

Instruction for Fund Purchase Order 基金申购指示

Account Name 帐户名称	Account Number 帐户号码
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Details of Account holder who conducted the transaction 交易户主资料	
Name 姓名	Contact Number 联络电话

Transaction Details and Suitability Assessment 交易详请及适合性检查	
According to the Last Completed Risk Profile Questionnaire 根据客户最近于 _____ 完成之《风险取向问卷》中的	
A. Client Risk Profile 风险取向 <input type="checkbox"/> 1-Conservative 保守型 <input type="checkbox"/> 2-Moderate 稳健型 <input type="checkbox"/> 3-Balanced 均衡型 <input type="checkbox"/> 4-Growth 增长型 <input type="checkbox"/> 5-Aggressive 进取型	
B. Client's Investment Objective 客户投资目的 <input type="checkbox"/> Capital Preservation 保本为主 <input type="checkbox"/> Income Oriented 收入主导 <input type="checkbox"/> Income and Growth 收入及增长 <input type="checkbox"/> Growth Oriented 增长主导 <input type="checkbox"/> Aggressive Growth 积极增长	
C. Client's maximum length of expected investment horizon 客户期望最长的投资年期 <input type="checkbox"/> Not more than 1 year 不超过 1 年 <input type="checkbox"/> Not more than 3 years 不超过 3 年 <input type="checkbox"/> Not more than 5 years 不超过 5 年 <input type="checkbox"/> More than 5 years 超过 5 年	

