



15 November 2012

Dear Customer,

Change of Investment Product Risk Rating Methodology

Thank you for choosing us as your preferred wealth management partner.

To provide you with appropriate solutions that are in line with your risk profile, a new method of ascribing risk ratings was deployed to all our investment products with effect from 12 November 2012. With the new risk rating methodology, risk rating of all our investment products was reviewed, and the risk rating of certain investment products in your portfolio may have been adjusted upwards or downwards.

Given the possible change in risk rating of the investment products, the products in your portfolio may no longer be in line with your risk profile. Therefore, please contact your Relationship Manager to review your portfolio and ensure your portfolio meets your investment objectives and preferences.

A list of Frequently Asked Questions is enclosed for your reference. For the updated product risk rating of our investment products, please visit our website www.anz.com/hongkong.

For any queries, please contact your Relationship Manager or contact our 24-hour Customer Service Hotline at +852 2176 8998.

We look forward being continued to be of your service.

Yours faithfully,

Belinda Hsieh
Head of Investment, Insurance and Investment Advisory
Retail Banking Hong Kong



親愛的客戶

更改投資產品風險評級評定機制

多謝您選用澳新銀行為您的理財伙伴。

為向您提供切合您風險類型的理財方案，我們已於 2012 年 11 月 12 日推出全新投資產品風險評級評定機制。您所持有的投資產品之風險評級已被重新檢視及釐定，而有關之投資產品評級亦有可能已被調高或調低。

由於您所持有的投資產品之風險評級可能已被重新釐定，您持有之投資組合的產品風險評級可能不再符合您的風險類型。因此，請聯絡您的客戶關係經理以檢討您的理財組合，並確定您的投資組合切合您的投資目標及取向。

詳情請參閱附函的常見問題。如欲查詢已更新的投資產品風險評級，請登入我們的網頁 www.anz.com/hongkong。

如有任何查詢，請聯絡您的客戶關係經理或致電 24 小時客戶服務熱線+852 2176 8998。

我們期待繼續為您服務。

香港零售銀行投資及保險業務及策劃顧問總監

謝佩芳 謹啓

2012 年 11 月 15 日

Frequently Asked Questions 常見問題

Q1: What are Product Risk Ratings?

All investment products distributed by ANZ will be assigned an investment product risk rating, with the scale as follows:

- P1 – Low Risk
- P2 – Medium Low Risk
- P3 – Medium Risk
- P4 – Medium High Risk
- P5 – High Risk

This helps the customer to understand the appropriateness of a product relative to his risk profile. For example, a “P3 - Medium” rating means that the product is deemed suitable for all customers profiled “C3 – Medium Risk Investor”, “C4 – Medium-High Risk Investor” and “C5 – High Risk Investor”. Similarly, extra care is required for those customers who are, for example, profiled “C3 – Medium Risk Investor” wishing to invest in products rated “P4 - Moderately High” or “P5: High” because these products carry potentially higher risk than the customer may find comfortable, based on his responses to ANZ’s Customer Investment Profile (CIP) form.

Q1: 產品風險評級是甚麼？

所有經本行發行的投資產品將會被評定為某一個風險評級，而風險評級分 5 級，等級如下：

- P1 - 低風險
- P2 - 中低風險
- P3 - 中風險
- P4 - 中高風險
- P5 - 高風險

風險評級能協助客戶釐定有關投資產品所帶的風險是否符合個人之風險類型。例子：如產品風險是「P3-中風險」，該產品應適合風險類型為「C3-中風險投資者」，「C4-中至高風險投資者」或「C5-高風險投資者」的客戶。同樣地，如風險類型為「C3-中風險投資者」的客戶欲投資於風險評級為「P4-中高風險」或「P5-高風險」的產品，由於該產品所附帶的潛在風險大於客戶可承受之風險程度（根據客戶於本行填寫之「客戶投資取向」問卷之結果），客戶應更加謹慎。

Q2: How are investment products risk rated?

ANZ takes into account a combination of factors before assigning a risk rating to its suite of investment products. These include quantitative criteria such as price volatility and tenor, and qualitative factors such as product complexity and diversification. Taken in combination, these factors help point to the most applicable rating for a particular product. However, before

selecting an investment product, the customer should also consider his own personal circumstances.

Q2: 投資產品風險評級是如何評定的？

本行在評定有關投資產品之風險評級時會考慮各項因素，當中包括數據如價格波幅、產品年期，及其他因素如產品複雜程度及分散風險程度而釐定。這些因素有助釐定最合適的投資產品風險評級，但客戶需考慮其個人情況，而作出投資決定。

Q3: How will ANZ's Investment Product Risk Ratings change?

Going forward, ANZ will be applying a single Product Risk Rating framework for all its investment businesses in Asia. This will allow for easier comparison across products and product types, regardless whether you are an onshore or offshore ANZ customer. As a result of this ratings re-alignment, it is possible that the risk ratings of some of your existing holdings may differ from that assigned previously.

Q3: 投資產品風險評級將有甚麼改變？

本行今後將會在亞洲所有服務據點使用統一的風險評級評定機制。不論客戶是在岸及離岸客戶，均可更容易地比較不同產品及產品類別所附帶之風險。因此，您所持有的投資產品之風險評級有可能會被調整。

Q4: What should I do if my investment product rating has been adjusted up?

For example, your risk profile is “C3 – Medium Risk Investor”, and risk rating of one of your investments is adjusted from “P3 - Medium” to “P4 - Moderately High”. This suggests that the product is no longer in line with your risk profile. However, this does not necessarily mean that you should sell or switch the investment. In addition to your risk profile, it is necessary to assess the investment in terms of other factors, such as your current objectives, investment preferences, potential gains or losses, fee impact, etc. Please contact your ANZ Relationship Manager to conduct a review of your investment holdings before making your final decision.

Q4: 如我所持有的投資產品之風險評級被調高，我該怎樣做？

例子：如您的風險類型為「C3-中風險投資者」，而您所持有的產品風險評級被調高至「P4-中高風險」，該產品可能不再符合您的風險類型，但這並不代表您須沽出該產品。除您的風險類型外，您應考慮其他因素，如投資目標、喜好、潛在利潤或虧損、有關交易費用等。請聯絡您的客戶關係經理以檢討您的理財組合，再作出投資決定。

Q5: What should I do if my investment product rating has been adjusted down?

For example, you are profiled “C3 – Medium Risk Investor”, and risk rating of one of your investments is adjusted from “P3 - Medium” to “P2 - Low”. This means that the product is less risky for your current risk profile but can still continue to be in line with your risk profile. Nevertheless, you may wish to take this opportunity to review the investment in terms of your current objectives and preferences. Please contact your Relationship Manager if you have any queries or would like more information.

如我所持有的投資產品之風險評級被調低, 我該怎樣做?

例子：如您的風險類型為「C3-風險投資者」，而您所持有的產品風險評級被調低至「P2-中低風險」，即代表該產品所附帶之潛在風險低於您的風險類型，但仍切合您的風險類型。此外，你亦可藉此機會檢討您的投資組合。如需更多資料，請聯絡您的客戶關係經理。