



**Risk Assessment Questionnaire (Individual/Joint Account)**  
風險承擔能力評估問卷 (個人賬戶/聯名賬戶)

Client Name 客戶名稱	Account No. 賬戶號碼

**Risk Assessment Questionnaire ( the “RAQ” ) – 風險承擔能力評估問卷(“本問卷”)**

The RAQ is designed to assist in the assessment of Client’s attitude towards investment risk, which would also assist the Client to choose a compatible class of investment products and should be completed by the Client himself/herself after considering one’s own circumstances. The risk tolerance level (“RTL”) is different from person to person and it may affect the investment return (if any) of an investor.

本問卷的設計是為幫助評估客戶的投資風險取向，藉此協助客戶選擇相配合的投資產品類別，故客戶應考慮自身的情況親自填寫。風險承受能力程度因人而異，它可能會影響投資人的投資回報率(如有)。

The accuracy of the RTL Assessment Result (the “Assessment Result”) of the RAQ is subject to the answers submitted by the Client, the Client will have to assume all responsibilities and consequences if the information provided herein is untrue or inaccurate.

本問卷的風險承受能力程度評估結果(“評估結果”)的準確性為客戶所填寫的答案而得出，如客戶所提供的資料不實或不正確，客戶須承擔所有責任與後果。

The RAQ and the Assessment Result are for reference only, the Assessment Result may not match the actual RTL of the Client towards investment risk. The RAQ should not replace any suitable and independent professional advice. If there is any doubt, the Client should conduct independent assessment on the suitability of the financial product.

本問卷及評估結果僅供參考之用，評估結果未必與閣下的實際風險承受能力程度相符，本問卷並不代替任何合適及獨立的專業意見。如有任何疑問，客戶應該對該投資產品是否適合投資進行獨立評估。

The RAQ and the Assessment Result are not intended to provide any investment advice on, an offer to sell, or a solicitation for an offer to purchase any investment products or services. Hao Tian International Securities Limited and Hao Tian International Futures Limited and Hao Tian Asset Management Limited (all collectively called “Hao Tian”) accept no responsibility or liability as to the accuracy or completeness of the information provided in the RAQ and the Assessment Result.

本問卷及評估結果並不構成投資建議，亦不得視為建議游說買賣任何投資產品及服務。昊天國際證券有限公司及昊天國際期貨有限公司及昊天資產管理有限公司(簡稱“昊天”)對本問卷及評估結果的準確性及完整性概不作出任何保證。

If the Client has any change of investment risk preference and/or financial situation, please notify Hao Tian soonest so that our company may use such updated information/investment risk preference as reference for provision of service.

如客戶的投資風險取向及/或財務狀況如有變更，請儘快通知昊天，本公司將以客戶提供最新的資料/投資風險取向作為提供服務的參考依據。

For a joint account, the individual applicant/holder who places orders or makes investment decisions for the account should complete and sign the RAQ.

如為聯名賬戶，代表該賬戶發出有關指示或作出投資決定的申請/持有人應填寫及簽署本問卷。

Please select the most appropriate answer to each question. The sum of scores will produce an Assessment Result which indicates your investment attitude. Please refer to the Assessment Result listed below.

