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To Our Shareholders,

Securities code: 3003 March 2, 2020

Manabu Yoshidome, President, Representative Director Hulic Co., Ltd. 7-3 Nihonbashi Odenmacho, Chuo-ku, Tokyo

# Notice of the 90th Annual General Meeting of Shareholders

You are cordially invited to attend the 90th Annual General Meeting of Shareholders of Hulic Co., Ltd. (the "Company") to be held as described below.

If you are unable to attend the meeting, you may exercise your voting rights in writing or via the Internet, etc. Please review the attached Reference Documents for General Meeting of Shareholders, and exercise your voting rights by 5:15 p.m. on Monday, March 23, 2020.

[Exercising your voting rights in writing]

Please indicate your approval or disapproval for each proposal on the enclosed voting card and return it in time for delivery by the deadline mentioned above.

[Exercising your voting rights via the Internet]

Please access the voting website designated by the Company (https://soukai.mizuho-tb.co.jp/) with the voting code and password provided on the enclosed voting card, follow the instructions on the screen and enter your approval or disapproval for each proposal by the deadline mentioned above.

- To ensure that information is furnished in a timely manner, the content of this Notice was disclosed on the Company's website before it was sent out.
- If you attend the meeting in person, please present the enclosed voting card at the reception desk upon your arrival at the meeting.

Anyone who attends the meeting must be a shareholder. In accordance with the Company's Articles of Incorporation, if you exercise your voting rights by proxy, the proxy must be a shareholder as well. In this case, in addition to the voting card for exercising voting rights as proxy and a written document certifying the authority of proxy, the proxy should submit the proxy's own voting card.

- Of the attached documents, "notes to the consolidated financial statements" and "notes to the nonconsolidated financial statements" are deemed to be provided to shareholders by means of disclosure through the Internet (on the Company's website: https://www.hulic.co.jp) in accordance with the laws and regulations and the Company's Articles of Incorporation. The "notes to the consolidated financial statements" and the "notes to the non-consolidated financial statements" posted on the Company's website, as well as the attached documents, are included in the consolidated financial statements and the non-consolidated financial statements that were audited by Audit & Supervisory Board Members and financial auditor in preparing the audit report.
- Any corrections in the Reference Documents for General Meeting of Shareholders, business report, consolidated financial statements, or non-consolidated financial statements will be posted on the Company's website.

## Details

- **1. Date and time:** Tuesday, March 24, 2020, at 10:00 a.m.
- 2. Venue:

Conference room of the Company's headquarters 7-3 Nihonbashi Odenmacho, Chuo-ku, Tokyo

\*The reception desk is on the first floor.

# 3. Purpose of the Meeting

# Items to be reported:

- 1. Report on the business report, the consolidated financial statements and audit reports of the financial auditor and the Audit & Supervisory Board for the consolidated financial statements for the 90th term (from January 1, 2019 to December 31, 2019)
- Report on the non-consolidated financial statements for the 90th term (from January 1, 2019 to December 31, 2019)

# Items to be resolved

Proposal No. 1:Appropriation of surplusProposal No. 2:Election of ten (10) DirectorsProposal No. 3:Election of three (3) Audit & Supervisory Board MembersProposal No. 4:Revision of Remuneration Amount for DirectorsProposal No. 5:Increase in Amount of Performance-linked Share-based Remuneration, Etc. for<br/>Directors

# 4. Matters prescribed for convocation

- 1) Shareholders not attending the Annual General Meeting of Shareholders shall be able to exercise voting rights through a voting card or via the Internet, etc. Note that if there is no indication of approval or disapproval with a proposal, it shall be handled as an indication of approval for that proposal.
- 2) Deadline for exercising voting rights through a voting card or via the Internet, etc.: As the acceptance deadline is the day preceding the General Meeting of Shareholders (until 5:15 p.m. on Monday, March 23, 2020), please ensure that you exercise voting rights at early stage.
- 3) In the event that you exercise your voting rights, both through a voting card and via the Internet, etc., the vote via the Internet, etc. shall be upheld as the valid exercise of your voting rights. In the event of multiple voting via the Internet, etc., your last vote shall be upheld as the valid exercise of your voting rights.
- 4) When diversely (inconsistently) exercising voting rights, there is a requirement to notify the Company in writing of such intention, stating the reason for this, no later than three (3) days before the General Meeting of Shareholders.

