

Important Notes

1. **Financial Needs Analysis (FNA):** The information that you provide will form the basis for DBS Bank (Hong Kong) Limited (the "Bank") to assess your investment risk profile.
2. **Handling with vulnerable customers:** If you are 65 years old or above, or your education level is Primary 6 or below, or your investable assets are HK\$100,000 or below, you are advised to come to our branch and be accompanied by a family member, a close relative or a friend (each hereinafter called a "Companion") to conduct this FNA. If you complete this FNA by yourself and return it to us, we will deem that you DO NOT require to be accompanied by any Companion for conducting this FNA.
3. **Regular Reviews:** We suggest you review your financial objectives and situation on a regular basis (at least biennially) or when significant changes in your economic situation and/or personal circumstances warrant it, by conducting this FNA.
4. **Preferred Language:** This FNA is available in English and Traditional Chinese. Please complete this FNA in your preferred language.

Disclaimer

This FNA is provided by DBS Bank (Hong Kong) Limited (the "Bank") with the consultation of Hong Kong University of Science and Technology R and D Corporation Limited ("RDC"), a wholly-owned subsidiary of The Hong Kong University of Science and Technology ("HKUST"). The information that you provide will form the basis for the Bank to assess your investment risk profile. The risk profile assessment result only serves as a reference for your consideration before you make your investment decisions. The Bank, HKUST and RDC accept no responsibility or liability in respect of the risk profile assessment result.

This FNA does NOT constitute any offer to sell, solicitation for offer to purchase or recommendation of any investment product or service to the Customer and should not be considered as investment advice by the Bank. The information obtained in this FNA will be used and kept confidential in accordance with the Bank's Data Policy.

Part I: PARTICULARS (ALL FIELDS ARE MANDATORY)	
Name	
HKID/Passport Number	
Highest Education Level	<input type="checkbox"/> A. Primary school or below <input type="checkbox"/> B. Secondary school / Matriculation <input type="checkbox"/> C. University Degree <input type="checkbox"/> D. Master Degree <input type="checkbox"/> E. Doctorate
Able to Read and Understand	<input type="checkbox"/> A. English <input type="checkbox"/> B. Traditional Chinese <input type="checkbox"/> C. Both of the above
Employment status	<input type="checkbox"/> A. Working <input type="checkbox"/> B. Housewife <input type="checkbox"/> C. Full-time student <input type="checkbox"/> D. Unemployed or prospecting for a job <input type="checkbox"/> E. Retired

Part II : GENERAL DERIVATIVE KNOWLEDGE (ALL FIELDS ARE MANDATORY)

Do you have any general knowledge of derivative products?

Yes, I have general knowledge of derivatives. I understand the nature and risks of derivative products, because (you may choose at least one/more than one of the following reasons)

<input type="checkbox"/> A. I have traded any of the derivative products shown on the right for 5 times or more in the past 3 years.	Traded derivative products <input type="checkbox"/> Equities (Warrants / Futures / Index Futures or Options/Callable Bull or Bear Contracts / Synthetic ETF) <input type="checkbox"/> Basic Structured Products (e.g. Currency Linked Investment, Equity Linked -Single Stock, Knock Out - Equity Linked, etc) <input type="checkbox"/> Complex Structured Products (e.g. Daily Accrual/ Equity Linked -Basket, etc)
<input type="checkbox"/> B. I have taken training (e.g. training video, seminar, online training) or attended course(s) on derivative products.	The course/ training is/are offered by <input type="checkbox"/> bank(s) <input type="checkbox"/> financial institution(s) <input type="checkbox"/> educational institution(s)/university(ies) <input type="checkbox"/> professional organization(s) (e.g. Hong Kong Securities Institute) <input type="checkbox"/> Others: _____
<input type="checkbox"/> C. My current job or previous job is related to derivative products.	Relevant job nature <input type="checkbox"/> Treasury <input type="checkbox"/> Investment Product Development <input type="checkbox"/> Investment Product Sales & Marketing <input type="checkbox"/> Compliance & Legal <input type="checkbox"/> Trainer/Training of Investment Products <input type="checkbox"/> Others: _____
<input type="checkbox"/> D. I possess relevant professional financial qualifications.	Relevant qualifications <input type="checkbox"/> CFA <input type="checkbox"/> FRM <input type="checkbox"/> CFP <input type="checkbox"/> PRM <input type="checkbox"/> Others: _____
<input type="checkbox"/> E. I am / was a licensed Responsible Officer / Representative to carry out regulated activities relating to derivatives under the Securities and Futures Ordinance.	Type of regulated activity under SFO <input type="checkbox"/> Type 2 <input type="checkbox"/> Type 5

