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Securities Code: 8140 June 5, 2018

## Ryosan Company, Limited

2-3-5 Higashi-Kanda, Chiyoda-ku, Tokyo Naoto Mimatsu Representative Director, Executive Chairman

# NOTICE OF CONVOCATION OF THE 62ND ORDINARY GENERAL SHAREHOLDERS' MEETING

Dear Shareholders,

Ryosan Company, Limited ("Ryosan" or "the Company") cordially invites you to attend the Company's 62nd Ordinary General Shareholders' Meeting, to be held as set forth below.

In the event you are unable to attend the meeting, you may exercise your voting rights by mail or via the Internet in accordance with the reference materials for the Ordinary General Shareholders' Meeting, by no later than 5:30 p.m. on Thursday, June 21, 2018 (Japan Time).

1. Date and Time: Friday, June 22, 2018 at 10:00 a.m. (Japan Time)

(Doors are scheduled to open at 9:00 a.m.)

**2. Place:** 8th Floor Hall of the Ryosan Headquarters Building

2-3-5 Higashi-Kanda, Chiyoda-Ku, Tokyo

3. Meeting Agenda:

Matters to be Reported: 1. Reports on the Business Report and the Consolidated Financial

Statements, as well as the Results of Audits of Consolidated Financial Statements by the Accounting Auditor and the Audit and Supervisory Committee for the 62nd Fiscal Year (from April 1, 2017 to March 31,

2018

2. Reports on the Non-Consolidated Financial Statements for the 62nd

Fiscal Year

(from April 1, 2017 to March 31, 2018)

Matters to be Resolved:

Proposal 1: Election of Four Directors (excluding Directors, Audit and Supervisory

**Proposal 2:** Committee Members)

Election of Six Directors, Audit and Supervisory Committee Members

- When you attend the meeting, you are kindly asked to submit the enclosed Voting Rights Exercise Form at the reception desk of the meeting hall on the day of the meeting.
- Should any corrections be made to the Business Report, the Consolidated Financial Statements, the Non-Consolidated Financial Statements and reference materials for the Ordinary General Shareholders' Meeting, such corrections will be announced on the Company's Web site (<a href="http://www.ryosan.co.ip/">http://www.ryosan.co.ip/</a>).
- Please understand that resolutions in the Ordinary General Shareholders' Meeting will be published on the Company's website in place of sending written notifications to shareholders.

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## **Consolidated Balance Sheet**

(As of March 31, 2018)

Account	Amount	Account	Amount
ASSETS		LIABILITIES	
Current assets	144,257	Current liabilities	65,337
Cash and deposits	13,547	Accounts payable - trade	36,355
Notes and accounts receivable-trade	75,538	Short-term loans payable	23,959
Merchandise and finished goods	44,009	Lease obligations	164
Work in process	6	Accounts payable - other	1,714
Accounts receivable - other	10,249	Accrued expenses	1,362
Deferred tax assets	707	Income taxes payable	1,598
Other	242	Other	183
Allowance for doubtful accounts	(42)	Non-current liabilities	3,197
		Lease obligations	475
		Deferred tax liabilities	856
		Net defined benefit liability	1,782
		Asset retirement obligations	31
		Other	52
Non-current assets	18,608	Total liabilities	68,535
Property, plant and equipment	10,090	NET ASSETS	
Buildings and structures	3,168	Shareholders' equity	92,329
Land	6,189	Capital stock	17,690
Leased assets	576	Capital surplus	19,114
Other	155	Retained earnings	72,740
Intangible assets	903	Treasury shares	(17,215)
Investments and other assets	7,614	Accumulated other comprehensive income	2,001
Investment securities	5,310	Valuation difference on available-for-sale securities	1,923
Deferred tax assets	197	Deferred gains or losses on hedges	(0)
Other	2,238	Foreign currency translation adjustment	52
Allowance for doubtful accounts	(132)	Remeasurements of defined benefit plans	25
		Total net assets	94,331
Total assets	162,866	Total liabilities and net assets	162,866

