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(Securities Code: 7952)

June 5, 2020

To Shareholders with Voting Rights:

Hirotaka Kawai Chairman, President & CEO Kawai Musical Instruments Manufacturing Co., Ltd. 200 Terajima-cho, Naka-ku, Hamamatsu, Shizuoka, Japan

# NOTICE OF CONVOCATION OF THE 93RD ANNUAL GENERAL MEETING OF SHAREHOLDERS

This is to inform you of the 93rd Annual General Meeting of Shareholders of Kawai Musical Instruments Manufacturing Co., Ltd. (the "Company"). The meeting will be held for the purposes as described below. You may exercise your voting rights in writing or via the Internet, etc. instead of attending the meeting. Please review the attached Reference Documents for the General Meeting of Shareholders and exercise your voting rights

1. Date and Time: Friday, June 26, 2020 at 10:00 a.m. (JST, the reception desk opens at 9:00 a.m.)

**2. Venue:** Building No. 10 at the Company Headquarters located at

200 Terajima-cho, Naka-ku, Hamamatsu,

Shizuoka, Japan

by 5:00 p.m. on Thursday, June 25, 2020 (JST).

### 3. Meeting Agenda:

#### Matters to be reported:

- 1. The Business Report and Consolidated Financial Statements for the 93rd Fiscal Year (from April 1, 2019 to March 31, 2020), and results of audits of the Consolidated Financial Statements by the Accounting Auditor and the Board of Corporate Auditors
- 2. Non-consolidated Financial Statements for the 93rd Fiscal Year (from April 1, 2019 to March 31, 2020)

#### Matters to be resolved:

Proposal 1: Dividends of Surplus
Proposal 2: Election of Ten Directors

**Proposal 3:** Election of Two Corporate Auditors

**Proposal 4:** Election of One Substitute Corporate Auditor

#### 4. Other Matters Concerning the General Meeting of Shareholders

- (1) If you arrange attendance by your proxy, please appoint one shareholder of the Company holding voting rights. In this case, you are kindly requested to submit a document proving such proxy prior to the opening of the General Meeting of Shareholders.
- (2) If you are diversely exercising your voting rights, please give notice in writing to the Company on your intention of such diverse exercise and the reasons therefor, no later than three days prior to the date of the General Meeting of Shareholders.
- (3) Of the documents to be included in this notice of convocation, "Systems and policies of the Company" in the Business Report, Notes to Consolidated Financial Statements and Notes to Non-consolidated Financial Statements are posted on the Company's website (https://www.kawai.co.jp/ir/sokai/) (in Japanese only) pursuant to the applicable laws and regulations as well as Article 15 of the Company's Articles of Incorporation. Therefore, they are not included in the Attachment of this Notice. The Business Report, Consolidated Financial Statements and Non-consolidated Financial Statements audited by Corporate Auditors and the Accounting Auditor include the aforementioned documents posted on the Company's website, in addition to those presented in the Attachment.

Request to shareholders: When attending the meeting, please submit the enclosed Voting Rights Exercise Form at the reception desk.

Notice: Any amendment to the Business Report, Consolidated Financial Statements, Non-consolidated Financial Statements or Reference Documents for the General Meeting of Shareholders will be posted on the Company's website (https://www.kawai.co.jp) (in Japanese only).

## Reference Documents for the General Meeting of Shareholders

## **Proposal 1:** Dividends of Surplus

The Company's basic principle is to provide shareholder returns with the aims of distributing stable dividends to shareholders and enhancing capital efficiency, while ensuring sufficient level of internal reserve for stabilizing the management base, in consideration of the business results of each fiscal year as well as the business environment and business development in the future. Currently, the Company only pays year-end dividends, in principle. The Company proposes to pay the year-end dividends as follows for the fiscal year under review based on such principle, as a show of appreciation for the constant support by the shareholders.

Matters concerning the year-end dividends

Type of the dividend property

Cash

Matters concerning the assignment of the dividend property and its amount

(per common share of the Company)

Ordinary dividend: ¥55

Total dividends: ¥472,729,730

Effective date of the dividends of surplus

June 29, 2020

**Proposal 2:** Election of Ten Directors

The terms of office of all ten incumbent Directors will expire at the conclusion of this General Meeting of Shareholders. Accordingly, the election of ten Directors is proposed.

