



Press release  
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Exchange Corporation K.K

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## Japan's first "Friends and Family" Social Finance Service - **AQUSH TOMO** – launched by Exchange Corporation K.K.

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Exchange Corporation K.K. ("ExCo") has launched Japan's first "Friends and Family" Social Finance Service "AQUSH TOMO". AQUSH TOMO provides users a simple and secure means of creating documentation to formalize loans made to family and friends. After loans have been made, both borrowers and lenders can manage repayment using the AQUSH online platform.

<http://www.aqush.jp>

The world of Social Finance services can be roughly divided into services that address lending between individuals who know each other and services that facilitate lending between people who do not know each other. With AQUSH TOMO, ExCo becomes the first Social Finance service in Japan that allows people to securely lend money to other people or businesses that are part of their family, circle of friends or business community.

Getting financial support from your social network and family can be extremely useful, especially for major life stages such as raising the down payment for a first home purchase, the costs of a wedding, going abroad to study, paying for college, or buying a car. "Keeping money in the family" means that there are no high bank or lending company fees and charges to be paid.

However, creating the correct legal framework to protect both the borrower and lender in a personal loan can be time consuming and costly, and failure to document a personal loan could also result in unwanted gift taxes. Lastly, if the borrower and lender do not share clearly the same expectations on repayment terms, relationship damage can result.

Using AQUSH TOMO to create loan documentation and a repayment plan helps to address these issues and prevent future disagreements relating to the loan. Easy to use online repayment management and tracking also mean that lenders do not need to remind borrowers to repay and both parties have a record of repayment activity.

Starting from the Summer of 2009, ExCo will also operate the "AQUSH MARKET", which will complement AQUSH TOMO with a full-service Peer-to-Peer ("P2P") Lending Exchange.

### **AQUSH TOMO Top 5 Features**

1. Simple creation of promissory notes and repayment schedules
2. Interest rates mutually agreed between borrower and lender
3. Three types of repayment supported – Amortized, Interest Only and Fixed Payment with Balloon.
4. Repayment management and tracking using online tools at [www.aqush.jp](http://www.aqush.jp)
5. Reasonable price

## AQUSH TOMO Summary

Features	Basic Service	Plus Service
Promissory Note	+	+
Repayment Schedule	+	+
Online Repayment Management	+	+
E-mail Reminders	+	+
Document Backup	+	+
Professional Review		+
Repayment Processing		+
Annual Reporting		+
Price	¥8,800	¥16,800+¥500 per payment

### Basic Service

- Promissory Note**

Formalizes loan terms and provides legal protection to both parties while reducing the possibility of future disputes over repayment obligations. Contracts describe key terms such as loan amount, interest rate, and repayment requirements.
- Repayment Schedule**

Borrowers and lenders get a clear schedule with repayment dates and amounts.
- Online Repayment Management**

Users can manage their repayment schedule and track repayments made using AQUSH. Once a payment has been made, borrowers can alert lenders through the AQUSH system so that receipt can be confirmed. This mutual validation ensures that both parties always know the status of their loan.
- E-mail Reminders**

AQUSH TOMO borrowers receive timely reminders when payments are due so that lenders do not need to worry about requesting repayments directly.
- Document Backup**

User can request that ExCo to keep a copy of executed promissory notes.



### Plus Service

- Professional Review  
AQUSH staff will confirm that all of the loan terms have been correctly documented and that promissory notes have been correctly executed. When corrections are necessary, AQUSH staff will contact users.
- Repayment Processing  
Repayments are made from borrowers to a selected ExCo account, rather than directly to lenders. Once ExCo has confirmed the amount received, ExCo transfers the repayment to the lender's account. Repayment Processing means that ExCo confirms each payment, rather than borrower and lender.
- Annual Reporting  
Annual report for both borrowers and lenders are prepared with summaries of lending and repayment activity that can be used to calculate annual tax requirements.

### Exchange Corporation K.K Company Overview

ExCo's mission is to leverage innovation and international best practices to pioneer "Social" financial services in Asia. Our goal is to bring transparency and choice to markets and assets that previously were illiquid, opaque and tightly controlled, by empowering people to legally and securely deal directly with each other.

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Lending Registration:	関東財務局長 (1) 第 01460 号
Financial Instruments Registration:	関東財務局長 (金商) 第 2149 号
President:	Tatsunori Sawada

### About the AQUSH name and logo

AQUSH is an alternative spelling of the Japanese word for handshake, "Akushu". Shaking hands is the most basic "person-to-person" expression of the agreement and mutual responsibility that is at the heart of Social Finance. Our logo captures this handshake theme with stylized figures shaking hands in the final letter of AQUSH.



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