

Introduction to AES

Asset Enhancement Services LLC is a Nevada limited liability company with operating headquarters near Los Angeles and a regional office in Tokyo. AES was formed in 1993 to develop minimal-loss exit strategies for Japanese owners of "troubled" US real estate. To enhance our capabilities, our interests are limited to significant commercial and hospitality properties. AES also purchases and sells properties alone and/or with partners.

AES's core management comprises top Japanese and American business, banking, and real estate executives. With their support teams, AES commands an effective international network of analysts, facilitators, brokers, and professionals whose credentials are second to none. The Company's executive staff and resource pool are an unrivaled combination of experience, talent and expertise--in both Japanese and American business arenas. AES's team includes major role players in the Japanese real estate and international investment "Bubble" era. One, a former Japanese banking executive is well-known and respected throughout the international financial community. Another was head of a world-class investment banker's Tokyo real estate division. To provide a full menu of [services](#), AES coordinates a strategic alliance of several organizations united in a common effort to achieve success for AES's clients. These include world-class professional firms, property managers, hoteliers, etc., all of whom are held in the highest esteem by their clients and peers alike.

AES is a full-service, international real estate consulting group. It meets the needs of Japanese and American investors seeking the sale and purchase of Japanese-owned real estate. AES provides it's clients with all traditional and several unique services and advantages to facilitate their real estate objectives.

To the Japanese sell-side, AES is a one-stop center that understands and fulfills their real estate divestiture needs. On the other hand, AES brings it's American buy-side clients a thorough knowledge of the myriad Japanese legal, business, and cultural issues attendant to every Japanese-American real estate transaction. To both sides, AES provides all other services relating to the divestiture and acquisition of Japanese properties. These include property procurement, introductions, deal structuring, negotiations, legal and accounting activities, due diligence activities, deal facilitation, and ultimate deal consummation.

Japanese and American clients both view AES as the ideal interface and liaison between themselves, their experts and their transaction counterparts. AES has demonstrated an uncanny ability to develop strategies maximizing net sale proceeds while simultaneously maximizing the return to investors. Proprietary AES strategies can be employed that allow American investors to purchase Japanese properties at traditionally-derived market values while relieving the seller of any mortgage deficiency balance, tax or other penalties due to the sale, or any further encumbrance relating to the property. For more information on these strategies, You can draw on our expertise by browsing the links on the [Articles and Information](#) page, where you will also find information relevant to your decision making process.

To get an idea of the significant number of Japanese issues impacting your transactions, glance through AES's white paper [Japanese Legal Issues Pertaining to Real Estate Lending](#) article. And,

for an intriguing and demonstrative illustration of AES's clear understanding and knowledge of the issues surrounding today's multitude of non-transactions, read [Case Study of a Failed Purchase](#) article on the same page. (For those who read Japanese, you will find AES's white paper [Investor Expectations Relating to Disclosure Documentation](#) interesting and informative.)

If your interests are consistent with our capabilities, philosophies and [policies](#), we urge you to give AES serious thought and consideration. AES is uniquely positioned to become your key to achieving success in your Japanese-American real estate transactions. The process may be as simple as you defining your acquisition objectives and allowing AES to employ its skills, thorough Japanese business acumen, and extensive Japanese network to achieve your goals.

Before engaging AES, it is essential for you to understand AES's philosophies, capabilities, and strategies as it is important that you embrace our situational paradigm as your own. We ask that you carefully examine our textual material by following the blue links above

Available Services

AES stands ready to service all of your Japanese-American real estate transaction needs with unequalled quality. In addition to traditional services, AES has assembled an unrivaled team devoted to crafting innovative and sophisticated structures to resolve even the most difficult situations. To maximize a transaction's potential for success, AES's clients simply state their objectives and AES provides the avenues and strategies necessary to achieve those objectives.

Introductions:

AES's direct relationships and resource network in Japan are second to none. AES is confident it can arrange an introduction with whomever our clients desire, and when it is appropriate, we will be happy to do so. Please see our [Policies](#) page for further discussion.

Property Procurement:

Under the aegis of its Tokyo office, AES manages an extensive field force in most major Japanese cities. We are in regular communication with individual and corporate property owners, and all first- and second-tier financial institutions. AES's clients may only need to identify their target property profiles to initiate a successful procurement process.

Strategic Planning:

Difficult times fosters innovative solutions. AES is well-known for its understanding of the Japanese issues that impact real estate transactions. We also understand the objectives of American investors seeking to acquire Japanese properties. AES can usually structure appropriate exit and acquisition strategies to meet the needs of both parties to a transaction.

Negotiations:

An extensive understanding and sensitivity to the Japanese issues are particularly important in the embryonic stages of a transaction. The rash of unsuccessful acquisition attempts is witness to this. AES understands the problems facing Japanese sellers, and is able, in most instances, to deal effectively with them during the negotiating phase of a transaction.

Intermediary Activities:

AES's bi-national staff read, write, think, and speak in Japanese and English. We have a thorough understanding and well-developed sensitivity to the pertinent issues of each party to a transaction. With its knowledge and capabilities, AES is the perfect Japanese-American liaison.

Due Diligence Activities:

AES enjoys strategic alliances with the world's largest and highly-esteemed professional firms. AES's legal, accounting and asset and property management acumen can be employed in proposed transactions. This assures buyers, sellers and lenders that appropriate due diligence is performed, and that the transaction will meet the objectives of all parties.

Transaction Facilitation:

Japanese-American real estate transactions can typically get bogged down because one or both sides do not understand the issues facing the other side. Oftentimes, the mere existence of an impending issue is not even known to the non-effected side. AES's understanding of the issues attendant to both sides of a transaction can be employed to identify and appropriately deal with the various impediments that can and invariably do arise.

Ancillary Services:

AES can provide document translation, escrow, and title insurance services, and all other ancillary and peripheral services to international transactions.