

**inMotion leads the way to virtual banking services**

Hong Kong's only comprehensive virtual banking services platform with  
launch of city's first truly virtual credit card and new functions

(Hong Kong: 15 February 2019) China CITIC Bank International Limited (the "Bank" or "CNCBI") announces that the Bank's flagship mobile banking platform inMotion is making history in Hong Kong again with the launch of the city's first truly virtual credit card "Motion Virtual Credit Card", full-function securities trading service "inVest" and life insurance purchase services, providing customers with comprehensive virtual banking services.

Mrs Helen Kan, Executive Director and Alternate CEO, CNCBI, says: "CNCBI strives to provide leading virtual banking services to customers with many first-in-market innovations on the March 2018 incepted inMotion. The launch of the Motion Virtual Credit Card, inVest and life insurance purchase services has made inMotion Hong Kong's only mobile banking platform to offer comprehensive virtual banking services. Customers can now manage account opening, spending, investment and insurance purchases anytime anywhere. When it comes to banking services, one app is all it takes."

**Motion Virtual Credit Card**

Hong Kong's first truly virtual credit card Motion Virtual Credit Card offers customers a non-physical spending option that has the best of both worlds. Customers can expect to reap the benefits of ultimate convenience from card application to making transactions – completed entirely remotely. Card application requires no address or income proofs. Instant approval allows instant card uses. The wait for manual approval and card delivery is over. The Motion Virtual Credit Card not only lets customers shop online instantly but it also allows binding to mobile wallets for offline purchases.

To commemorate the launch of the Motion Virtual Credit Card, new-to-bank customers can enjoy up to 3% of cash rebates on online shopping. An "instant" offer is also up for grabs – customers who successfully applied for the Motion Virtual Credit Card can enjoy a monthly fee waiver for nine months for Birdie's 15GB monthly service plan worth HK\$1,260 without having to wait until fulfilment of spending requirements.

Mr Ronald Lu, Executive General Manager of Assets & Liabilities and Customer Strategy, CNCBI, says: "Customers applying for new credit cards can get their cards in about three to seven days upon application. This can be even longer if certain documents are missing, whereas the Motion Virtual Credit Card can be owned instantly. In future, we will seek more partnerships and provide customers increased card spending options and offers. When it comes to credit card services, one app is all it takes."

## **InVest**

A brand new addition to the inMotion service portfolio, inVest facilitates IPO subscription and trading of mainland, Hong Kong and US securities on a single mobile app. inVest also provides customers with a comprehensive range of market information including real-time quotes, stock trends as well as update on mainland, Hong Kong and US markets.

Customers can open an investment account on inMotion and trade securities on either inMotion or inVest. Opening an account and trading securities can be completed entirely remotely.

Five major inVest promotional offers:

1. Up to a lifelong \$0 brokerage commission for securities purchases for new customers
2. Cash rewards of up to HK\$10,000 for transfer-in of securities and investment products
3. As low as 0.125% brokerage commission for securities trading
4. Unlimited free real-time quotes
5. \$0 brokerage commission to buy/sell newly listed Hong Kong stocks on the first-trade day

## **Insurance purchase services on inMotion**

China CITIC Bank International partners with China Life Insurance (Overseas) Company Limited ("China Life (Overseas)") to launch an insurance purchase service on inMotion. Holders of deposit accounts need only complete a simple questionnaire on inMotion to apply for designated life insurance schemes with great ease.

Customers applying for insurance schemes on inMotion for the first time can also enjoy up to HK\$1,500 of discounts off the premiums.

Ms Venus Chiu, Executive General Manager, Private Banking and Wealth Management, CNCBI, says that: "inMotion provides a comprehensive range of wealth management services. Following the launch of remote investment account opening last year, the Bank now seeks to increase the depth of its stock investment service with the rollout of the new full-function securities trading service inVest. Insurance constitutes an important aspect in wealth management. In view of this, CNCBI takes great pleasure in its role as the insurance agent in the partnership with China Life (Overseas) for introducing an insurance purchase service on inMotion. From now on, when it comes to wealth management, one app is all it takes."