Subscription 认购																													
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Acknowledgement of Profile Mismatch 投资组合错配确认					
<p>I/We acknowledge that 本人/吾等确认</p> <div><div><input type="checkbox"/></div><div>the risk rating of the Investment Product is higher than my/our risk profile or not consistent with my/our selected investment strategy; and/or 投资产品的风险类型高于本人/吾等承受风险能力; 及/或</div></div> <div><div><input type="checkbox"/></div><div>the investment objective of the Investment Product is not consistent with my/our selected investment strategy or objective; and/or 投资产品的目标有别于本人/吾等选择之投资策略或目标; 及/或</div></div> <div><div><input type="checkbox"/></div><div>the investment tenor of the Investment Product is longer than my/our maximum length of expected investment horizon; and/or 投资产品的投资年期长于本人/吾等期望最长的投资年期; 及/或</div></div> <div><div><input type="checkbox"/></div><div>I/we would expose to high concentration risk 本人/吾等将承受高度集中性风险。</div></div> <p>I/we declare and confirm that I/we fully understand the above mismatch and have reconsidered in these circumstances. It is my/our final decision to accept such mismatch and wish to continue to invest the original amount in the above Product with below justification 本人/吾等在此进一步声明和确认本人/吾等完全理解上述不配对并再三考虑在此情况下, 本人/吾等最终决定接受这种不配对并希望继续投资原本拟定的金额于上述产品, 原因如下: _____</p>					
Witness Arrangement 见证安排					
<p>I/We hereby and confirm that I/we have been accompanied by 本人/吾等谨此声明和确认</p> <div><div><input type="checkbox"/></div><div>my/our undersigned relative/friend (“Witness”), who is aged between 18 and 64 with education qualification of secondary school or above and I/We have signed the CMBIS’s application form in the presence of the Witness: and/or 在一位年龄介乎 18-64 岁及教育程度达中学或以上的亲友 (「见证人」) 陪同下申请上述产品, 并在见证人面前署银行的申请表格; 及/或</div></div> <div><div><input type="checkbox"/></div><div>have a second CMBIS staff to handle the sales when making application for the above Product. 已由多一位职员处理销售事下作出投资上述产品的申请。</div></div> <p>The CMBIS’s licensed intermediary has clearly explained to me/us and the Witness(if any) the nature and key features of, and the risks (including risk rating) associated with the above Product and has answered all queries in relation to the above Product and my/our application from me/us and the Witness (if any). I/we and the Witness (if any) fully understand the nature and key features of and the risks associated with the above Product and agree to proceed with the application. 招银证券的持牌中介人已向本人/吾等及见证人(如有)清楚解释上述产品之性质、主要特点及其相关之风险(包括其风险评级), 并已回答了本人/吾等及见证人(如有)所有有关上述产品及本人/吾等的申请的查询。本人/吾等及见证人(如有)完全理解上述产品之性质、主要特点及其相关之风险, 并同意进行申请。</p> <table><tr><td>Full Name of the Witness 见证人全名</td><td>Signature of the Witness 见证人签名</td></tr><tr><td>Relationship with Customer 与客户之关系</td><td>Date 日期</td></tr></table>		Full Name of the Witness 见证人全名	Signature of the Witness 见证人签名	Relationship with Customer 与客户之关系	Date 日期
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Reason(s) for Recommendation made by the Intermediary (Mandatory field) 中介人建议原因 (必须填写)					
Possible downside risk(s) associated with the Product (Mandatory field) 产品可能面对的下行风险 (必须填写)					
<p>(*Investors should read carefully the Offering Documents (including the section “Risk Considerations”) for the relevant risks associated with the Products before investing) 请客户投资前仔细阅读产品说明章程中的风险要素</p>					
Customers’ Queries and Response 客户提问及回应					
Documentation checklist 文件核对表					
<div><div><input type="checkbox"/></div><div>Fund Prospectus/Explanatory Memorandum 基金说明书</div></div> <div><div><input type="checkbox"/></div><div>Product Key facts Statements 产品资料概要</div></div> <div><div><input type="checkbox"/></div><div>Fund Annual/Semi—annual Reports 基金财政报告</div></div> <div><div><input type="checkbox"/></div><div>Others 其他</div></div> <p>I/We confirm that I/we have received and read the latest offering document(s)and financial report(s)relating to the Fund(s)subscribed to and I/we agree to be bound by the terms and conditions as set out in the offering document(s)(including the Master Terms & Conditions)as amended from time to time。 本人/吾等确认已收受及阅读有关本人/吾等所认购的基金的最新说明章程及财政报告, 并同意受该等条款约束(包括综合章则及条款)(各档概以最新版本为准)。</p>					
Important Notice on Sales Disclosures to Investors 致投资者的销售披露重要通知					
<p>Where CMB International Securities Limited (referred to in this notice as “We” ,”Us” or “our”) distributes investment products, we are required under paragraph8.3A of the code of Conduct for Persons Licensed by or Registered with the Securities and Futures Commission to disclose certain sales related information to you prior to or at the point of sale. This notice forms part of that disclosure and applies where we distribute investment products such as funds (including mutual funds, unit trusts, hedge funds and private equity funds), structured notes, primary offerings of ETFs, bonds and stocks and also applies to secondary market transactions in over –the-counter (“OTC”) bonds, notes and similar paper. Our representative may refer to this notice when he or she enters into a transaction for you. 根据《证券及期货事务监察委员会持牌人或注册人操守准则》第 8.3A 段的规定, 招银国际证券有限公司(在本通知书中称为“我们”或“我们的”)在向客户分销投资产品时,必须在销售前或销售时向客户披露某些与销售相关的资料.本通知书为此类披露的一部分, 并适用于我们分销的基金(包括共同基金, 单位信托基金,对冲基金和私募股权基金),结构性票据,初次发售的交易所交易基金,债券和股票等投资产品,也适用于场外交易债券, 票据和类似产品等二级市场交易.我们的销售代表在与您进行交易时可能会提及本通知书。</p> <div><div>1.</div><div>Our capacity in various transactions 我们在各类交易中的身份</div><div>Where we act as your agent, we enter into the relevant transaction on your behalf. Where we act as principal, we source an investment at your request and then sell it to you.如果我们作为您的代理人,我们将代表您进行相关交易.如果我们作为主事人,我们将根据您的要求选择投资项目,并向您出售。</div><div>● Unless we explicitly inform you otherwise, we act as your agent for transactions in funds (including ETFs, mutual funds, private equity and hedge funds), exchange traded instruments (including listed shares, warrants, IPO shares, and exchange traded bonds)and OTC/non-exchange traded instruments (which will also include any non-exchange traded primary market instruments). OTC/non-exchange traded instruments include structured notes and traditional investments such as OTC bonds, notes and similar paper. 除非我们明确另行通知您, 在基金(包括交易所交易基金,共同基金,私募股权和对冲基金) 交易、交易所交易的工具(包括上市股票, 权证, IPO 新股和交易所交易的债券)和场外交易/非交易所交易工具(还包括任何非交易所交易的一级工具)中,我们作为您的代理人.场外交易/非交易所交易工具包括结构性票据和场外交易债券, 票据和类似产品等传统投资。</div></div> <div><div>2.</div><div>Our affiliation with various issuers 我们与各个发行人的联属关系</div></div>					