The candidates for Directors are as follows.

No.	Name		Current positions	Responsibilities
1	Hirotaka Kawai	Reappointment	Chairman, President & CEO	
2	Teruyuki Ito	Reappointment	Director and Vice President	Executive Officer General Manager, Administration Division and General Affairs & Human Resources Division
3	Kentaro Kawai	Reappointment	Senior Managing Director	Executive Officer, General Manager, Production Control Division
4	Masakazu Kusaka	Reappointment	Senior Managing Director	Executive Officer General Manager, Domestic Business Division
5	Harumitsu Makita	Reappointment	Managing Director	Executive Officer General Manager, Material Processing Division, Production Control Division
6	Hiroshi Ushio	Reappointment	Director	Executive Officer General Manager, Piano Division, Production Control Division
7	Masafumi Minowa	Reappointment	Director	Executive Officer General Manager, Electronic Musical Instruments Division, Production Control Division
8	Naoki Mori	New appointment	-	Executive Officer General Manager, Overseas Business Division
9	Ichisei Katagiri	Reappointment Outside Independent	Director	-
10	Shoji Nakamura	Reappointment Outside Independent	Director	

No.	Name (Date of birth)	Career sumi	mary, position and responsibilities in the Company	Number of shares of the Company held	
1	Hirotaka Kawai (June 27, 1947) Reappointment	Director, KA' TECHNOLO Director, KA'	Joined the Company Director Managing Director Representative Director and Senior Managing Director Representative Director and Vice President President & Chief Executive Officer Chairman, President & CEO (to present) concurrent positions) WAI FOUNDATION FOR SOUND GY & MUSIC WAI SEIMITSU KINZOKU Co., Ltd ervisory Board Member, Kabushiki Kaisha Kawai	118,500	
	Reasons for nomination as a candidate for Director Mr. Hirotaka Kawai has served as Chief Executive Officer for many years and has deep knowledge and achievements concerning the Group's business management. In the midst of severe changes in the business environment, he has exerted strong leadership and contributed to the enhancement of corporate value. We believe that he will continue to exert management leadership and is qualified to supervise the business execution.				
No.	Name (Date of hirth)		mary, position and responsibilities in the Company	Number of shares of the Company	

No.	Name (Date of birth)	Career summary, position and responsibilities in the Company		Number of shares of the Company held
2	Teruyuki Ito (September 1, 1953) Reappointment	` ` `	Joined the Company General Manager, Musical Education Department, Domestic Business Division Executive Officer Director & Executive Officer General Manager, Business Strategy Department, Domestic Business Division General Manager, General Affairs & Human Resources Division General Manager, Administration Division (to present) Executive Vice President (to present) General Manager, General Affairs & Human Resources Division (to present)	3,700
		None		

Reasons for nomination as a candidate for Director

Mr. Teruyuki Ito works on many issues and has experience and achievements as a person in charge of the Administration Division. We believe that he is qualified to continuously carry out management strategies and supervise the business execution as a Director.

No.	Name (Date of birth)	Career sum	mary, position and responsibilities in the Company	Number of shares of the Company held
3	Kentaro Kawai (June 1, 1977) Reappointment	Director, KA	Joined the Company General Manager, Piano Division Executive Officer Auditor, PT. Kawai Indonesia (to present) Director & Executive Officer General Manager, Musical Instruments Manufacturing Division and Piano Division Managing Director Senior Managing Director (to present) General Manager, Production Control Division (to present) concurrent positions) WAI SEIMITSU KINZOKU Co., Ltd Kawai Indonesia	2,400

Mr. Kentaro Kawai works on many issues and has well-informed experience in the field and achievements as a person in charge of the Production Division. We believe that he is qualified to continuously carry out management strategies and supervise the business execution as a Director.