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# **Consolidated Statement of Income**

(For the period from April 1, 2017 to March 31, 2018)

Account	Amo	unt
Net sales		254,077
Cost of sales		233,732
Gross profit		20,344
Selling, general, and administrative expenses		14,678
Operating income		5,665
Non-operating income		
Interest income	36	
Dividend income	74	
Foreign exchange gains	919	
Commission fee	6	
Rent income	31	
Miscellaneous income	121	1,189
Non-operating expenses		
Interest expenses	390	
Miscellaneous loss	69	459
Ordinary income		6,396
Extraordinary income		
Gain on sales of non-current assets	66	
Gain on sales of investment securities	31	97
Extraordinary loss		
Impairment loss	27	
Loss on valuation on golf club membership	0	27
Profit before income taxes		6,465
Income taxes - current	2,170	
Income taxes - deferred	(185)	1,984
Profit		4,481
Profit attributable to owners of parent		4,481

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# Non-consolidated Balance Sheet

(As of March 31, 2018)

Account	Amount	Account	Amount
ASSETS	Timount	LIABILITIES	Timount
Current assets	109,146	Current liabilities	52,446
Cash and deposits	7,414	Accounts payable - trade	29,678
Notes receivable - trade	1,116	Short-term loans payable	18,915
Electronically recorded monetary	2,421	Lease obligations	164
claims - operating	,		-
Accounts receivable - trade	57,275	Accounts payable - other	1,416
Merchandise and finished goods	29,008	Accrued expenses	938
Work in process	6	Income taxes payable	1,220
Accounts receivable - other	10,633	Other	113
Deferred tax assets	623	Non-current liabilities	2,109
Other	662	Lease obligations	475
Allowance for doubtful accounts	(14)	Provision for retirement benefits	1,485
Noncurrent assets	19,038	Deferred tax liabilities	64
Property, plant and equipment	9,903	Assets retirement obligations	31
Buildings	3,061	Other	52
Structures	7	Total liabilities	54,555
Vehicles	1		
Tools, furniture and fixtures	89		
Land	6,167		
Leased assets	576	NET ASSETS	
Intangible assets	474	Shareholders' equity	71,732
Goodwill	111	Capital stock	17,690
Telephone subscription right	47	Capital surplus	19,114
Software	309	Legal capital surplus	19,114
Leased assets	6	Retained earnings	52,142
Investments and other assets	8,660	Legal retained earnings	1,371
Investment securities	4,058	Other retained earnings	50,770
Shares of subsidiaries and associates	2,257	General reserve	44,300
Investments in capital	148	Retained earnings brought forward	6,470
Investments in capital of subsidiaries and affiliates	494	Treasury shares	(17,215)
Claims provable in bankruptcy, claims provable in rehabilitation and other	17	Valuation and translation adjustments	1,897
Other	1,712	Valuation difference on available-for-sale securities	1,897
Allowance for doubtful accounts	(17)	Deferred gains or losses on hedges	(0)
Allowance for investment loss	(10)	Total net assets	73,629
Total assets	128,185	Total liabilities and net assets	128,185

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# Non-consolidated Statement of Income

(For the period from April 1, 2017 to March 31, 2018)

Account	Am	Amount	
Net sales		173,834	
Cost of sales		160,941	
Gross profit		12,893	
Selling, general, and administrative expenses		11,318	
Operating income		1,574	
Non-operating income			
Interest income	12		
Interest on securities	4		
Dividend income	1,194		
Foreign exchange gains	574		
Consulting fee income	681		
Commission fee	3		
Miscellaneous income	133	2,603	
Non-operating expenses			
Interest expenses	299		
Commission for purchase of treasury shares	31		
Loss on investments in partnership	8		
Miscellaneous loss	22	361	
Ordinary income		3,816	
Extraordinary income			
Gain on sales of non-current assets	65		
Gain on sales of investment securities	31		
Reversal of allowance for investment loss	32	129	
Extraordinary loss			
Impairment loss	27		
Loss on valuation of golf club membership	0	27	
Profit before income taxes		3,918	
Income taxes - current	1,343		
Income taxes - deferred	(306)	1,037	
Profit		2,881	

