(M) Complex Funds (e.g. Derivative Funds)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
(N) Non-Exchange Traded Derivatives (e.g. FX Forwards, Options)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
(O) Other Derivatives/ Leveraged Product (e.g. Accumulator or Decumulator)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
(P) Loss-absorption Feature Product (e.g. Contingent Convertible Bond, Loss-absorption Feature Fund, Loss-absorption Feature Note)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Remarks:

If you fulfill one of the following criteria, and understand the latest structures, features and risks etc. of the relevant product, you can consider you have knowledge about the relevant product:

- undergone training or attended courses on the relevant product; or
- current or previous work experience related to the relevant product; or
- prior trading experience in the relevant product (e.g. has executed 5 or more transactions in the relevant product within the past 3 years).

If you have confirmed that you have no knowledge about the relevant product and / or have no relevant product transaction within the past 3 years, you should select “No product knowledge and/or Transaction”.

If you have confirmed that you have knowledge about the relevant product and have conducted transaction of the relevant product within the past 3 years, you may select “Have product knowledge & Less Than 5 Transactions” or “Have product knowledge & 5 or More Transactions” according to actual number of related transactions within the past 3 years, it reflects that you have understood the latest structures, features and risks etc. of the relevant product. Please note that: no matter when you made a subscription for the product, how many transactions that you have made previously, if you do not understand the latest structures, features and risks etc. of the relevant product, you are suggested to adopt a prudent approach and select “No product knowledge and/or Transaction”.

According to the website of Securities and Futures Commission regarding “Non-complex and complex products”, complex bonds are bonds with special features (including, but not limited to, perpetual or subordinated bonds, or those with variable or deferred interest payment terms, extendable maturity dates, or those which are convertible or exchangeable or have contingent write down or loss absorption features, or those with multiple credit support providers and structures) and/or bonds comprising one or more special features.

Standardized Currency / Interest Rate Linked Structured Deposits refers to non-leveraged structured deposits issued by a Bank in Hong Kong with single major currency pair (e.g. HKD, USD, Euro, GBP, AUD, NZD, CAD, CHF, JPY, RMB and SGD) and interest rate as underlying assets. This product does NOT consist of a series of contracts or a series of settlements, where customer are obliged to purchase / sell / settle periodically within a specified period.

Derivative Funds refer to the investment funds with a net derivative exposure of more than 50% of its Net Asset Value ("NAV").

According to related HKMA's circular, Loss-absorption Products refer to debt instruments with features of contingent write-down or conversion to ordinary shares on the occurrence of trigger events (i.e. when a financial institution is near or at the point of non-viability; or when the capital ratio of a financial institution falls to a specified level), and investment products that invest mainly in, or whose returns are closely linked to the performance of, instruments described above. Therefore, debt instruments with loss-absorption features are subject to the risk of being written down or converted to ordinary shares (such as recapitalizing the issuer as it goes through resolution).

6. Generally, what is the maximum length of your expected investment horizon?

- ☐ (A) Less than 1 year
☐ (B) 1 year to less than 2 years
☐ (C) 2 years to less than 3 years
☐ (D) 3 years to less than 5 years
☐ (E) 5 years or more

7. What is the average percentage of your total net worth (excluding properties) that will be allocated for investment purpose?

- ☐ (A) Less than 5%
☐ (B) 5% to less than 10%
☐ (C) 10% to less than 20%
☐ (D) 20% to less than 30%
☐ (E) 30% or more

8. Generally, what is the average percentage of your monthly disposal income that can be allocated for investment?

- ☐ (A) Less than 5%
☐ (B) 5% to less than 10%
☐ (C) 10% to less than 20%
☐ (D) 20% to less than 25%
☐ (E) 25% or more

9. In terms of average monthly household expenses, how much emergency fund (including cash or liquid assets) have you reserved for your living in case of an unforeseeable event?

- ☐ (A) Less than 6-month household expenses
☐ (B) 6-month to less than 12-month household expenses
☐ (C) 12-month to less than 24-month household expenses
☐ (D) 24-month or more household expenses

10. Which of the following statements is the best one that will express your primary investment objective and general attitude towards financial investment?

- ☐ (A) In general, my primary investment objective is capital preservation and I can bear price fluctuation of less than 5% of my investment in return for potential gain which is slightly higher than the interest rate of bank deposits.
☐ (B) In general, my primary investment objective is income-oriented and I can bear price fluctuation of 5% to less than 10% of my investment in return for potential gain which is higher than the interest rate of bank deposits.
☐ (C) In general, my primary investment objective is income and growth-oriented and I can bear price fluctuation of 10% to less than 20% of my investment in return for potential gain which is much better than the rate of bank deposits and/or comparable to the global stock market indexes.
☐ (D) In general, my primary investment objective is higher income or growth-oriented and I can bear price fluctuation of 20% to less than 30% of my investment in return for potential gain which is comparable to or better than the global stock market indexes.
☐ (E) In general, my primary investment objective is speculation-oriented and I can bear any price fluctuation of my investment in return for potential gain which is remarkably higher than the global stock market indexes.