請選擇最適合的答案。評估結果為每題得分總和，將會顯示您的投資取向。風險承受能力程度評估結果請參閱頁尾。

1	Which age band do you fall into? 您的年齡屬於以下哪個組別?	Mark 分數
(A)	Above 70 or under 21 / 70 歲以上或 21 歲以下	1
(B)	Between 61 and 70 / 61 歲至 70 歲	2
(C)	Between 51 and 60 / 51 歲至 60 歲	3
(D)	Between 41 and 50 / 41 歲至 50 歲	4
(E)	Between 21 and 40 / 21 歲至 40 歲	5
2	What is your primary investment objective? 閣下的主要投資目標是?	
(A)	Capital preservation / 資本保值	0
(B)	High regular income / 高定期收入	2
(C)	Moderate capital appreciation / 適度資本增值	3
(D)	Strong capital appreciation / 強勁資本增值	4
(E)	Maximum capital appreciation / 最大的資本增值	5
(F)	Hedging / 對沖	5
3	3. Normally, what percentage of your monthly household income could be available for investment or savings? 於一般情況下，在您每月的家庭收入中，有百分之幾可用作投資或儲蓄?	
(A)	0%	0
(B)	I have retired and therefore have no regular household income/本人已經退休，因此沒有固定家庭收入	1
(C)	Between > 0% and 10% / 大過 0% 至 10% (2)	2
(D)	Between > 10% and 25% / 大過 10% 至 25%	3
(E)	Between > 25% and 50% / 大過 25% 至 50%	4
(F)	Over 50% / 大過 50%	5
4	How many months of your share of household expenses are available to you to meet unforeseen events? (These assets should be easily accessible and capable of being liquidated without penalty or with an acceptable penalty). 您儲備以作不時之需的金額，大約相當於多少個月您所負擔的家庭開支？（這些資產可隨時被調動應用，並在調動使用時不需繳付罰款或只需繳付可接受程度的罰款）	
(A)	I have no amount set aside for unforeseen events / 我沒有儲備金額以作不時之需	0
(B)	Less than 3 months / 少過 3 個月	1
(C)	Between 3 months and <6 months / 3 個月至少過 6 個月	2
(D)	Between 6 months and <12 months / 6 個月至少過 12 個月	3
(E)	Over 12 months / 多過 12 個月	4
5	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，您會願意接受下列哪項投資年期?	
(A)	Less than 1 year / 少過一年	1
(B)	Between 1 and 3 years / 1 年至 3 年	2
(C)	Between 4 and 5 years / 4 年至 5 年	3
(D)	Between 6 and 10 years / 6 年至 10 年	4
(E)	Over 10 years / 多過 10 年	5
6	What is your target investment rate of return (annualized)? 您期望的投資回報率為 ____ % (年度化)?	
(A)	5% or below / 5% 或以下	1
(B)	5% - 15% p.a.	2
(C)	15% - 25% p.a.	3
(D)	above 25% p.a. / 25% 或以上	4

7 Which one of the portfolios depicted below do you find the most appealing, based on its allocation mix? Would you prefer to have a higher allocation to low risk / low return investments (e.g. cash and certificates of deposits are generally considered low risk / low return) or to high risk / high return investments (e.g. stocks, derivatives and real estate are generally considered high risk / high return), or somewhere in between?  
以下所述哪一個投資組合，根據其配置是您認為最吸引人的？您傾向選擇配置較多的資產於低風險/低回報投資(例如現金及存款證等一般被視為低風險/低回報)或高風險/高回報投資(例如股票、衍生工具及房地產等均一般被視為高風險/高回報投資)或介乎兩者之間?

Allocation Mix in Portfolio 投資組合資產配置				
Investment Portfolio 投資組合	High Risk / High Return Investments (*) 高風險/高回報投資(*)	Medium Risk / Average Return Investments (*) 中度風險/一般回報投資(*)	Low Risk / Low Return Investments (*) 低風險/低回報投資	Total Portfolio Allocation 總投資組合資產配置(*)
Portfolio 1 / 組合 1	0%	0%	100%	100%
Portfolio 2 / 組合 2	0%	100%	0%	100%
Portfolio 3 / 組合 3	35%	65%	0%	100%
Portfolio 4 / 組合 4	65%	35%	0%	100%
Portfolio 5 / 組合 5	100%	0%	0%	100%

(\*) The above risk/ return categorization is hypothetical and does not represent the performance of any particular investments.  
(\*) 以上的風險/回報類別屬假設性質及並不代表任何特定投資的表現。

(A) Portfolio 1 / 組合 1 1  
(B) Portfolio 2 / 組合 2 2  
(C) Portfolio 3 / 組合 3 3  
(D) Portfolio 4 / 組合 4 4  
(E) Portfolio 5 / 組合 5 5

8 In any of the past 5 years which of the below investment product(s) have you regularly (> 3 transactions in a year) traded/invested? (may tick more than one)  
在過去五年的任何一年之中，您有否帶規律性地（即一年之中多於三次交易）買賣/投資於下述投資產品？(可選多於一項)

(A) Stocks / 股票 4  
(B) Derivatives / 衍生工具 5  
(C) Commodities / 商品 FX / 外匯 5  
(D) Structured Investment Products / 結構性產品 5  
(E) Mutual Funds / 互惠基金 3  
(F) Bonds / 債券 2  
(G) Cash Deposits / 銀行儲蓄 Term Deposits / 定期存款 1  
(H) None of the above / 未有交易以上產品 0

(Note: The highest point answer for this question will be used to calculate your total score)  
(注意:以此題之最高分答案計分)

9 General speaking, the higher the investment risk the higher the potential price fluctuation but also the higher the potential returns. On the other hand, the lower the investment risk the lower the potential price fluctuation but also the lower the potential returns. What level of volatility would you generally be comfortable with?  
一般來說，風險愈高的投資產品，其價格潛在波動愈大，而潛在回報亦相對較高。相反，風險愈低的投資產品，其潛在波動愈小，而潛在回報亦相對較低。在一般情況下，您會願意投資於波幅程度多大的投資產品呢?