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## Reference Materials for the Ordinary General Shareholders' Meeting

### **Proposals and Reference Matters**

# Proposal 1: Election of Four Directors (excluding Directors, Audit and Supervisory Committee Members)

The terms of office of all four current Directors (excluding Directors, Audit and Supervisory Committee Members) end at the close of this General Meeting.

It is therefore proposed that four Directors be elected.

The candidates for Directors listed in this proposal have been carefully examined by the Audit and Supervisory Committee, which came to the conclusion that they are adequate to serve as Directors of the Company.

The candidates for the Directors are as follows:

Candidate No.	Name (Date of Birth)	Brief Personal History, Positions within the Company, Responsibilities and Important Concurrent Positions Held	Shares of the Company Owned
1	Representative Direct Executive Chairman. I of know-how regardir nominated to be re-ele	Apr. 1981 Joined the Company June 2006 Director, General Manager, Administrative Headquarters May 2007 President and Representative Director June 2016 Representative Director, President June 2017 Representative Director, Executive Chairman (present post) on: Mr. Naoto Mimatsu has been managing the Company a or of Ryosan since 2007 and currently acts as Represente amassed ample experience as a management executive a neg all aspects of management of an electronics trading entered as Director as he is expected to be highly competental management of the Group as a whole and streng	as President and natative Director, and a wide range erprise. He was t in activities to

Candidate No.	Name (Date of Birth)		sonal History, Positions within the Company, lities and Important Concurrent Positions Held	Shares of the Company Owned	
		Apr. 1985	Joined the Company		
	Hiroyuki Kurihara (February 27, 1961)	June 2013  June 2015	Director, General Manager, 1st Semiconductor Business Headquarters and General Manager, Sales Administration Headquarters Managing Director, General Manager, Sales Administration Headquarters, 3rd Domestic Marketing and Sales Headquarters and 1st Semiconductor Business Headquarters Senior Managing Director, General Manager, Corporate Planning Headquarters, Sales Planning and Control	7,000	
2		June 2016	Headquarters and 3rd Domestic Marketing and Sales Headquarters Director, Senior Managing Executive Officer, General Manager, Sales Planning and Control Headquarters, East Japan Marketing and Sales Headquarters and Corporate Planning Headquarters		
		June 2017	Representative Director, President and General Manager, Corporate Planning Headquarters (present post)		
	Reasons for nomination: since entering the Company, Mr. Hiroyuki Kurihara has been ma engaged in the semiconductor business and, after working as General Manager, Sales Plant				
	and Control Headquarters, currently works as Representative Director, President. Over the cours				
	of his career, he amassed ample experience at the Company and a wide range of know-how				
	regarding all aspects of management of an electronics trading enterprise. He was nominated to be re-elected as Director as he is expected to be highly competent in activities to expedite consolidated management of the Group as a whole and strengthen corporate governance.				