No.	Name (Date of birth)	Career sum	mary, position and responsibilities in the Company	Number of shares of the Company held
4	Masakazu Kusaka (November 12, 1953) Reappointment	Mar. 1976 Feb. 2008 June 2008 Feb. 2009 Apr. 2013 June 2013 June 2015 Apr. 2016  June 2016 May 2019 (Significant of None	Joined the Company General Manager, Chubu (central area) Business Division Executive Officer General Manager, Kanto (Tokyo and surrounding areas) Business Division General Manager, Domestic Business Division Director & Executive Officer Managing Director Deputy General Manager, Business Division and General Manager, Domestic Business Division Senior Managing Director (to present) General Manager, Domestic Business Division (to present) concurrent positions)	5,200

Reasons for nomination as a candidate for Director

Mr. Masakazu Kusaka has abundant experience and achievements in management as a person in charge of the Domestic Business Division. We believe that he is qualified to continuously carry out management strategies and supervise the business execution as a Director.

No.	Name (Date of birth)	Career sumi	mary, position and responsibilities in the Company	Number of shares of the Company held			
		Apr. 1979 Apr. 2013 June 2013	Joined the Company General Manager, Metal Division Representative Director and President, KAWAI SEIMITSU KINZOKU Co., Ltd (to present)				
5	Harumitsu Makita (January 18, 1957) Reappointment	June 2014 Apr. 2016 June 2016 June 2018	Executive Officer General Manager, Material Processing Division Director & Executive Officer Managing Director (to present) General Manager, Material Processing Division, Production Control Division (to present)	2,800			
			concurrent positions)  The Director and President, KAWAI SEIMITSU  To., Ltd				
	Reasons for nomination as a candidate for Director  Mr. Harumitsu Makita works on many issues and has experience and achievements as a person in charge of the material processing business. We believe that he is qualified to continuously carry out management strategies and supervise the business execution as a Director.						
	processing business. We believ	e that he is qualif		-			
No.	processing business. We believ	e that he is qualif or.		-			

Mr. Hiroshi Ushio has served as a person in charge of overseas manufacturing bases for many years and has abundant experience and achievements. In addition, he is working on many issues as a person in charge of Piano Division. We believe that he is qualified to continuously carry out management strategies and supervise the business execution as a Director.

No.	Name (Date of birth)	Career summa	ary, position and responsibilities in the Company	Number of shares of the Company held
		Apr. 1988 June 2011 June 2012 Apr. 2013 June 2013	Joined the Company Vice President, PT. Kawai Indonesia Deputy General Manager, Electronic Musical Instruments Division General Manager, Electronic Musical Instruments Division Executive Officer	
7	Masafumi Minowa (February 14, 1964) Reappointment	` •	Chairman, Shanghai Kawai EMI Co., Ltd. (to present) Auditor, PT. Kawai Indonesia (to present) General Manager, Electronic Musical Instruments Division, Production Control Division (to present) Director & Executive Officer (to present) neurrent positions) nghai Kawai EMI Co., Ltd. awai Indonesia	2,200
		d as a person in o	charge of Electronic Musical Instruments Division, ents. We believe that he is qualified to continuously	
No.	Name (Date of birth)	Career summa	ary, position and responsibilities in the Company	Number of shares of the Company held
8	Naoki Mori (October 12, 1957) New appointment	Director, Kawa	Joined the Company General Manager, Kawai America Corporation President, Kawai America Corporation Executive Officer (to present) General Manager, Overseas Business Division (to present) neurrent positions) ii Europa GmbH ii America Corporation	1,700
	-	lidate for Directo erson in charge of	_	
No.	Name (Date of birth)	Caree	r summary and position in the Company	Number of shares of the Company held
	Ichisei Katagiri (July 9, 1947) Reappointment Outside Independent		Registered as an attorney Representative, Ichisei Katagiri Law Office (to present) Outside Director (to present) ncurrent positions) Ichisei Katagiri Law Office	1,100
9	supervision concerning the Comp receive appropriate guidance from	lidate for Outside knowledge and pany's management in him. Although d Outside Corpo	e Director deep insight as an attorney and has offered helpful ent from his professional perspective. We expect to he does not have direct experience of corporate bu rate Auditor, we believe that he can continue to ap	continuously siness outside of

