

For Immediate Release

Company Name: Shinsei Bank, Limited
 Name of Representative: Hideyuki Kudo
 President and CEO
 (Code: 8303, TSE First Section)

Capital and Business Alliance with Lancers, Inc.

-Creation of a new business model of the freelancer ecosystem -

Tokyo (Monday, December 18, 2017) --- Shinsei Bank, Limited (hereinafter, “Shinsei Bank” or the “Bank”) announced today that it agreed on a capital and business alliance with Lancers, Inc. (Shibuya-ku, Tokyo; CEO: Yosuke Akiyoshi; hereinafter “Lancers”) that engages in the crowdsourcing business, to develop financial products and services for freelancers. Shinsei Bank subscribed to a third party allocation of Lancers’ shares as of December 18, 2017.

Shinsei Bank has examined new business ecosystems that are likely to expand in the future and the associated business models to capture the social structural change and seek further growth opportunities. Shinsei Bank looks to collaborate with Lancers who has the necessary talent platform to seek opportunities in the freelancer ecosystem, as the first step to pursue opportunities in the newly emerging business ecosystems. Lancers conducted a third party allocation of a total of 1 billion yen to meet the expanding needs of the diversifying work style. Using the capital raised, Lancers plans to build a database of freelancers, provide options for a flexible work style, and address their financial needs. Shinsei Bank and Persol Holdings Co., Ltd. (Shibuya-ku, Tokyo; Representative Director, President and CEO: Masamichi Mizuta) act as trustees and the Bank subscribed to a part of the allocation.

Through this alliance, Shinsei Bank will conduct credit screening using the performance and evaluation data of Lancers’ members, and engage in the development of products and services to address the needs of the freelancers who face the challenge of procuring the necessary financing or business investment and self-learning expenses when opting for a diversifying work style. At the same time, the Bank will examine the use of freelance resources in the Group operations. Furthermore, the Bank will consider future business potentials including the development of individual evaluation of freelancers using artificial intelligence (AI), and the provision of guarantee and settlement services.

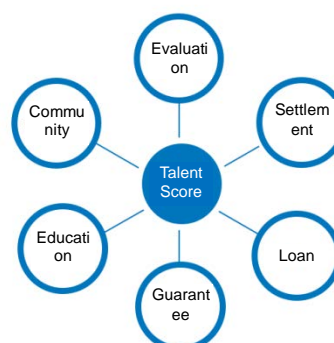
Due to the aging society with low birthrates and decreasing populations, it has become necessary for the corporations to secure labor resources by properly responding to the diversifying work styles of the society. The number of freelancers including parallel workers and moonlighters is estimated to increase further¹, creating an ecosystem comprised of such workers. Shinsei Bank will proactively use the Group’s financing and business management experiences and know-how to provide solutions to meet various needs of freelancers. In addition, the Bank will consider the creation of new business models in the other ecosystem as well.

¹The freelance population including parallel workers and moonlighters reached 11.22 million by 2017 increasing 5% from the previous year. (Lancers, Inc.: ‘Survey on the actual status of freelancers 2017’)

■ Summary of Lancers, Inc.

Name : Lancers, Inc.
 Representative : CEO: Yosuke Akiyoshi
 Established : April 2008
 Location : 3-10-13 Shibuya, Shibuya-ku, Tokyo
 Main business : Crowdsourcing business matching freelancers and company needs
 Capital : 2.27 billion yen (including capital surplus reserve, as of December 18, 2017)

■ Lancers’ freelancer ecosystem



Shinsei Bank is a leading diversified Japanese financial institution providing a full range of financial products and services to both institutional and individual customers. The Bank has a network of outlets throughout Japan and is committed in its pursuit of uncompromising levels of integrity and transparency in all of its activities in order to earn the trust of its customers, staff and shareholders. The Bank is committed to delivering long-term profit growth and increasing value for all its stakeholders. News and other information about Shinsei Bank is available at <http://www.shinseibank.com/corporate/en/index.html>