

## NEWS RELEASE

# Making a comprehensive capital and business alliance between HD Bank and Credit Saison, launcing HD SAISON Finance Company

~ Manipulating strengths of both companies and aiming to

become the number-one comprehensive retail finance entity in Vietnam ~

Credit Saison Co., Ltd. (First Section of the Tokyo Stock Exchange: 8253, Head office: Toshima Ward, Tokyo, President and representative director: Hiroshi Rinno, Hereinafter: Credit Saison) and Ho Chi Minh City Development Joint Stock Commercial Bank (Head office: Vietnam, Chairwoman: Le Thi Bang Tam, Hereinafter: HD Bank) have made a comprehensive capital and business alliance, and both have agreed upon jointly promoting retail finance industries in Vietnam. Through this capital and business alliance, hereafter both companies will utilize resources, know-how, and strength of business territory possessed by each group to accelerate the aim of obtaining the number-one position in the comprehensive retail finance industries of Vietnam.

The main points of this business alliance are as follows:

- 1) Making an equity participation in HD finance which is a 100% subsidiary company of HD Bank, and make a joint venture; named "HD SAISON Finance Company Ltd."
  - The aim is to optimally synergize the strengths, know-how, and resources of HD Bank and Credit Saison
- 2) Contributing to universal growth of retail finance sector wherein future rapid growth is expected. The aim is to become the number-one comprehensive small-scale finance company in Vietnam.
- 3) Promoting cooperation with HD Bank group, having largest shareholders, and the alliances. Credit Saison will pursue maximum group synergy through this cooperation.

Credit Saison has 35 million credit card holders in the group, and it is the biggest credit card company in Japan. The company will build up a strong cooperative relationship with its focus on retail business such as department stores/supermarkets/specialty shops. Also, through the online shopping mall 'Eikyufumetsu.com', number of members connected through internet exceeds 10 million, and this innovative service sets forward the core commercialization of internet business. On the other hand, the proactive developments in finance industries such as lease/credit guarantee/asset formation loan will establish a position as a comprehensive nonbank financial institution. Also, in overseas business, the Company has established its bases in China, Indonesia, and Singapore besides Vietnam, and with this, the Company will enter into a business of Asian markets that are growing rapidly.

On the other hand, HDBank have rapidly spread in the fast-growing banking and finance market of Vietnam, like as had acquired Dai A Bank in 2013. The bank has expanded into a network of over 220 branches and 3,000 service points nationwide. Hereafter, as a growth driver, HD Bank will carry out business expansion of small-scale business. We will develop proactive business expansion plan of purchasing Societe Generale Vietnam Finance (At present: HD Finance company) who has undertaken retail finance industries, in 2013.

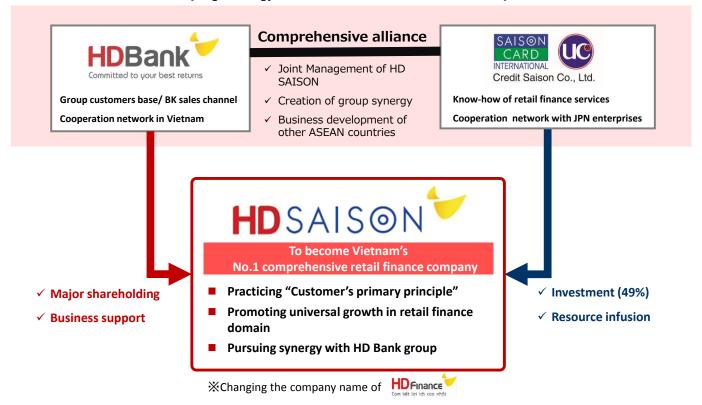
Through this capital and business alliance, we will provide products and services to meet consumer needs such as credit cards, prepaid card, loan products by making good use of know-how and undertakings both companies in small-scale finance markets of Vietnam where rapid growth is expected. We will promote economic growth of Vietnam along with aiming to become the number-one comprehensive retail finance company in Vietnam.

Through the cooperation between HD Bank group and Credit Saison, we will enter in the finance markets of not only Vietnam, but also the neighboring ASEAN countries such as Myanmar, Cambodia.



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[Image showing joint venture between Credit Saison and HD Bank]



#### [Credit Saison Co., Ltd.] http://www.saisoncard.co.jp/

We started issuance of credit cards in 1982. From 1982 onwards, over a period of 30 years, being the top service providing industry, we have always provided thorough customer-oriented services. Furthermore, with unconventional and innovative ideas of a card industry we have launched new products and services, and built up an independent position in the industry. At present, we are aiming at 'Nonbank financial institutions having multiple sources of income'. In addition to credit business, we are proactively dealing with a finance business of lease/rental, credit guarantee, flat 35; or internet business where maximum growth is expected; and small-scale business in Asian markets with significant economic development.

#### [Ho Chi Minh City Development Joint Stock Commercial Bank] http://www.hdbank.com.vn/

HDBank is one of the largest commercial banks in Vietnam. The bank has expanded into a network of over 220 branches and 3,000 service points. In the international market, HDBank has established relations with more than 300 banks and branches in over 150 countries and territories. HDBank possesses the financial capacity, advanced technology and flexible services which can satisfy the demands of customers from various sectors, including individuals, corporation and investors. For these activities, HDBank has received many awards, prizes in domestic and many international honours, such as "Best Cash Management in Vietnam" awarded by Asiamoney and Euromoney."

#### [HDFinance] http://www.hdfinance.com.vn/

Formerly known as Société Générale Viet Finance Co., Ltd. ("SGVF"), it was the first foreign-owned non-banking Financial Institution licensed by the State Bank of Vietnam on September 7, 2007 with a charter capital up to 550 billion dong.

2013 marked a turning point when SGVF joined HDBank and was renamed as Ho Chi Minh City Development Commercial Joint Stock Bank Finance Co., Ltd. ("HDFinance").



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Currently, HDFinance has nearly 3,000 Service Introduction Points (SIP) in all 63 provinces of Vietnam, providing consumers with diversified products and such as motorcycle, light truck, electronic device, home appliance, mobile phone, furniture loans and especially travel package loan which was recently launched in mid 2014. Looking to the near future, HDFinance ambitiously aim to become the most trusted and leading consumer finance company in Vietnam.