No.	Name (Date of birth)	Car	eer summary and position in the Company	Number of shares of the Company held
10	Shoji Nakamura (January 26, 1942) Reappointment Outside Independent	Apr. 1964 Mar. 1969 Mar. 1983 Mar. 1990 July 1992 Mar. 1993 Mar. 1994 Feb. 2003 Jan. 2006 Mar. 2012 June 2015 (Significant of None	Joined Osaka Gas Co., Ltd. Joined CHUBU GAS CO., LTD. Director, CHUBU GAS CO., LTD Managing Director, CHUBU GAS CO., LTD. Representative Director and Senior Managing Director, CHUBU GAS CO., LTD. Representative Director and Vice President, CHUBU GAS CO., LTD. Representative Director and President, CHUBU GAS CO., LTD. Chairman and representative director, SALA Corporation Chairman and Representative Director, SALA HOUSE CO., LTD. Representative Director and Chairman, CHUBU GAS CO., LTD. (presently SALA ENERGY CO., LTD.) Outside Director (to present)	4,000
		and knowledge t sly offer valuable	through involvement in corporate management, we be advice and suggestions in ensuring transparency an	

Notes:

- Mr. Hirotaka Kawai, a candidate for Director, is concurrently serving as Director of KAWAI FOUNDATION FOR SOUND TECHNOLOGY & MUSIC. The Company has business relationship including donation of money and leasing of buildings with KAWAI FOUNDATION FOR SOUND TECHNOLOGY & MUSIC.
- 2. Other than the above 1., there is no special interest between each candidate for Director and the Company.
- 3. Matters concerning candidates for Outside Directors are as follows:
  - Candidates for Directors, Messrs. Ichisei Katagiri and Shoji Nakamura, are the candidates for Outside Directors.
     The Company has designated them as independent directors defined under the provisions of Tokyo Stock Exchange,
     Inc. and registered them as such therewith.
  - 2) Candidates for Directors, Messrs. Ichisei Katagiri and Shoji Nakamura, are currently serving as Outside Directors of the Company, and they will have served eight years and five years, respectively, at the conclusion of this General Meeting of Shareholders.
  - 3) The Company has entered into an agreement for the limitation of liability with Messrs. Ichisei Katagiri and Shoji Nakamura who are candidates for Director, pursuant to Article 427, Paragraph (1) of the Companies Act, limiting their liability for damages prescribed under Article 423, Paragraph (1) of the said Act. The limit of liability for damages based on the agreement is the minimum liability prescribed by laws and regulations, while the limitation of liability is allowed only when the Directors are carrying out their duties in good faith without involving gross negligence. Upon approval of their reappointment, the Company will continue the agreement for the limitation of liability with them.
- 4. All candidates for Directors have consented to the continuation of the "Measures against the Large-scale Purchase of the Shares in the Company (a Takeover Defense Measure)," which was approved at the 92nd Annual General Meeting of Shareholders held on June 26, 2019.

### **Proposal 3:** Election of Two Corporate Auditors

Of the four Corporate Auditors, the terms of office of Kuniaki Tamamura and Yoshifumi Nakano will expire at the conclusion of this General Meeting of Shareholders. Accordingly, the election of two Corporate Auditors is proposed.

The consent of the Board of Corporate Auditors has been obtained with respect to this proposal.

The candidates for Corporate Auditors are as follows.

No.	Name (Date of birth)	Career sum	mary, position and responsibilities in the Company	Number of shares of the Company held			
1	Masayuki Nishio (December 24, 1953) New appointment	None	Joined the Company Manager, Business Department, Overseas Business Division Executive Officer General Manager, Overseas Business Division Director & Executive Officer Managing Director Deputy General Manager, Business Division and General Manager, Overseas Business Division Senior Managing Director (to present) concurrent positions)	4,900			
	[Reasons for nomination as a candidate for Corporate Auditor] Mr. Masayuki Nishio has served as a person in charge of the Overseas Business Division. We believe that he can carry out effective audits on the Company's management based on his abundant experience and past performance in the global development of the Company.						
No.	Name (Date of birth)	Caro	eer summary and position in the Company	Number of shares of the Company held			
2	Haruo Kato (March 3, 1954) New appointment Outside Independent	Manager, Har	Graduated from Nagoya Training Institute, National Tax College District Director, Takayama Tax Office Director, Corporation Taxation Division, Nagoya Regional Taxation Bureau District Director, Nakagawa Tax Office First Deputy Commissioner, Second Taxation Department, Nagoya Regional Taxation Bureau District Director of Shizuoka Tax Office Manager, Haruo Kato Tax Accountant Office (to present) concurrent positions) ruo Kato Tax Accountant Office orate Auditor (Outside)	C			
	Despite never having been involved in the management of a company in the past, except as an Outside Director and Outside Corporate Auditor, Mr. Haruo Kato has worked in various national tax services, has served as a District Director, etc. of tax offices in various regions and has abundant knowledge and deep insight concerning taxes and accounting as a tax accountant. We expect him to contribute to strengthening the Company's audit structure based on his abilities. We believe that he can appropriately carry out duties as a Corporate Auditor (Outside).						