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Candidate No.	Name (Date of Birth)		sonal History, Positions within the Company, lities and Important Concurrent Positions Held	Shares of the Company Owned
		Apr. 1984 June 2012	Joined the Company Director, General Manager, 2nd Semiconductor Business Headquarters and Deputy General Manager, Corporate Planning Headquarters	
	Kazunori Sato (February 5, 1962)	Nov. 2012	Director, General Manager, 1st Domestic Marketing and Sales Headquarters and 2nd Semiconductor Business Headquarters	6,200
3		June 2016	Director, Senior Executive Officer (present post) President and Representative Director of SAXIS Company, Limited (present post)	
	engaged in the semic Limited, a subsidiary of his career, he ama regarding all aspects of re-elected as Director	conductor bus of the Group ssed ample e of managemen r as he is e	tering the Company, Mr. Kazunori Sato had iness, and is presently the President of Samainly dealing in overseas semiconductors. Experience at the Company and a wide range to fan electronics trading enterprise. He was expected to be highly competent in activities.	AXIS Company, Over the course ge of know-how nominated to be ties to expedite
4	Masahide Nishiura (September 15, 1957)	Apr. 1981 Apr. 2015 May 2015 June 2015 June 2016 April 2018	Joined Sumitomo Bank., Ltd (currently, Sumitomo Mitsui Banking Corporation) Deputy General Manager, Finance and Accounting Headquarters of the Company General Manager, Finance and Accounting Headquarters Director, General Manager, Finance and Accounting Headquarters Director, General Manager, Finance and Accounting Headquarters Director, Senior Executive Officer, General Manager, Finance and Accounting Headquarters Director, Senior Executive Officer, General Manager, Finance and Accounting Headquarters Director, Senior Executive Officer, General Manager, Finance and Accounting Headquarters and Finance Department (present post)	2,400
	institution in Japan Company, he worked Headquarters. Over th know-how regarding	engaged in at several pos- ne course of h finance and ac- nighly compet	ahide Nishiura has worked for a long tim finance- and accounting-related area. Sints including the General Manager of Finance is career, he amassed ample experience and ecounting. He was nominated to be re-elected ent in activities to expedite consolidated materiorate governance.	ce entering the and Accounting a wide range of d as Director as

Note: None of the candidates have any special interest in the Company.

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### Proposal 2: Election of Six Directors, Audit and Supervisory Committee Members

The terms of office of all six current Directors, Audit and Supervisory Committee Members will end at the close of this General Meeting.

It is therefore proposed that six Directors, Audit and Supervisory Committee Members be elected. Consent was obtained from Audit and Supervisory Committee for these candidates to be proposed as Directors, Audit and Supervisory Committee Members in this agenda.

The candidates for Directors, Audit and Supervisory Committee Members are as follows:

Candidate No.	Name (Date of Birth)		sonal History, Positions within the Company, lities and Important Concurrent Positions Held	Shares of the Company Owned
	Iwao Sakamoto (January 27, 1959)	Jan. 1991 Apr. 2004 June 2014 June 2016	Joined the Company General Manager, Sales Administration Department Director, General Manager, Administrative Headquarters Director (Full-time Audit and Supervisory Committee Member) (present post)	3,100
1	know-how regarding sincluding Manager Administration Headq Director who will also	sales managen of the Sales quarters since o act as an Au and effective	Sakamoto amassed ample experience and ment and business management from working Administration Department and Generationing the Company. He was nominated to dit and Supervisory Committee Member as ladvice on management to enhance the transport of the sakamoto amazement and supervisory Committee Member as ladvice on management to enhance the transport of the sakamoto amazement and sakamoto amazement from working and sakamoto and sakamoto amazement from working and sakamoto amaz	g at several posts al Manager of be re-elected as ne is expected to
2	Shinya Nambu (December 16, 1957)	Apr. 1981 Jan. 2007 Mar. 2009 Mar. 2011 June 2011 June 2015 June 2016	Joined Bank of Tokyo, Ltd (currently, MUFG Bank, Ltd.) Mitsubishi UFJ Financial Group, Inc. General Manager, Compliance Headquarters The Bank of Tokyo-Mitsubishi UFJ, Ltd. (currently, MUFG Bank, Ltd.) General Manager, International Compliance Headquarters The Bank of Tokyo-Mitsubishi UFJ, Ltd. General Manager in HQ Kanematsu Electronics Ltd. Full-Time Corporate Auditor Nippon Office Systems Ltd. Director Director (Full-time Audit and Supervisory Committee Member) (present post)	700
	a Japanese financial Japanese trading comporate governance accounting. He was no Supervisory Committee	institution over pany specialize and master cominated to be the Member as	a Nambu has experience working in the comper the years, and, later, he also worked as ted in information devices. He amassed amped a wide range of know-how regarding the re-elected as Director who will also act he is expected to provide supervision and efferency and fairness of management.	an auditor of a le experience of g financing and as an Audit and

