

## **Risk Warnings – Sale of investment and insurance products**

- Customers are reminded to enquire and purchase the Bank's products (be it bank-owned or product which the Bank acts as distributor) through the designated sales room only.
- Do take note that the Bank's letterhead should appear on all sales-related documents (regardless of whether the products are bank-owned or where the Bank acts as a distributor).
- Prior to purchasing Bank's products (be it bank-owned or product which the Bank acts as distributor), customers are strongly reminded to read the Bank's product information platform (which includes the product list and the Bank's public website).
- All bank products sold will be processed via our bank system platform. Product cannot be sold by manual funds transfer or remittance, except through the Bank's authorized channels. Transfer or remit of funds directly to unauthorized third-parties from customers' accounts are strictly prohibited.
- Sale of the Bank's products to customers that have not completed the Financial Needs Analysis (FNA) assessment is strictly prohibited.
- Once Customer purchased unauthorized products, Customer need to be aware that he is subscribing to products which are without protection, of high risks and may occur substantial loss of principal. Prior to purchasing investment products, customer need to consider the following questions:
  1. Where can they obtain more information of this product?
  2. Who is the issuer of this investment product?
  3. What is the investment mechanism of this investment product?
  4. Which party is the customer signing with for the Terms and Conditions of this investment?

Never subscribe products that are without clear disclosure of investment mechanism, issuer and risk disclosure.

## Individual Investors Requirements ( Customer's and Product risk rating mapping list )

### Customer's and Product risk rating mapping list ( Cross-level sales are not allowed )

| Risk Profile  | Suitable Product  |
|---|---|
| <p><b>C1 Defensive</b> – Your priority is protecting your capital and you are willing to accept minimal risks. In return, you understand that you may receive minimal or low returns.</p>   | <p>Unless otherwise provided in Product Documents or Risk Disclosure Statement, suitable for Products with risk level of P0-P1 offered by the Bank or product which the Bank acts as distributor.</p>       |
| <p><b>C2 Conservative</b> – Your priority is to maintain your investment capital while seeking some investment returns. You would prefer to achieve limited returns higher than short-term deposit rates by investing in low risk-rated products which have simple structure and are not exposed to high volatility or low liquidity.</p>   | <p>Unless otherwise provided in Product Documents or Risk Disclosure Statement, suitable for Products with risk level of P2 or below offered by the Bank or product which the Bank acts as distributor.</p> |
| <p><b>C3 Moderate</b> – Your goal is to obtain moderate investment returns, either through income or capital appreciation, and you are willing to take on moderate investment risk. You are willing to invest in moderately risk rated products with low liquidity, relatively high volatility and the possibility of losing part of the principal investment.</p>  | <p>Unless otherwise provided in Product Documents or Risk Disclosure Statement, suitable for Products with risk level of P3 or below offered by the Bank or product which the Bank acts as distributor.</p> |
| <p><b>C4 Balanced</b> – Your goal is to obtain higher investment returns, either through income or capital appreciation, and you are willing to take on higher investment risk. You are willing to bear products with more volatile returns, lower liquidity, and the possibility of losing part or even most of the principal investment.</p>  | <p>Unless otherwise provided in Product Documents or Risk Disclosure Statement, suitable for Products with risk level of P4 or below offered by the Bank or product which the Bank acts as distributor.</p> |
| <p><b>C5 Aggressive</b> –<br/>Your focus is on maximizing investment returns opportunistically in an unconstrained manner, and you are willing to take on extremely high levels of investment risk to do so. You are comfortable with investing in high risk products with complex investment structure, high volatility, low liquidity and the possibility of losing most or even all of your capital.</p> | <p>Unless otherwise provided in Product Documents or Risk Disclosure Statement, suitable for Products with risk level of P5 or below offered by the Bank or product which the Bank acts as distributor.</p> |

#### Note :

The products with risk level of P4 and P5 are defined by the Bank as high-risk products. Customer shall note: such risk profile rankings and suitable product are for reference only. Customer shall independently assess the suitability of the Product against his/her risk tolerance level, financial situation and investment objectives, and also seek advice from independent professional advisors by himself/herself where he/she deems necessary.

### **Investment and Insurance Individual Investors:**

These products are made available for retail banking customers. Customers' whose risk level matches the product risk level, will only be able to subscribe to that risk related product, and or below. Customer's risk level is not the only criteria in assessing customer suitability for the product. Bank will also take into account multiple factors in considering customer's suitability (including but not limited to customer's age, financial situation, investment experience, investment objective, investment returns expectation, risk preferences, liquidity requirements, risk awareness and risk loss tolerance, etc.)