

November 21, 2023

Company name: ES-CON JAPAN Ltd.
Representative: Takatoshi Ito, President &
Representative Director
(TSE Prime Market, Code: 8892)

**Notice on the Conclusion of Business Partnership Agreement
among ES-CON JAPAN, Seven Signatures, BlackSand,
and Kobayashi Group
—ES-CON JAPAN Opens Sales Gallery for Hawaiian Condominium
at the Tokyo Head Office—**

ES-CON JAPAN Ltd. has concluded a four-party business partnership agreement with Seven Signatures International Co., Ltd. (“Seven Signatures”), BlackSand Capital, LLC (“BlackSand”), and Kobayashi Group, LLC (“Kobayashi Group”). As a first step under the partnership, ES-CON JAPAN opened a sales and marketing gallery at its Tokyo Head Office for ALIA, a luxury condominium project in Honolulu, Hawaii.

KOBAYASHI
GROUP

BLACKSAND
CAPITAL



ES CON JAPAN
IDEAL to REAL



 **SEVEN SIGNATURES**
INTERNATIONAL

1. Background of Concluding the Business Partnership Agreement

ES-CON JAPAN identifies “Taking on the challenges of new business domains” as one of management strategies under IDEAL to REAL 2023, its fourth medium-term management plan. To this end, it engages in the foreign investment business such as the U.S. fund investment.

Partners to the business partnership agreement include Seven Signatures, which provides luxury real estate brokerage services, chiefly in Hawaii; BlackSand, an investment firm focused on Hawaii; and Kobayashi Group, a developer of luxury real estate in Hawaii. Under the agreement, ES-CON JAPAN and Seven Signatures will serve as important sales and marketing partners in Japan for BlackSand and Kobayashi Group.

The alliance partner BlackSand is a private equity firm that invests in condominium development projects, residential properties, and commercial facilities in Honolulu and other areas of Hawaii; examples include Waikiki Galleria Tower and Park Lane Ala Moana. Seven Signatures has accumulated a wealth of experience in residential sales as the licensed sales agent for prominent luxury residential properties in Hawaii.

Through its participation in this project, the ES-CON Group will further expand its business domains while generating innovations.

2. About ALIA, the Leading Project under the Partnership

Sales and marketing activities are underway in Japan for ALIA, a Hawaiian condominium constructed as the leading project undertaken under this partnership. Slated for completion in 2026, ALIA will occupy a large site (approx. 14,500 square meters) in the Kaka’ako district, an area undergoing active urban redevelopment. Rising more than 120 meters high, it will be one of Oahu’s tallest residential properties.

Combining luxury with attention to detail in environmental and other aspects, this latest project will benefit from the wealth of knowledge accumulated to date in past projects, including Park Lane Ala Moana.



Perspective drawings of the completed project

3. Partnership’s Japan Sales Gallery

As part of this business partnership, a Sales Gallery will open inside ES-CON JAPAN’s Tokyo Head Office. The gallery will feature scale models of properties for sale and provide space for business discussions, where staff members from ES-CON JAPAN and Seven Signatures will help customers choose their homes in Hawaii.



(From left to right) Seven Signatures Masaya Iwano, Representative Director
 ES-CON JAPAN Takatoshi Ito, President & Representative Director
 BlackSand Bert “BJ” A. Kobayashi, Jr.



4. Overview of Each Company

ES-CON JAPAN

Name: ES-CON JAPAN Ltd.
Established: 1995
Head office: 20F, The Okura Prestige Tower, 2-10-4 Toranomon, Minato-ku, Tokyo 105-0001
Representative: Takatoshi Ito, President & Representative Director
Lines of business: Real estate sales, real estate leasing, real estate planning/brokerage/consulting
Website: <https://www.es-conjapan.co.jp/english/>

Seven Signatures

Name: Seven Signatures International Co., Ltd.
Established: 2007
Head office: 23F, Mita Kokusai Building, 1-4-28 Mita, Minato-ku, Tokyo 108-0073
Representative: Masaya Iwano, Representative Director
Lines of business: Real estate business in Hawaii, hospitality business, real estate business in Japan
Website: <https://www.sevensignatures.com/>

BlackSand Capital

Name: BlackSand Capital, LLC
Established: 2010
Head office: 2270 Kalakaua Ave., Suite 1788, Honolulu, HI 96815
Representative: Bert "BJ" A. Kobayashi, Jr.
Lines of business: Real estate investment advisory firm specializing in Hawaii

Kobayashi Group

Name: Kobayashi Group, LLC
Established: 1997
Head office: 1288 Ala Moana Blvd #201, Honolulu, HI 96814
Representative: Patrick K. Kobayashi
Lines of business: Real estate development, real estate investment

As Life Developers, we will continue to offer services for creating new modes of living and help our customers bring their ideals to life.

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