Candidate No.	Name (Date of Birth)		sonal History, Positions within the Company, lities and Important Concurrent Positions Held	Shares of the Company Owned
3	know-how regarding re-elected as Director expected to provide su	electronics an who will also pervision and	Joined Victor Company of Japan, Limited (currently, JVC KENWOOD Corporation) Nippon Kangyo Kakumaru Securities (currently, Mizuho Securities Co., Ltd) Analyst in charge of electronics business Smith Barney & Co. Tokyo branch (currently Citigroup Global Markets Japan Inc.) Analyst in charge of electronics business Deutsche Securities Inc. General Manager, Research Department and analyst in charge of electronics business in general and semiconductor Merrill Lynch Japan Securities Co., Ltd. Vice Chairman and Managing Director, Investment Banking Department Sangyo Sosei Advisory Inc. President (present post) Director of the Company Director of the Company Director of the Company (Audit and Supervisory Committee Member) (present post)  maki Sato amassed ample experience and a demiconductor business analysis. He was a act as an Audit and Supervisory Committee I effective advice on management to enhance the securities of the company Committee I effective advice on management to enhance the securities of the company Committee I effective advice on management to enhance the securities of the company Committee I effective advice on management to enhance the securities of the company Committee I effective advice on management to enhance the securities of the company Committee I effective advice on management to enhance the securities of the company Committee I effective advice on management to enhance the securities of the company Committee I effective advice on management to enhance the securities of the company Committee I effective advice on management to enhance the securities of the company Committee I effective advice on management to enhance the securities of the company Committee I effective advice on management to enhance the securities of the company Committee I effective advice on management to enhance the securities of the company Committee I effective advice on management to enhance the securities of the company Committee I effective advice on the company Committee I effective advice on the company Committee	nominated to be Member as he is
	and fairness of manag	ement.		

Candidate No.	Name (Date of Birth)		Brief Personal History, Positions within the Company, Responsibilities and Important Concurrent Positions Held			
4	Outside Director Hideki Kuwahata (January 29, 1960)	Apr. 1983 Apr. 2000 Apr. 2001 Oct. 2003 Mar. 2008 Mar. 2008 June 2008 June 2015 June 2016	Joined Oki Electric Industry Co., Ltd.  NPO Institute for Strategic Leadership (ISL)  Agent faculty (present post)  Mercer Japan Ltd.  Principal  Mercer Japan Ltd.  Director and Head of Organization and Personnel Consulting Department emergence Co., Ltd.  President (present post)  DENTSU INC.  Alliance Partners (present post)  Resona Bank, Limited  Outside Director  Director of the Company  Director of the Company  Director of the Company (Audit and Supervisory Committee Member) (present post)	0		
	Reasons for nomination	on: Mr. Hidek	i Kuwahata has broad knowledge of the elec	tronics business		
	industry and amassed	ssed ample experience and a wide range of know-how regarding administration				
		sections as an organization and human resource consultant. He was nominated to be re-elected as				
			dit and Supervisory Committee Member as l			
			advice on management to enhance the tr	ransparency and		
	fairness of manageme	nt.				