(A) No price volatility / 無波幅 1  
(B) Between -5% and +5% / 價格波幅介乎-5% 與 +5%之間 2  
(C) Between -10% and +10% / 價格波幅介乎-10% 與 +10%之間 3  
(D) Between -15% and +15% / 價格波幅介乎-15% 與 +15%之間 4  
(E) Between -20% and +20% / 價格波幅介乎-20% 與 +20%之間 5

<b>10 How would a decline in the value of investments affect you? 投資價值下跌對您有何影響?</b>	
(A) I am only willing to accept a small degree of decline in the value of our investment. 我只願意接受小幅投資價值虧損。	1
(B) I am willing to accept some declines over the course of our investment but is not comfortable with moderate to extreme drops in the value of our investment. / 我願意接受於投資過程中有輕微虧損，但對投資有中度至大幅虧損感到不安。	2
(C) I am willing to accept moderate decline over the course of our investment but is not comfortable with extreme drops in the value of our investment. 我願意接受於投資過程中有中度虧損，但對投資有大幅虧損感到不安。	3
(D) I am prepared to accept large fluctuations over the course of our investment and bear loss in the value of our investment in order to maximize our long-term potential returns. 我準備好接受於投資過程中有大幅波動及投資價值虧損，以獲得最高長期潛在回報。	4

**11 Investment Experience 相關投資經驗**  
Please tick the appropriate boxes below to indicate your investment experience (in no. of years) in each type of product.

(The highest point answer for this question will be used to calculate your total score)

請於下列每一項投資產品選擇您投資經驗年期。(以此題之最高分答案計分)

Years of investment experience (Note)	Nil	Less than 1 year	1-3 years	3-5 years	5-10 years
Products 投資經驗年期(註)	無	一年以下	一年至三年	三至五年	五至十年
投資產品	0	2	3	4	5
Equities 證券					
Warrants 認股證					
Stock Options 股票期權					
Forex 外匯					
Precious metal 貴金屬					
Futures & Options 期貨及期權					
Mutual Funds 互惠基金					
Unit Trusts 單位信託					
Hedge Funds 對沖基金					
Structured Notes <sup>1</sup> (eg. DCN, ELN, KO ELN, DAC, ELI) 結構性票據 (如雙重貨幣票據、股票掛鈎票據、觸及取消股票掛鈎票據、每日累計可贖回票據、股票掛鈎投資工具)					
OTC Swap (e.g. accumulator, decumulator) 場外市場掉期 (如累積認購期權合約、累積認沽期權合約)					
Fixed Income Securities (e.g. bonds, convertible bonds) 固定收益證券(如債券、可換股債券)					

Note: Please choose one of the options only for each product. 註：請只選擇其中一項(以每種產品計)。

Note 1: Full names of different types of structured notes: (DCN=Dual Currency Notes, ELN=Equity-Linked Notes, KO ELN=Knock-Out Equity-Linked Notes, DAC=Daily Accrual Callable Notes, ELI=Equity Linked Investments.)

**RTL Assessment Result 風險承受能力程度評估結果**

**Total Score 總分:** \_\_\_\_\_

Risk Profile	Conservative	Moderate	Aggressive
風險水平	保守型	平穩型	進取型
Your Total Score 總得分	<16	16 - 33	33+

Based on your answers, the general RTL towards investment risk for you is likely to be \_\_\_\_\_ (NOTE).  
根據您所提供的答案，您對於投資風險的風險承受能力程度評估為( )型[註]。

If you disagree with this conclusion, please indicate your RTL towards investment risk that you believe is more accurate (please tick the appropriate type below) and state your reason(s) here:

如果你不同意這評估結論，請指出您認為更準確的投資風險承受能力程度(請於以下適當的類型填上「P」)並於此詳述原因:

Reason 原因: \_\_\_\_\_

CONSERVATIVE / 保守型 ( ) MODERATE / 平穩型 ( ) AGGRESSIVE / 進取型 ( )

Please note that the above will be captured in Hao Tian's internal systems and records as your RTL (NOTE).

請注意您的風險承受能力程度評估結果會被記錄在昊天的內部系統及檔案內 [註]。

NOTE : Your RTL Assessment Result is valid for 12 months from the date of this assessment. If your RTL Assessment Result is expired, you may not be able to purchase certain products. If you believe your RTL Assessment Result within the past 12 months is no longer valid, please contact our Customer Service Department/your Account Executive and complete a new RAQ for reassessment purposes.