No, I do not have any general knowledge about the risks and nature of derivative products.

Part III : RISK PROFILING QUESTIONNAIRE (the "Questionnaire")
Important Notes:

- Your investment risk profile is based on your overall responses to all the questions respectively in Part I and Part III of this FNA, rather than your answer to any individual question.
- Please answer the following questions by reference to your general attitude towards making investments, and **NOT** by reference to your attitude towards investing in any particular investment product.
- When answering questions about your financial or investment information, such as the amount of investable assets, or transactions of securities, please refer to **ALL your holdings and transactions in our Bank as well as those in other banks, securities firms and financial institutions, and not solely those in our Bank.**

1. What is/are the financial goal(s) of your investments? (You may choose more than one.)

- | | |
|--|--|
| <input type="checkbox"/> A. To get life protection | <input type="checkbox"/> E. For children's education |
| <input type="checkbox"/> B. To beat inflation | <input type="checkbox"/> F. For home purchase |
| <input type="checkbox"/> C. To generate steady income | <input type="checkbox"/> G. For retirement |
| <input type="checkbox"/> D. To meet personal goals such as wedding, vacation, etc. | |

2. In considering your financial goal(s), which of the following investment time horizons is most suitable for your financial plan or financial situation?

- | | |
|--|--|
| <input type="checkbox"/> A. ≤ 1 year | <input type="checkbox"/> D. > 4 and ≤ 7 years |
| <input type="checkbox"/> B. > 1 and ≤ 2 years | <input type="checkbox"/> E. > 7 years |
| <input type="checkbox"/> C. > 2 and ≤ 4 years | |

3. Which one of the following statements comes closest to the amount of financial risk that you are willing to take when you make investments?

- A. Not willing to take any risks. (Please note all investments involve risks. If you are not willing to take any risk and only want us to base on your answer to this specific question rather than your answers to all the questions to assess your risk profile, you are only suitable for deposit product and are advised not to complete this FNA which is meant for investment.)
- B. Take average risks expecting to earn average returns.
- C. Take above average risks expecting to earn above average returns.
- D. Take substantial risks expecting to earn substantial returns.

4. Higher returns generally mean taking on greater risk. The following describes the potential loss of five different hypothetical investment portfolios in a negative year, with the associated potential gains in an average year. Which one is the most preferable to you?

- A. I prefer to invest in an extremely high risk portfolio. I am willing to accept a potential loss of greater than 36% in a negative year. As such, the portfolio may deliver a substantial return in an average year.
- B. I prefer to invest in a high risk portfolio. I am willing to accept a potential loss up to 36% in a negative year. As such, the portfolio may deliver a large return in an average year.
- C. I prefer to invest in a moderate risk portfolio. I am willing to accept a potential loss up to 16% in a negative year. As such, the portfolio may deliver a moderate return in an average year.
- D. I prefer to invest in a low risk portfolio. I am willing to accept a potential loss up to 10% in a negative year. As such, the portfolio may deliver a small return in an average year.
- E. I prefer to invest in a minimal risk portfolio. I am willing to accept a potential loss up to 4% in a negative year. As such, the portfolio may deliver a very small return in an average year.

5. Do you have any product knowledge and/or trading experience for the following products? (Please answer all the products listed below even if you have no relevant product knowledge or trading experience.)

Note: You shall consider yourself as having relevant trading experience only if you have traded the products in the past 3 years.