We may be affiliated with various issuers of investment products. 我们与各种投资产品的发行人之间可能存在隶属关系

- CMB International Capital Corporation Limited, CMB International Capital Limited, CMB International Securities Limited, CMB International Asset Management Limited, issuers whose name bears the words “CMBI” or “CMB” are our Group companies. 招银国际金融有限公司,招银国际融资有限公司,招银国际证券有限公司,招银国际资产管理有限公司, 以及其名称包含“招银国际”或“CMB”字样的发行人均属于我们的集团公司。
- Unless we otherwise inform you, all other issuers are third party issuers which are not our Group companies and are therefore not affiliated with us. CMBI or the Group companies may take on advisory or other administrative roles with issuer entities, for which they may receive remuneration. 除非我们明确另行通知您, 所有其他发行人为第三方发行人, 并不属于我们的集团公司, 因此与我们没有隶属关系。招银国际证券有限公司或其它集团公司可能担任其它发行人机构的顾问或其它行政角色, 并可能为此收取报酬。

3. Monetary benefits where we distribute an investment product to you 我们向您分销投资产品的金钱收益

For the purpose of this section, the term “Product Issuer” refers to an entity that either originates the product itself or that procures the product from a third party. 在本部分中, “产品发行人”指自身原创产品或向第三方采购产品的机构。

3.1 Specific disclosure of monetary benefits received by us 对于我们获取的金钱收益的具体披露

We may receive the following quantifiable monetary benefits. Such benefits include explicit monetary benefits with respect to the product distribution received by us from Product Issuers and commission, where we act as agent without taking market risk. 我们可能取得以下可量化的金钱收益。此类收益包括我们就分销产品从产品发行人取得的明确金钱收益, 以及我们在不承担市场风险的情况下, 作为经纪对背对背交易中赚取的销售佣金。

Structured Notes and Bonds 结构性票据和债券	Monetary benefit 金钱收益
Structured Notes (e.g. Linked to underlying equity, currency, Commodities including precious metals, fixed income, interest Rate etc.) 结构性票据 (例如, 与相关股权、货币、商品 包括贵金属)、固定收益、利率等相连	Up to 3% of nominal amount 最高为名义金额的 3%
Bonds (primary market transactions) 债券 (一级市场交易)	Up to 3% of nominal amount 最高为分配金额的 3%
Bonds (secondary market transactions) 债券 (二级市场交易)	Up to 3% of nominal amount 最高为名义金额的 3%

Unless we explicitly inform you otherwise and rounded up to the nearest whole percentage points 除非我们明确另行通知您, 并调高至最接近的整数百分率

For other products, including primary offerings of ETFs and stocks where monetary benefits are quantifiable, our representative will provide you at or before the point of sale with information on specific monetary benefits received. The Benefits will be disclosed as an actual figure or a percentage ceiling of the investment amount that is rounded up to the nearest whole percentage point. 对于其他可量化金钱收益的产品 (包括交易所交易基金初次发售和股票) 我们的销售代表将在销售前或销售时像您提供我们取得的具体金钱收益的数据。此类收益将以实际数值或占投资额的百分率上限 (调高至最接近的整数百分率) 的形式披露。

3.2 Generic disclosures on monetary benefits received by us 对于我们获取的金钱收益的概括披露

We may also receive monetary benefits in connection with a transaction that are not quantifiable prior to or at the point of sale which are set out below. These monetary benefits may be received in addition to or instead of the specific monetary benefits described in 3.1 我们还可能取得下述与某项交易的、但无法在销售前或在销售时量化计算的金钱收益。此类金钱收益可能是第 3.1 条中所述的具体金钱收益的附加性或替代性收益。

3.2.1 Funds (including mutual funds, unit trusts, hedge funds and private equity funds) 基金 (包括共同基金、单位信托基金、对冲基金和私募股权基金)

We may receive from Products Issuers, as part of our compensation, one-time or recurring trailer fees, Trailer fees refer to compensation provided by the Product Issuer for investor relationship management services. As trailer fees are calculated based on aggregate holding volumes on specific dates they are not quantifiable at the time of transaction. The Product Issuers may compensate us with trailer fees up to a maximum of 100%of the management fees that they charge to you. 我们可能从产品发行人取得一次性或经常性基金销售佣金, 作为我们的报酬的一部分。基金销售佣金产品发行人 为投资者关系管理服务支付的报酬。由于基金销售佣金是指按照具体日期总体持有量计算的, 在交易时无法量化 计算。产品发行人支付我们的基金销售佣金最高可达产品发行人向您收取的管理费用的 100%。