CNCBI is confident about the development of inMotion, remarks Mrs Kan. "Currently, about a quarter of the Bank's new retail customers were generated by inMotion. This figure is expected to grow to more than 50% in the next three years and the number of new-to-bank customers will increase two-fold.

Meanwhile, the launch of the Motion Virtual Credit Card will lead the new card issuance volume to multiply.”

**Notes:**

1. Terms and conditions apply. For details, please log on to [www.cncbinternational.com/inmotion](http://www.cncbinternational.com/inmotion), visit a CNCBI branch or call us at (852) 2287 6788.
2. Approval of virtual credit cards takes into account the credit scores of individual applicants.
3. Investment involves risks. Relevant terms and conditions apply to the securities trading offers.
4. The premium discount offer is governed by applicable terms and conditions. The related life insurance products are issued and underwritten by China Life (Overseas).
5. The Bank reserves the right to amend, suspend or terminate any of the terms and conditions of the above offers anytime without prior notice. In case of disputes, the Bank’s decision shall be final.

**Photo:**



Mrs Helen Kan (centre), Executive Director and Alternate CEO, CNCBI, with Mr Ronald Lu (left), Executive General Manager, Assets & Liabilities and Customer Strategy, Personal & Business Banking Group, and Ms Venus Chiu (right), Executive General Manager, Private Banking and Wealth Management, officiate the launch of Hong Kong's first truly virtual credit card "Motion Virtual Credit Card", full-function securities trading service "inVest" and life insurance purchase services under the roof of the Bank's flagship mobile banking platform inMotion

## **Editor's notes:**

### **inMotion**

Launched officially in March 2018, inMotion is China CITIC Bank International's flagship mobile banking platform with the first-in-Hong Kong remote account opening service which allows customers to open a bank account anytime anywhere on the inMotion mobile app without time or physical constraints or typical document hassles. No pre-registration is required neither. When it comes to banking services, one app is all it takes.

More innovative functions have become available on inMotion. These have now included:

- Remote deposit and investment account opening
- Securities trading
- Investment funds
- Reply corporate action
- Life insurance application
- Time deposit
- Currency exchange
- Remittance
- Bill payment
- Support customers with more than 1 One Account to register with inMotion
- Support the Faster Payment System (FPS)
- Add CNCBI Credit Card directly to Apple Pay
- View balance
- Total liability chart view
- Biometric authentication
- Remote reset password

For details, please log on to [www.cncbinternational.com/inmotion](http://www.cncbinternational.com/inmotion),

## **China CITIC Bank International Limited**

China CITIC Bank International Limited (“CNCBI”) is 75%-owned by CITIC International Financial Holdings Limited (“CIFH”), which in turn is a wholly-owned subsidiary of China CITIC Bank Corporation Limited (“CNCB”). The remaining 25% of CNCBI are owned by Tian Yuan Trading Limited, Hong Kong Guansheng Investment Co., Limited, Anxin Trust Co., Limited, Clear Option Limited and Elegant Prime Limited.

By providing value-creating financial solutions to define and exceed both wealth management and international business objectives of Greater China and overseas customers, CNCBI aspires to be “the best overseas integrated financial services institution”, with the highest international standards and capabilities.

CNCBI’s footprint in Greater China includes 31 branches in Hong Kong, as well as branches and presence in Beijing, Shanghai, Shenzhen and Macau. CNCBI also has overseas branches in New York, Los Angeles and Singapore. More information about CNCBI can be found on its website at [www.cncbinternational.com](http://www.cncbinternational.com).

### **For media enquiries, please contact:**

Woobie Wu  
Assistant Vice President  
Corporate Communications  
Tel: (852) 3603 6332  
Fax: (852) 3603 4312  
Email: [Woobieyp\\_wu@cncbinternational.com](mailto:Woobieyp_wu@cncbinternational.com)

Christopher Law  
Assistant Manager  
Corporate Communications  
Tel: (852) 3603 6635  
Fax: (852) 3603 4312  
Email: [christopherst\\_law@cncbinternational.com](mailto:christopherst_law@cncbinternational.com)

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