Product Category	No Knowledge, No Experience	Have Knowledge, No Experience	Have Knowledge, Have Experience
Bonds			
Vanilla Bonds (e.g. iBond, Government Bond, Corporate Bond, etc)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Callable/ Preferred/ Perpetual/ Convertible/ Exchangeable Bonds	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Foreign Exchange			
FX Spot	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
FX Forward Contract / Non Deliverable Forward	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Equities			
Ordinary Share / Exchange Traded Fund (ETF)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
*Warrants / Futures / Index Futures or Options/Callable Bull or Bear Contracts / Synthetic ETF	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Commodities	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Structured Products			
*Basic Structured Products (e.g. Currency Linked Investment, Equity Linked -Single Stock, Knock Out - Equity Linked, etc)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
*Complex Structured Products (e.g. Daily Accrual/ Equity Linked -Basket, etc)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Funds			
Traditional Unit Trust / Mutual Fund	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Complex Funds (e.g. Funds that invest in derivatives or exotic assets, employ option strategies, etc)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Hedge Funds / Private Equity Funds	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

* These Product Categories are derivative products. You will be regarded as having general derivative knowledge if you have traded any of the product(s) mentioned in any 1 of those 3 aforementioned Product Categories at least 5 times in the past 3 years.

6. What is your total monthly income (including salary, investment income, rental income, domestic income, etc)?

- A. HK\$0
- B. HK\$1 - HK\$4,000
- C. HK\$4,001 - HK\$10,000
- D. HK\$10,001 - HK\$20,000
- E. HK\$20,001 - HK\$40,000
- F. HK\$40,001 - HK\$80,000
- G. > HK\$80,000

7. What is the percentage of your income that you can set aside for savings and investment?

- A. 0%
- B. 1%- 10%
- C. 11% - 20%
- D. 21% - 30%
- E. 31% - 50%
- F. > 50%

8. The total value of your investable assets (It equals the sum of your investment portfolio and cash (excluding the value of properties) net of personal loans and credit card balances) is:

- A. > HK\$8,000,000
- B. HK\$4,000,001 - HK\$8,000,000
- C. HK\$2,000,001 - HK\$4,000,000
- D. HK\$1,000,001 - HK\$2,000,000
- E. HK\$500,001 - HK\$1,000,000
- F. HK\$100,001 - HK\$500,000
- G. <=HK\$100,000

Part IV : CUSTOMER RISK PROFILE

The FNA is an objective assessment of your risk profile based on your willingness and capabilities to accept investment risk as well as your return objective and the associated level of risk required to achieve the return. The indicated risk profile will form the basis for selection of the appropriate investment products for you, unless you elect to make any Self-Declared Risk Profile in Part V below.

Given your answers to the questions in Part I & III, your risk profile is determined as []. A “typical” investor in each risk profile is described as below:

Risk Class	Definition
C1 <input type="radio"/>	Security of capital is important to you. You are only prepared to accept minimal risk of capital loss. So you are willing to accept minimal and very low returns.
C2 <input type="radio"/>	Your priority is to protect your accumulated wealth. You can accept the risk of a small capital loss and tolerate small fluctuations in capital in order to increase your potential income and returns.
C3 <input type="radio"/>	You are investing for potentially moderate income and/or growth of capital over a medium term. There may be moderate capital loss at some points of time during your planned investment horizon, but you can tolerate moderate fluctuations of capital in order to achieve the potential for an average moderate return over your investment horizon.
C4 <input type="radio"/>	You are investing for high capital growth over the medium to long term. There may be high capital loss at some points of time during your planned investment horizon, but you can tolerate large fluctuations of capital in order to pursue an average high return over your investment horizon.
C5 <input type="radio"/>	You want to accumulate a significant amount of wealth. You aim at maximizing capital appreciation over the long term. Minimizing risks is not your primary concern. You can tolerate the risk of amplified fluctuation in your capital resulting from leverage, and even a loss exceeding your capital, in order to pursue the potential for very high returns over your investment horizon.