3.2.2 Structured Notes 结构性票据

We may receive from Product Issuers as part of our compensation, one-time or recurring holding fees. Holding fees refer to compensation provided by the Product Issuer for placing and continuing to hold the investment products. Holding fees are payable in respect of products with subscription period where the holding fee is paid at certain times after the close of the subscription period. As holding fees are calculated based on aggregate holding volumes on specific dates they are not quantifiable at the point of sale. 我们可能从产品发行人取得一次性或经常性持有费用, 作为我们的报酬的一部分。持有费用指产品发行人为配售 和持续持有投资产品支付的报酬。持有费用适用于有认购期的产品, 在认购期结束后支付。由于持有费用是按照 具体日期总体持有量计算的, 在销售是无法量化计算。

3.2.3 Bonds , notes and similar paper 债券、票据和类似产品

We may receive from Product Issuers for primary market transactions, as part of our compensation, one –time rebates. These rebates are calculated based on aggregate allocation volume and are not quantifiable at the point of sale. 我们可能就一级市场交易从产品发行人取得一次性回扣, 作为我们的报酬的一部分。此类回扣是按照具体日期总 体持有量计算的, 在销售时无法量化计算。

4. Non-monetary benefits where we distribute an investment product to you 我们向您分销投资产品获得的非金钱收益

We may receive non-monetary benefits from third party issuers including, but not limited to, access to research materials, free security price quotations, entertainment and invitations to seminars. Such non-monetary benefits received are based on our relationship with the issuers and are not linked to any particular client transaction. 我们可能从第三方发行人取得非金钱收益, 包括但不限于获得研究材料、免费的证券价格报价、招待和研讨会邀请。此类非金钱收益是基于我们与发行人的关系, 与任何特定客户交易无关。

5. Occasions when you may receive a discount in relation to fees and charges 您可能有机会获得费用折扣

You may at times be eligible to benefit from a reduction in, or discount on, the fees and charges payable in relation to certain investment products. You will be informed prior to the point of sale of the investment when such a reduction or discount would apply. 您可能有机会获得某项投资产品的费用减免或折扣。当此类减免或折扣适用时, 我们会在销售投资产品前通知您。

6. The Chinese translation is for reference only. In case of any discrepancy between the English version and the Chinese version, the English version shall prevail. 本档的中文译本仅供参考之用, 若本档的英文版本与其译本有任何差异或抵触, 概以英文版本为准。

Customer's Declarations and Signature 客户声明及签署

I/we declare that 本人/吾等声明

- I/we confirm that I/we have not received any assurances from the Company concerning the expected net return on the Fund(s) and I/we am/are fully aware of the nature of the Fund(s) subscribed and the risks associated with the Fund(s). I am/We are subscribing for the Fund(s) on this basis. 本人/吾等没有获得由公司提出有关基金之任何预期净回报保证, 及本人/吾等充分了解本人/吾等认购的基金之性质及附带风险。本人/吾等据此确认认购基金。
- I/We agree that any dividend and redemption payment to which I/we am/are entitled will be credited to my/our investment account only after the company receives the notification and related payment from the Fund house/the Fund's appointed trustee/custodian. 本人/吾等同意所有给予本人/吾等之股息及赎回金额将于贵司收妥由基金公司/基金公司委派之信托人/保管人发出之通知及有关款项后, 才进入本人/吾等之投资帐户内。
- I/We agree and understand that the order above may not be executed if the respective fund house rejects the order with reasonable grounds. 本人/吾等明白及同意上述之指示有机会被有关基金公司在合理情况下拒绝接受而未能执行。
- I/We fully understand the nature and fundamentals of the Fund and the details of the transaction; including the terms as to price, term, expiration date, and restriction on exercising an option and other terms material to the transaction. I/We confirm that I/we fully understand and accept the associated risk and return of the Fund chosen by me/us since it is as likely that losses will be incurred as profit made as a result of buying and selling the Fund. 本人/吾等完全了解此基金的性质及基本情况及有关交易的条款, 包括有关价格、年期、届满日期、期权行使限制的条款及就交易而言属重大的其他条款。本人/吾等明白投资此基金买卖可赚亦可蚀, 并确认本人/吾等明白及接受此基金的附

