



PRESS RELEASE

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ORIX Credit and AdviceRobo collaborate on alternative credit scoring in Japan

ORIX Credit Corporation and Innovative Financial Risk Specialist AdviceRobo have announced that they have started to work together to explore the potential of innovative alternative credit scoring in ORIX card loan services. ORIX Credit plans to incorporate AdviceRobo's *psychographic credit scoring* solution into its loan application process in Japan.

Leveraging its financial services industry expertise and AI capabilities, AdviceRobo has built several innovative credit scoring methodologies. AdviceRobo credit scoring helps with a broad-based credit scoring mechanism beyond the traditional parameters employed by agencies and credit bureaus. The biggest beneficiaries of this innovative credit scoring are consumers who are new to the credit and financing ecosystem. For such new consumers, there is no sufficient centralized data available. But that doesn't mean that they cannot avail of credit. AdviceRobo uses other tangible factors like, in the cooperation with ORIX, a psychometric profile to determine the creditworthiness of a new customer.

AdviceRobo was founded in the Netherlands in 2015 and initially launched a psychographic credit scoring solution in the UK. Over the past five years, the company has developed innovative credit scoring solutions that leverage alternative data and artificial intelligence to extend their reach to 15 countries for lenders, including global Tier1. Through collaboration with ORIX Credit, AdviceRobo explores the new possibilities of Japan's credit screening system.

"We expect the experimental use of AdviceRobo's credit scoring for our loan card products to help perfect our credit knowhow and that the solution will offer the potential to expand our loans to many customers.", comments Yoshinori Kimura, director at ORIX Credit Corporation.

"We are excited about this collaboration with ORIX Credit. ORIX is one of the most innovative global financial services companies with strong entrepreneurial spirit. As one of the most innovative global financial risk specialists, the potential offered by working with AdviceRobo looks perfect for me: In the digital era where consumers expect seamless access to loans and other financial services, this perfect combination will support the strong growth of ORIX Credit", said AdviceRobo CEO Diederick van Thiel.

Glossary

Alternative credit scoring: A credit scoring method that measures credit quality by using data that replaces loan applicant data used in traditional credit scoring during credit screening.

Psychographic credit scoring: An alternative credit scoring method that analyses data on the psychology, habits, and behaviours of loan applicants to make better informed credit decisions.

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About ORIX Credit:

ORIX Credit operates in three core retail businesses: the loan business, the credit guarantee business, and the mortgage banking business. The loan business primarily provides unsecured loans to individual customers. The main product is the ORIX VIP Loan Card, which was launched in 1987. Using efficient business operations and credit screening capabilities developed over many years, ORIX Credit offers products and services that are easy for customers to use, such as industry-leading low interest rates and large credit limits. The credit guarantee business guarantees unsecured loans mainly handled by financial institutions based on the credit expertise ORIX Credit has acquired in the loan business, and as of March 31, 2019, ORIX Credit partnered with 184 financial institutions. The mortgage banking business, launched in 2017, provides housing loans with emphasis on the Flat 35 product.

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About AdviceRobo:

AdviceRobo is one of the world's most innovative financial risk specialists, providing customers with artificial intelligence and alternative data-driven risk services. The company's first product was a fully automated psychographic credit score used in (thin file) customer segment credit acquisition in more than 15 countries. Anno 2020 AdviceRobo supports Tier 1 lenders, lending platforms, and online retailers with innovative risk solutions, significantly increasing operating profit. Diederick van Thiel and Rosali Steenkamer founded AdviceRobo in 2015. AdviceRobo has offices in Amsterdam, London, Paris and Tokyo.