

For Reference Only

February 23, 2017

**Tokyo Century Concludes Strategic Business Agreement with China UnionPay Merchant Services,  
the Largest Card Payment Service Operator in China**

Tokyo Century Group (“Tokyo Century”) has concluded a strategic business agreement with China UnionPay Merchant Services Co., Ltd. (“China UMS”), a subsidiary of China UnionPay Co., Ltd., which is China’s bankcard association. China UMS operates the largest card payment service in China. Details of the agreement are provided below.

**1. Purpose of the Agreement**

In its Third Medium-Term Management Plan (covering three years) launched in April 2016, Tokyo Century has set its sights on expanding overseas businesses by promoting alliance strategies as one of its management strategies for strengthening the sales base. Over the years, Tokyo Century has expanded its businesses by forging alliances with financial institutions and leading companies in countries such as Thailand, Taiwan, and the Philippines. To further this drive under the Third Medium-Term Management Plan, Tokyo Century has been pursuing opportunities in growth markets by making aggressive moves in the area of FinTech. These include forming an alliance with Indonesia’s Lippo Group and investing in its electronic money, e-commerce, and financial services, and also investing in Grab, which operates ride-hailing services throughout Southeast Asia, and forming an automobile financing alliance with this company.

China UMS is the largest card settlement company in China, with operations in 337 cities nationwide, 6.49 million participating merchants, including retailers and restaurants that accept UnionPay cards, and 8.11 million POS terminals. In recent years, China UMS has engaged in a broad range of measures to support its merchants, such as conducting factoring operations through its subsidiary and providing loans through partner banks.

Tokyo Century and China UMS will aim to expand our businesses by making maximum use of the leasing and financing know-how that the Tokyo Century has accumulated over the years through its Japanese and overseas businesses, and big data owned by China UMS, such as card settlement information. By doing so, we will jointly provide equipment leasing and automobile leasing services over the Internet for China UMS merchants.

**2. Overview of the Agreement**

Tokyo Century Leasing China Corporation, Tokyo Century’s subsidiary in China, will provide leasing services on RICH\*, China UMS’s online financial service platform for merchants, with the aim of enhancing the range of financial services available to China UMS’s 6.49 million merchants.

Backed by an excellent customer base, Tokyo Century will also introduce good and distinct Japanese equipment and products on RICH platform in order to support Japanese companies doing business in China.

\*RICH, operated by China UMS, can be accessed on computers and mobile devices. It currently offers loans and asset management services such as currency funds.

### 3. Overview of China UMS

(1) Company name	China UnionPay Merchant Services Co., Ltd.
(2) Head office	No.1006, 1008, Zhang Heng Road, China (Shanghai) Pilot Free Trade Zone
(3) Representative	Tian Lin
(4) Business	Card settlement, ATM service, online businesses including electronic money and auxiliary businesses
(5) Paid-in capital	RMB501.4 million (equivalent to JPY8,022.4 million)
(6) Date of foundation	January 2002
(7) Major shareholders	China UnionPay Co., Ltd.: 59.68% (includes 55.54% in indirect shareholding) Others: 40.32%

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