

China CITIC Bank International, CLSA and CITIC Securities Brokerage (HK) to sign strategic collaboration agreements

Deepening synergy among CITIC companies for more holistic services to customers

(Hong Kong: 26 April 2021) China CITIC Bank International Limited (the “Bank” or “CNCBI”), CLSA Limited (“CLSA”) and CITIC Securities Brokerage (HK) Limited (“CITIC Securities Brokerage (HK)”) held a signing ceremony of strategic collaboration agreements with an aim of driving multifaceted collaborative business development. Mr Bi Mingqiang, President and Chief Executive Officer of CNCBI, Mrs Helen Kan, the Bank’s Executive Director and Deputy Chief Executive Officer and Mr Jeffery Bai, the Bank’s Executive Director and Deputy Chief Executive Officer, with Mr Charles Lin, Vice Chairman of CLSA and Mr James Xu, Chief Executive Officer of CITIC Securities Brokerage (HK) attended the ceremony in the company of members of senior management teams and signed the respective strategic collaboration agreements.

Mr Bi Mingqiang said at the ceremony: “We are delighted to sign the strategic collaboration agreements with CLSA and CITIC Securities Brokerage (HK), setting into motion the implementation of the CITIC Group’s collaborative strategies by deepening collaboration on the back of a well-established business foundation and relationship. In adherence to the principle of ‘complementing advantages for mutual benefits’, the three parties will become each other’s strategic partners and unleash the advantage of the CITIC Group’s integrated financial platform to create more value to customers as well as more fruitful contributions to the CITIC Group.”

Mr Charles Lin pointed out: “We take pleasure in deepening collaboration with China CITIC Bank International. By joining forces, we are able to play to the advantage of each other’s strength in our respective fields so as to satisfy customer’s diverse needs. I believe that customers and we will reap the benefit of the synergy from this strategic collaboration. By providing more market information and diverse investment and insurance products to customers, we will not only enhance our service quality to exceed customers’ expectation but also bolster our influence in our respective fields.”

Under the framework of the strategic collaboration agreements, CNCBI, CLSA and CITIC Securities Brokerage (HK) will step up collaboration and exchanges as regards business opportunities, market intelligence and product innovation, complementing and riding on each other’s strength. The tripartite partners will collaborate actively in such areas as corporate banking, global markets and treasury, wealth management and personal banking, to provide and prioritise the referral of suitable products, professional services and customers to each other.

For corporate banking, global markets and treasury, CNCBI and CLSA will collaborate in various

cross-border and offshore businesses including cross-border local- and foreign-currency products and custodian services, currency exchange and cross-border remittance, foreign exchange hedging, investment and financing, investment banking services, research, brokerage services of stocks of countries and districts other than Hong Kong, sale and promotion of offshore wealth management services, clearing services, receiving banking services and interbank deposits.

Regarding wealth management and personal banking services, CITIC Securities Brokerage (HK) will leverage off CNCBI's wealth management capability to provide wealth preservation and creation services to high-net-worth customers. In future, both parties will extend collaboration in an effort to create 360-degree wealth management solutions for customers.

The tripartite collaboration is expected to satisfy the rising financial management needs of more personal, corporate and institutional customers. It will also open up a wealth of development opportunities and further fortify and expand the competitive advantage of the tripartite partners in their respective fields.

Photo:



Mr Bi Mingqiang (left), President and Chief Executive Officer of CNCBI and Mr Charles Lin (right), Vice Chairman of CLSA sign strategic collaboration agreement to expand collaboration on various cross-border and offshore businesses



Mr Bi Mingqiang (2nd from left), President and Chief Executive Officer of CNCBI and Mr Charles Lin (2nd from right), Vice Chairman of CLSA witness the signing of strategic collaboration agreement by Mrs Helen Kan (left), Executive Director and Deputy Chief Executive Officer of CNCBI and Mr James Xu (right), Chief Executive Officer of CITIC Securities Brokerage (HK), for collaboration on wealth preservation and wealth creation services to customers



Mr Bi Mingqiang (7th from left), President and Chief Executive Officer of CNCBI , Mrs Helen Kan (6th from left), Executive Director and Deputy Chief Executive Officer , Mr Jeffery Bai (5th from left), Executive Director and Deputy Chief Executive Officer , with Mr Charles Lin (6th from right), Vice Chairman of CLSA and Mr James Xu (5th from right), Chief Executive Officer of CITIC Securities Brokerage (HK) at the strategic collaboration agreements signing ceremony in the company of members of senior management teams

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”).

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 integrated financial services provider”, with the highest international standards and capabilities.

CNCBI’s footprint in Greater China includes 27 branches and two business banking centres 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.

CLSA Limited

CLSA, CITIC Securities’ international platform, provides global investors and corporates with insights, liquidity and capital to drive their growth strategies. Award-winning research, an extensive Asia footprint, direct links to China and highly experienced finance professionals differentiate our innovative products and services in asset management, corporate finance, equity and debt capital markets, securities and wealth management. As part of CITIC Securities (SSE: 600030, SEHK: 6030), China’s leading investment bank, CLSA is uniquely positioned to facilitate cross-border capital flows and connect China with the world and the world to China. CLSA operates from 22 cities across Asia, Australia, Europe and the United States. For further information, please visit www.clsa.com.

CITIC Securities Brokerage (HK) Limited

CITIC Securities Brokerage (HK) Limited (“CITIC Securities Brokerage (HK)”) is the wealth management arm of CITIC Securities, a leading company in China in terms of asset management scale. CITIC Securities Brokerage (HK) is committed to expand its international high-end wealth management services. Over 20 years of stable development, CITIC Securities Brokerage (HK) has established a steady financial status and gained the recognition and trust of clients and the industry. The award “Excellent Brand of Wealth Management Services” won by CITIC Securities Brokerage (HK) is a solid proof of our wealth management position in the industry.

The professional wealth management team in CITIC Securities Brokerage (HK) provides diversified and multi-market asset allocation solutions to individual and corporate clients. Our products include funds, trusts, bonds, structured investment products, securities and futures, etc. We offer professional services to multiple markets, such as Hong Kong, Japan, Shanghai, Shenzhen, Singapore, Philippines, Thailand, Malaysia, Australia, Germany, the United Kingdom and the United States. As the “Preferred Wealth

Management Partner”, CITIC Securities Brokerage (HK) helps our clients to achieve wealth appreciation.
For further information, please visit www.csb.com.hk.

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