



For Immediate Release

Lenovo Japan, Ltd.  
Shinsei Bank, Limited

## **Participation in Lenovo Japan's Partnership Program**

*- Providing WeChat Pay, a China based settlement service, in sales support solutions for small and medium sized enterprises-*

Tokyo (Tuesday, July 3, 2018) --- Shinsei Bank, Limited (Chiyoda-ku, Tokyo; President and CEO: Hideyuki Kudo; hereinafter, "Shinsei Bank" or the "Bank") has announced today that it will participate in Lenovo Advanced Mobile Program (hereinafter, "LAMP")<sup>1</sup>, a solution partner program for tablets and smart devices launched by Lenovo Japan, Ltd. (Chiyoda-ku, Tokyo; President: David Bennett; hereinafter, "Lenovo"). Shinsei Bank, as a LAMP's financial partner, intends to provide solutions for small and medium sized enterprises (hereinafter, "SMEs") jointly with Lenovo. As the first solution, APLUS Co., Ltd. (Tokyo Headquarters: Chiyoda-ku, Tokyo; Representative Director and President: Akira Watanabe; hereinafter, "APLUS"), a Shinsei Bank Group member company, will start providing WeChat Pay, a China based mobile settlement service for Chinese people visiting Japan.

As the implementation of the reduced tax rate system for consumption tax in October 2019, needs for inexpensive cash register system with business tablet devices that can automate more complex tax treatments are expected to increase among retail and service sectors. The solution to be provided by Lenovo and APLUS will install code payment, POS (Point of Sales) register, reservation management, and accounting system functions in Lenovo tablets. Lenovo and Shinsei Bank will enhance the functions to provide them as the sales support solutions for SMEs.

WeChat Pay is a mobile settlement system using WeChat, a social networking service (SNS) popular among Chinese people, and a number of stores implementing WeChat Pay is increasing steadily since APLUS started the settlement agent service in Japan in April 2016<sup>2</sup>. To deal with the further increase in the foreign tourists due to the Tokyo Olympics and Paralympics games scheduled for 2020, coping with the electronic settlements using SNS, which is turning itself into a major settlement method outside of Japan, will be essential. Lenovo and APLUS decided to first combine WeChat Pay with Lenovo tablets as one of the functions to serve the needs of retail and service stores who want to attract Chinese tourists. Lenovo will be able to differentiate its tablets from the others with the added value brought forth by the mobile settlement system using WeChat Pay, which then would help APLUS develop its customer base broadly through Lenovo's tablet sales network.

The stores that use Lenovo tablets and the associated solutions will purchase "Lenovo Tab 7," a 7-type tablet, through Lenovo's sales agents, and will register for WeChat Pay simultaneously. APLUS will conduct a screening procedure for the stores. By purchasing the validated device from Lenovo, the tablet manufacturer, the stores will be able to avoid facing problems such as different software version or specifications, and can start using WeChat Pay easily, just by accessing Lenovo.

Shinsei Bank will consider providing various services using the Shinsei Bank Group's functions such as a leasing function by Showa Leasing Co., Ltd. (Bunkyo-ku, Tokyo; President & CEO: Kiyohiro Kiyotani), a Group member company, to the stores using Lenovo tablets and the solution. As providing solutions for SMEs is stipulated as one of the Group's strategically focus areas in its Third Medium-Term Management Plan, the Bank will expand its initiatives by utilizing the Group's strengths as well as proactively collaborating with the companies outside of the Group, including those in different sectors.

<sup>1</sup> For details of Lenovo Advanced Mobile Program, please see "Lenovo Launches Lenovo Advanced Mobile Program for Tablets and Smart Devices", Lenovo Japan's press release made public today.

<https://www3.lenovo.com/jp/ja/news/article/2018-07-04>

<sup>2</sup> WeChat Pay has been implemented to 9,113 stores of 1,146 companies, as of May 31, 2018.

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*Shinsei Bank is a leading diversified Japanese financial institution providing a various 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>*