Candidate No.	Name (Date of Birth)		Brief Personal History, Positions within the Company, Responsibilities and Important Concurrent Positions Held	
5	Outside Director Mahito Ogawa (January 25, 1961)	Sep. 1983 Oct. 1996 Oct. 2001 July 2003 July 2005 Apr. 2008 Apr. 2011 Jan. 2013 Mar. 2013 June 2016 June 2017	Joined Peat Marwick, Mitchell & Co. (currently, KPMG AZSA LLC) Century Audit Corporation (currently, KPMG AZSA LLC) Company member Joined Shin Nihon Audit Corporation (currently, KPMG AZSA LLC) Transferred to KPMG FAS Co., Ltd. (currently, KPMG FAS) KPMG FAS Co., Ltd. Director (Partner) The Japan-British Society Auditor-Secretary (present post) ACE Consulting Inc. Representative Director (present post) Association of Certified Fraud Examiners Japan Director NPO Think Kids Auditor-Secretary (present post) K.K. CrossVision International Outside Director Director of the Company (Audit and Supervisory Committee Member) (present post) ICHIKEN Co., Ltd.	Owned 0
	field as a certified pub a wide range of know will also act as an A	olic accountar -how as a con audit and Sup	Outside Auditor (present post) to Ogawa has been engaged in the financial at over the years, and has also amassed ample ansultant. He was nominated to be re-elected bervisory Committee Member as he is expen an management to enhance the transparency	e experience and as Director who ected to provide

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Candidate No.	Name (Date of Birth)	Brief Personal History, Positions within the Company, Responsibilities and Important Concurrent Positions Held		Shares of the Company Owned	
6	Outside Director Hirokazu Tamura (June 15, 1956)	Apr. 1979 June 2009 July 2013 July 2014 July 2015	Joined Kanematsu Corporation Kanematsu Corporation Director and person in charge of Electronics & Devices Division Kanematsu Electronics Ltd. Adviser Futawa Flange Works Co., Ltd. Director and sales representative Kasatani Corp. Executive Officer, General Manager, Technical Service Headquarters and person in charge of overseas strategy (present post)	0	
	Reasons for nomination: Mr. Hirokazu Tamura amassed ample experience and a wide range of know-how regarding the management of electronics trading enterprises from his long career in the semiconductor and electric components business and experience as a Director in a Japanese general trading company over the years. He was nominated as Director who will also act as an Audit and Supervisory Committee Member as he is expected to provide supervision and effective advice on management to enhance the transparency and fairness of management.				

#### Note:

- 1. None of the candidates have any special interest in the Company.
- 2. Mr. Fumiaki Sato, Mr. Hideki Kuwahata, Mr. Mahito Ogawa and Mr. Hirokazu Tamura are candidates for Outside Directors.
- 3. Mr. Fumiaki Sato, Mr. Hideki Kuwahata, and Mr. Mahito Ogawa are currently Outside Directors, and the respective terms of office as Outside Directors are 3 years for Mr. Fumiaki Sato and Mr. Hideki Kuwahata and 2 years for Mr. Mahito Ogawa at the close of this General Meeting.
- 4. Mr. Hirokazu Tamura is a new candidate for Outside Director.
- 5. Ryosan designated and registered Mr. Fumiaki Sato, Mr. Hideki Kuwahata, and Mr. Mahito Ogawa with the Tokyo Stock Exchange as independent directors according to its guidelines. When each candidate is elected, Ryosan plans to register the candidates as independent directors with the Tokyo Stock Exchange once again. In addition, when Mr. Hirokazu Tamura is elected, the Company is planning to designate and register Mr. Tamura with the Tokyo Stock Exchange as an independent director according to its guidelines.
- 6. Regarding Liability Limitation Agreement
  - Ryosan concluded an agreement that limits liability for damages in Clause 1 of Article 423 in the Corporate Act of Japan according to the stipulations of Clause 1 of Article 427 in the said law respectively with Mr. Fumiaki Sato, Mr. Hideki Kuwahata, and Mr. Mahito Ogawa, and the maximum amount for liability for damages based on such agreements is the amount set forth by laws and regulations. In addition, when each candidate is elected, Ryosan plans to continue similar agreements with each individual. In addition, when Mr. Hirokazu Tamura is elected, the Company is also scheduled to conclude a similar agreement with Mr. Tamura.