Score Result

I hereby confirm that the information provided by me in this Investment Profile Questionnaire and Vulnerable Customer Assessment is true and correct.

☐ I confirm that I **AGREE** to the Bank's assessment result of my risk tolerance level.

☐ However, I **DISAGREE** to the Bank's assessment result of my risk tolerance level

I hereby authorize the Bank to **LOWER** my risk tolerance to _____ and confirm the lowering of the risk tolerance level is my solely decision and does not represent that I have any adverse comments on the risk rating mechanism of the Investment Profile Questionnaire and Vulnerable Customer Assessment.

Part II: Vulnerable Customer Assessment

As specified in related circulars issued by the HKMA, Vulnerable Customers ("VCs") are customers who have lower ability to understand the risks and withstand the potential losses of an investment. In order to exercise extra care when dealing with Vulnerable Customers and provide them with additional protection in certain circumstances, the Bank need to carry out Vulnerable Customer Assessment.

Customer Attributes

(1) Elderly (65 or above) ; and/or (2) Education Level of Primary School or below ; and /or (3) Limited Financial means (e.g. low net worth, coupled with low income, etc.)	<input type="checkbox"/> Yes	Follow customer to investment experience assessment
	<input type="checkbox"/> No	Non VC

Customer Investment experience

Has Investment experience in Complex Investment Product within the past 3 years	<input type="checkbox"/> Yes	Non VC
	<input type="checkbox"/> No	Go to next question
Has Investment experience in Other Investment Product within the past 3 years	<input type="checkbox"/> Yes	VC for Complex Investment Product
	<input type="checkbox"/> No	VC for All Investment Product

Assessment Result

☐ I hereby confirm that I understand the purpose of the Vulnerable Customer Assessment carried out by the Bank and the consequence of being classified as a Vulnerable Customer or non-Vulnerable Customer. I confirm that the information provided by me in this Investment Profile Questionnaire and Vulnerable Customer Assessment is true and correct. I confirm that I AGREE with the Bank's assessment result of my vulnerable customer status based on the information including but not limited to investment experience in relevant types of investment product, age, education level, financial situation, etc. I understand that the Vulnerable Customer Assessment will be affected if any information provided by me is limited and the Bank will not make any guarantee or assume any responsibility.

Regarding the companion arrangement of related investment products transactions (not applicable to Internet Banking/Mobile Banking transactions), I hereby request the Bank to implement according to the following instructions:

- Companion (e.g. my friend / family member as invited by me) to witness the sales process

☐ Necessity ☐ No necessity

[Confirm the age of companion must be between 18 - 64 with education level of Secondary or above, available to read local languages (Chinese/ English) and not visually impaired / deaf / dumb / intellectual disabled / cognitive impairment/ insanity]]

- A Second Front-line Bank Staff to witness the sales process

☐ Necessity ☐ No necessity

Note: The assessment is valid for a maximum of 1 year and can be revised upon the customer update of this Investment Profile Questionnaire and Vulnerable Customer Assessment Form

- ☐ I acknowledge and confirm that a copy of this **Investment Profile Questionnaire and Vulnerable Customer Assessment** will be provided to me after the completion of Assessment.

SV

Signature of Customer

Date

Important notice:

Disclaimer: The result of this questionnaire is derived from the information provided by the customer. The derived result, among other various factors, is solely for purpose of the customer's reference only when considering his / her own investment decisions. It is not an offer to sell or a solicitation for an offer to buy any financial products, and must not be taken to constitute any investment or other advice, proposal, representation, warranty or any statement carrying legal effect. The Bank does not and will not guarantee, nor shall it accept any responsibility or liability as to the function, accuracy or completeness of the information or such derived result. Investment involves risks, past performance shown is not indicative of future performance, the prices of investment as well as their profits / losses may go down or up. Investors have to refer to the relevant offering documents of investment for further details and seek independent professional advice before making any investment decisions.

I have gone through the above questionnaire and agree with the result, and declare that I made these choices based on my own judgment, and shall complete a new questionnaire if there is any material change in my circumstances. I agree to update all investment accounts (including personal and joint) maintained with the Bank under the HKID / Passport Number listed above.

Chong Hing Bank Limited (CE Number AAA621), whose principal place of business in Hong Kong is at Ground Floor, Chong Hing Bank Centre, 24 Des Voeux Road Central, Hong Kong, is a bank authorized under the Banking Ordinance and is a registered institution under the Securities and Futures Ordinance for Types 1, 4 and 9 regulated activities.

For Bank Use only	
Branch Name / Code :	Recording Time & User ID :
IPQ Handling Staff Name :	IPQ Handling Staff Signature :
IPQ Approval Staff Name :	IPQ Approval Staff Signature :