Part V: CUSTOMER DECLARATION

- I declare that I have read and understood this FNA. I hereby confirm that all the answers to the questions in this FNA were provided by me and are true, accurate and complete to the best of my knowledge.
- **Applicable to accountholders of a joint account which can only be operated by ALL accountholders:**
I acknowledge that (1) each of all the other account holders and I myself need to complete a FNA before we can invest through our joint account, and (2) the Bank shall use the most stringent or conservative response provided to the following questions: **date of birth, highest education level, investable assets and the overall score** in the Questionnaire for the joint account in the FNAs conducted most recently respectively by each of the joint account holders and myself.
- **Applicable to accountholders of a joint account which can be operated by ANY ONE of the accountholders:**
I acknowledge that (1) each of all the other account holders and I myself need to complete a FNA before we can invest through our joint account; (2) the Bank shall use the most stringent or conservative **overall score** in the Questionnaire for the joint account in the FNAs conducted most recently respectively by each of the joint account holders and myself; (3) any **ONE** of the joint account holders can operate that account, and conduct any investment transaction through that joint account according to the prevailing product sales process pertaining to that investment transaction; and (4) all instructions, orders, directions and investment transactions and the product sales process pertaining thereto made/conducted by that one joint accountholder for that joint account shall be binding on all the other joint account holders.
- I hereby agree that the Data Policy Notice in force from time to time together with any other notices and communications concerning my data issued by the Bank from time to time (“Data Policy”) shall apply to all information related to me that I have provided to the Bank in this FNA (“Data”). I have read and understood the Data Policy and agree that my Data may be used for such purposes and disclosed to such persons (whether in or outside Hong Kong) in accordance with the Data Policy.
- I understand that, if I am an existing customer of the Bank, the Bank may use my Data in direct marketing. The data collected in this FNA will be used according to my present choice of whether or not to receive direct marketing contact or information according to the Bank’s Data Policy. I understand that, if I wish to change my existing choice, I may do so at any time and without charge by completing an opt-out form and returning it to the Bank.

(Optional) Customer's Self-Declared Risk Profile

- I confirm that my self-declared investment risk profile indicated below (the "Self-Declared Risk Profile") is **more prudent**, and is more appropriate to me.

Risk Class	
C1	<input type="radio"/>
C2	<input type="radio"/>
C3	<input type="radio"/>
C4	<input type="radio"/>

Note: The above "Risk Classes" refer to the same definitions as specified in Part IV of this questionnaire.

- I hereby agree that if I have elected to make the Self-Declared Risk Profile, the Self-Declared Risk Profile will be captured in the Bank's record as my risk profile, and the Bank will rely on the Self-Declared Risk Profile (instead of the risk profile result obtained in Part IV in this FNA) to select the appropriate investment products for me.
- For any inconsistency(ies) (i) between the response provided to "Highest Education Level" in this FNA and "Education Level" in the Bank's record; AND/OR (ii) between the response provided to "Able to Read and Understand" in this FNA and "Preferred Language" in the Bank's record, I hereby agree that the Bank's record shall be updated according to my response provided in this FNA.

Customer Signature :

Date (DD/MM/YYYY)

No Witness: I (the Customer) DO NOT require any family member, close relative or friend to accompany me while conducting this FNA.

Customer Signature:


Witness: I (Witness of the Customer) acknowledge that (1) I accompanied the Customer conducting this FNA and (2) the Customer read and fully understood this FNA and completed this FNA with answers voluntarily provided by the Customer.

Customer's Witness Signature:

Name:

Date:

Bank Staff Signature:

For Bank Use Only	
Handling Staff Information	
Handling Staff Name	
Staff No.	
Branch Name	
Branch Code	
Signature	
Date	
Action(s) Taken if Different from the Handling Staff	
Name	
Signature	
Date	
FNA Completion	
Completion Type	In Person / By Phone
Date / Time	
Phone Recording Ext. No.	
Date copy sent to customer (for FNA by phone)	
Sent by (Staff Name)	
Checking by	
Officer's Name	
Signature	
Date	