带风险及回报。

5. I/We consent to complete and return my/our updated Risk Profile Questionnaire at CMBIS's request if my/our answers above are inconsistent with CMBIS's existing record. 倘本人/吾等以上提供的答案与招银证券之现有记录有所不符，本人/吾等同意在招银证券的要求下更新本人/吾等之「风险取向问卷」并递交更新后的问卷。

6. I/We have read and understood the "Important Notice on Sales Disclosures to Investors" of this form prior to my/our signing this completed form. 本人/吾等在签署填妥本表格前，已阅览及明白本表格的「致投资者的销售披露重要通知」。

7. I/We understand that the provision of information in this form is voluntary for the purpose of my/our current application for subscription. If I/we fail to provide the information, my/ our current application will not be accepted. 本人/吾等明白于本表格上提供数据为处理是次认购申请是自愿的。倘本人/吾等未能提供有关资料，本人/吾等是次之申请将不获 处理。

8. I/We acknowledge and agree that the information collected from me/us in this form together with any subsequent alterations or supplements to it is being collected on behalf of CMBIS, I/We further acknowledge and confirm that I/we have received and read the Personal Information Collection Statement (the "PICS") attached as Schedule I to the Client Agreement entered into by me/us with CMBIS (as amended from time to time) (the "Client Agreement"). I/We understand and agree that the information collected from me/us in this form together with any subsequent alterations or supplements to it can be used and/or transferred in accordance with any of the uses and purposes (including in relation to direct marketing) and/or to any of the transferees as fully described in the PICS and agreed by me/us pursuant to the Client Agreement. 本人/吾等确认及同意从本人/吾等在本表格上收集的数据及日后之任何改动或补充，乃代表招银证券所收集。本人/吾等进一步确认及确定，本人/吾等已收讫及阅毕与招银证券签定的客户协议中，附表一所载的个人资料收集声明（不时作出修订）（「客户协定」）。本人/吾等确认及同意从本人/吾等在本表格上收集的数据及日后之任何改动或补充，可根据个人资料收集声明内的使用及目的（包括直接促销）及/或转交予受让人的描述，而作使用及转交。

9. I/We have a right to request access to and correction of my/our personal data by writing to the Privacy Officer, CMB International Securities Limited, 45/F, Champion Tower, 3 Garden Road, Central, Hong Kong. 本人/吾等可致函香港中环花园道 3 号冠君大厦 45 楼招银国际证券有限公司数据保护主任收，要求查阅及更改本人/吾等的个人资料。

10. I/We hereby also declare that 本人/吾等亦确定为：
I/We am/are NOT a resident in the United States of America or any other person restricted by the law of any relevant jurisdiction from acquiring the funds 本人 /吾等并非为美国居民或受任何有关司法管辖区的法律禁制购买基金之人士。

Signature 客户签署	Date 日期
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For Official Only 只供内部使用		
Time of Order taken 收件时间	Audio Date and Reference 录音日期及编号	
CMBIS licensed staff and Witness staff (if applicable) have already explained the nature, features and risks of and associated the above Product to the Customer(s) and the Witness (if applicable) to ensure the Customer(s) and the Witness (if applicable) fully understand the nature, features and risks of and associated with the above Product(s). 招银证券持牌中介人及见证职员已向客户及其见证人（如有）清楚解释上述产品之性质、主要特点及其相关之风险以确保客户及其见完全理解上述产品之性质、主要特点及其相关之风险，		
Full Name of licensed staff 持牌中介人全名	AE No 持牌中介人号码	Signature of licensed staff 持牌中介人签名
For VC transaction Only 容易受损客户交易适用		
Full Name of Witness staff 见证职员全名	AE No 持牌中介人号码	Signature of Witness staff 见证职员签名
Reviewer* and Review Date	(Mismatch Transaction)(If applicable)	Trader/Time and Date of Order Executed
	RO Approval and Date	Compliance Approval and Date

*Reviewer has to ensure the followings
 -completeness of the form
 -accuracy of the form
 -suitability assessment has been properly performed