



Information

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Shinsei Bank, Limited
ABN AMRO Bank N.V.

Shinsei Bank and ABN AMRO form an alliance on trade services

Shinsei Bank, Limited (President and CEO: Masamoto Yashiro, hereinafter referred as “Shinsei Bank”) and ABN AMRO Bank N.V. (headquartered in Holland, Chairman of the Managing Boards: Rijkman Groenink, hereinafter referred as “ABN AMRO”) announced today that they made an alliance in trade services. Based on the partnership, Shinsei Bank will leverage ABN AMRO’s global network, vast experience and advanced IT technologies in trade services, which will enable Shinsei Bank to provide higher value-added trade services to its customers in Japan.

As the first development of their cooperation, Shinsei will launch a web-based trade services platform called “*TradeNavigator*” this June with technical support from ABN AMRO. Generally, settlements in international trades require large amounts of documentation, which take thousands of man-hours. “*TradeNavigator*” will enable customers to request import letter of credit (L/Cs) issuance, to receive export L/Cs and to modify terms and conditions. With all of the L/C information such as collection status and transaction records transmitted to their database, customers can monitor their L/Cs status and generate reports on-line. This service allows customers to reduce their operation costs, to simplify and speed up trade procedures and to avoid paperwork mistakes.

The alliance between Shinsei Bank and ABN AMRO also covers several other areas of cooperation, which include: ABN AMRO will provide know-how to jointly develop trade service products, Shinsei Bank will outsource its trade operation to ABN AMRO, and ABN AMRO will dispatch specialists to Shinsei Bank.

ABN AMRO has more than 175 years of experience in trade services. Global Trade and Advisory, a division of ABN AMRO, provides a variety of localized and customized trade finance products and solutions, and leading-edge technologies through its offices worldwide. Based on this partnership, Shinsei Bank and ABN AMRO will improve and enhance services and cultivate new clients.

Outline of the alliance:

1. “TradeNavigator”, web-based trade services:

Shinsei Bank will launch a web-based trade services platform called “TradeNavigator”, which has been developed under technical support from ABN AMRO (services to be started in June 2002). “TradeNavigator” is the first web-based initiative among Japanese banks, which will enable its customers to request import L/C issuance, to receive exports L/Cs and to monitor reports related to trade transactions. “TradeNavigator” will further enhance its service application in the coming months.

2. Collaboration in developing new trade service products:

ABN AMRO will consistently provide Shinsei Bank with the latest trade products know-how and help Shinsei Bank to expand its product offerings.

3. Trade operation outsourcing:

ABN AMRO will provide Shinsei Bank with outsourcing services in trade operation functions including customer services. Such trade operation outsourcing covering customer services will be the first initiative in Japanese banks, while Shinsei Bank maintains its position as a front office and a counter party for its customers.

4. Dispatch ABN AMRO’s specialists in trade services:

To start out the alliance, ABN AMRO will dispatch specialists to Shinsei Bank to work together with Shinsei Bank in developing new products and promoting new services.

Shinsei Bank, Limited (<http://www.shinseibank.co.jp>) recommenced its operations under a new management group in March 2000 and changed its name from The Long-Term Credit Bank of Japan, Limited, to Shinsei Bank, Limited, on June 5, 2000. Investors in Shinsei Bank include the major investors in Europe and US. In addition to the existing banking businesses, Shinsei Bank has expanded its business area to the retail banking and investment banking businesses and has aimed to become a sound and highly profitable bank. (Capital: 451 billion yen, Employees: 2,123, Total Assets: 9,053 billion yen, as of September 2001)

ABN AMRO Bank N.V. is one of the world's largest banks with total assets of more than USD 620 billion and with operations in more than 60 countries worldwide. ABN AMRO retains very strong credit ratings ("AA" by S&P, "Aa2" by Moody's) and a solid financial position. Its activities are grouped into three strategic business units: Wholesale Clients, which provides integrated corporate and investment banking services to corporate, financial institutions and public sector clients worldwide; Consumer & Commercial Clients, which focuses on retail and SME clients in a number of core markets; and Private Clients & Asset Management, which focuses on private banking and fund management clients globally.

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* This is the English translation of the Japanese news release jointly announced by ABN AMRO Bank N.V. and Shinsei Bank, Limited, on May 17, 2002.