註：您的風險承受能力程度評估結果有效期為十二個月(由此評估日計起)。如果您的風險承受能力程度評估結果已經過期，您可能不可購買部份產品。如果您認為您過去十二個月內的風險承受能力程度評估結果不再有效，請聯繫我們的客戶服務部/您的經紀並重新完成一份新的風險承擔能力評估問卷。

#### Client's Declarations 客戶聲明:

I/We declare that the information provided within the document is true and accurate to the best of my/our knowledge.

本人/吾等謹此聲明，按本人/吾等所知，本人/吾等在本文件提供的資料真確無誤。

I/We acknowledge and agree that my/our risk profile is as above.

本人/吾等同意昊天以上的風險評估結果。

I/We acknowledge that Hao Tian takes no responsibility for any acts or omissions resulting from the provision of incomplete or inaccurate information by me/us.

本人/吾等確認，就因本人/吾等提供不完整或不正確資料所導致的任何行動或遺漏，昊天概不負上任何責任。

I/We agree to inform Hao Tian in writing as soon as reasonably possible of any changes to this information.

本人/吾等同意，如此資料有任何變動，本人/吾等將會在合理可行情況下儘快以書面通知昊天。

I/We confirm that I/we have been reminded and are aware that the company should have adequate liquid funds to meet foreseen and unforeseen events.

本人/吾等亦確認本人/吾等已被提醒及注意到本人/吾等應擁有足夠流動資金去應付可預見及不能預見的事件。

I/We hereby authorize, and give my/our consent to, each and every member company of the Hao Tian to use the information provided by me/us in this form for the purpose of (i) opening and maintaining any and all of my/our account(s) held with or to be held with Hao Tian and (ii) comply with any legal or regulatory requirements and (iii) all other purposes set out in the relevant personal data schedule of the Client Agreement and Schedules applicable to the relevant account.

本人/吾等授權並同意昊天內所有成員公司使用本人/吾等於此問卷內提供的資料，以作 (i) 開立或維持任何及所有本人/吾等於昊天持有或將會持有之賬戶；(ii) 符合任何法律或法規之要求；及(iii) 所有適用於相關賬戶之「客戶協議及附件」內的個人資料附件所載之其他用途。

Client Signature 客戶簽署		Client Name 客戶名稱	
Date 日期			

#### Internal Use Only: Assessment by Customer Service (Account Executive)

(to be completed ONLY if the client chooses a higher RTL than the above RTL Assessment Result) Please state the reason(s) to support the client's choice of higher RTL

Signed by:	Approved by: (Management)	Reason of Approval/ Rejection	Input by:	Input Checked by:
Name & SFC CE No.:	Name:		Name:	Name:
Date:	Date:		Date:	Date:

## Definitions of RTL 風險承受能力程度之定義

### Conservative 保守型

As a conservative investor you are looking to preserve the value of your investment against the erosion of inflation and are therefore prepared to consider a combination of low risk alternatives to deposits to help generate a steady return over the long-term. You understand that there may be periods when the value of your investment could fall, but these are expected to be of limited impact because of the diversified investment strategy adopted.

作為保守型的投資者，您會選擇保障你的投資價值，以對抗通脹的蠶食，因此願意考慮存款以外的低風險投資選擇，以取得長期穩定的回報。您明白投資價值在某些時期內可能會下跌，但因採取分散的投資策略，跌幅只會產生有限度的影響。

### Moderate 平穩型

As a moderate investor you are looking to grow the value of your investment over the longer term and generate an absolute return ahead of inflation. You are prepared to invest across a diversified portfolio of assets to achieve this goal and understand that there may be periods when the value of your capital can fall.

作為平穩型的投資者，您會以投資價值長期增長並產生超逾通脹的絕對回報為目標。您願意投資於多元化的資產組合以達到此目標，並且明白您的資本價值在某些時期內可能會下跌。

### Aggressive 進取型

As an aggressive investor you are looking to maximize the value of your investment over the longer term by selecting a concentrated/speculative portfolio and are comfortable with a higher risk and reward strategy this approach involves. You understand that your investment may likely record strong gains as well as significant falls in future (including total loss of your investment).

作為進取型的投資者，您會以達致投資價值長期有最高增長為目標，您可能會選取一個十分集中/甚至包含投機性資產的組合，並且願意承受此策略所帶來的較高風險及回報。您明白投資價值將來可能在某些時期內既會錄得強勁的收益，亦可能會錄得大幅下跌的虧損(包括損失您的全部投資價值)。

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