Notes:

- 1. There is no special interest between any of the candidates for Corporate Auditor and the Company.
- 2. Candidate for Corporate Auditor, Mr. Masayuki Nishio, is currently serving as a Director of the Company, but is scheduled to retire at the conclusion of this General Meeting of Shareholders.
- 3. Candidate for Corporate Auditor, Mr. Haruo Kato, is a candidate for Corporate Auditor (Outside).

  The Company has designated him as independent directors defined under the provisions of Tokyo Stock Exchange, Inc. and registered him as such therewith.
- 4. Upon approval and adoption of this proposal, the Company plans to enter into an agreement with Mr. Haruo Kato, candidate for Outside Corporate Auditor pursuant to Article 427, Paragraph (1) of the Companies Act, limiting his liability for damages prescribed under Article 423, Paragraph (1) of the said Act. The limit of liability for damages based

on the agreement is the minimum liability prescribed by laws and regulations, while the limitation of liability is allowed only when the Corporate Auditor is carrying out his duties in good faith without involving gross negligence.

## **Proposal 4:** Election of One Substitute Corporate Auditor

The election of one substitute Corporate Auditor is proposed in advance, in case the number of Corporate Auditors falls below the number required by the law, as a substitute Outside Corporate Auditor for Outside Corporate Auditor Mr. Takahisa Tabata, as well as Mr. Haruo Kato, who plans to assume the position of Outside Corporate Auditor on the condition that Proposal 3 is approved.

The validity of the election under this proposal can be nullified by resolution of the Board of Directors if the consent of the Board of Corporate Auditors has been obtained; provided, however, that it is only in a time before assuming office.

The consent of the Board of Corporate Auditors has been obtained with respect to this proposal.

The candidate for substitute Corporate Auditor is as follows.

Name (Date of birth)		Career summary	Number of shares of the Company held
Shinichi Mizuno (September 25, 1955)	July 2007 July 2008 July 2014 July 2015 Sept. 2016 (Significant co	Director, Rulings and Legal Affairs Division, Nagoya Regional Taxation Bureau District Director, Mishima Tax Office Assistant Regional Commissioner, Second Taxation Department, Nagoya Regional Taxation Bureau Assistant Regional Commissioner, Large Enterprise Examination Department, Nagoya Regional Taxation Bureau Manager, Shinichi Mizuno Tax Accountant Office (to present) oncurrent positions)	0
	Manager, Shir	nichi Mizuno Tax Accountant Office	

Reasons for nomination as a candidate for substitute Corporate Auditor (Outside)

Despite never having been involved in the management of a company in the past, except as an Outside Director and Outside Corporate Auditor, Mr. Shinichi Mizuno has worked in various national tax services, has served as a District Director, etc. of tax offices and has abundant knowledge and deep insight concerning taxes and accounting as a tax accountant. We expect him to contribute to strengthening the Company's audit structure based on his abilities when he assumes the position. We believe that he can appropriately carry out duties as a Corporate Auditor (Outside).

Notes:

- 1. There is no special interest between the candidate for substitute Corporate Auditor and the Company.
- 2. Mr. Shinichi Mizuno is a candidate for substitute Corporate Auditor (Outside).
- 3. When Mr. Shinichi Mizuno assumes the position of Corporate Auditor (Outside), the Company intends to enter into an agreement with him pursuant to Article 427, Paragraph (1) of the Companies Act, limiting his liability for damages prescribed under Article 423, Paragraph (1) of the said Act. The limit of liability for damages based on the agreement is the minimum liability amount prescribed by laws and regulations, while the limitation of liability is allowed only when the Corporate Auditor is carrying out his duties in good faith without involving gross negligence. In addition, the Company intends to designate him as an independent director defined under the provisions of Tokyo Stock Exchange, Inc. and register him as such therewith.