# **Reference Documents for General Meeting of Shareholders**

Proposal No. 1: Appropriation of surplus

We propose that the appropriation of surplus be made as follows.

Matters regarding the year-end dividends

It is proposed that the year-end dividends for the 90th business term be paid in consideration of the fiscal year's operating results, future business development, and other aspects, as follows.

1) Type of dividend property

Cash

2) Matters regarding allocation of dividend property and total amount thereof

It is proposed that regular dividends be 17.5 yen per common share of the Company.

Accordingly, the total amount of dividends would be 11,771,629,013 yen.

3) Effective date of the dividends from surplus

It is proposed to set the effective date to be March 25, 2020.

[Reference] Basic policy for shareholder returns

The Company's basic policy is to continue a stable dividend as a return of profits to shareholders while replenishing internal reserves required to strengthen long-term and stable business platform. Equally important for the Company is to pay dividends reflective of business performance trends.

# **Proposal No. 2:** Election of ten (10) Directors

The term of office of all ten (10) directors will expire at the conclusion of this meeting. Accordingly, the Company proposes the election of ten (10) directors.

	Name	Positions	Areas of responsibility	Attributes of candidate
1	Saburo Nishiura	Chairman, Representative Director		Reelection
2	Manabu Yoshidome	President, Representative Director		Reelection
3	Hidehiro Shiga	Representative Director (Senior Executive Managing Officer)		Reelection
4	Hajime Kobayashi	Director (Senior Executive Managing Officer)	General Manager of Corporate Planning Department	Reelection
5	Takaya Maeda	Director (Executive Managing Officer)	General Manager of Real Estate Development Department 1	Reelection
6	Tadashi Nakajima	Executive Managing Officer		New election
7	Tsukasa Miyajima	External Director		Reelection External Independent
8	Hideo Yamada	External Director		Reelection External Independent
9	Atsuko Fukushima	External Director		Reelection External Independent
10	Kaoru Takahashi	External Director		Reelection External Independent

The candidates for Director are as follows:

\* The use of "former Hulic Co., Ltd." in the Career summary of the candidates for Directors and Notes on the following pages 5 to 14 refers to Hulic Co., Ltd. as it existed before its merger with the former Shoei Co., Ltd. and the term of office as Director is totaled with the term of office in the former Hulic Co., Ltd.

Candidate No. 1	Saburo	Nishiura (Born on June 10, 1948) Reelection	
		mary, positions and areas of responsibility in the Company, and significant positions outside the Company	
	May 1993	The Fuji Bank, Limited, General Manager of Meguro Branch	
	May 1995	The Fuji Bank, Limited, General Manager of Sukiyabashi Branch	
	Jun. 1998	The Fuji Bank, Limited, Director, General Manager of Corporate Development Division	
	May 1999	The Fuji Bank, Limited, Director, General Manager of Sales Division I	
Number of the Commonw's	Aug. 2000	The Fuji Bank, Limited, Managing Executive Officer, General Manager of Corporate Group and Corporate Development Division	
Number of the Company's shares owned:	Apr. 2002	Mizuho Bank Ltd., Managing Executive Officer	
504,800 shares	Apr. 2004	Mizuho Bank Ltd., Deputy President	
Term of office as Director: 14 years	Mar. 2006	Former Hulic Co., Ltd., President, Representative Director and Chief Executive Officer	
i i years	Jul. 2012	The Company, President, Representative Director and Chief Executive Officer	
Attendance at meetings of the Board of Directors for	Mar. 2016	The Company, Chairman, Representative Director (to date)	
FY2019:	Sep. 2019	Nippon View Hotel Co., Ltd., Chairman, Representative Director (to date)	
15/15 meetings (100%)	Special interest between the candidate and the Company		
	There is no s	special interest.	
	Reasons for nomination as candidate for Director		
	experience a Director of t Director and nominated h contribute to	iura has contributed to the Hulic Group's growth based on his abundant is a corporate manager having assumed the position of Chairman, Representative the Company in 2016 subsequent to serving as its President, Representative I Chief Executive Officer from 2006 through 2016. Accordingly, we have im as a candidate to continue serving as Director given expectations that he will o enhancing the corporate value of the Hulic Group, drawing on such experience, ts and extensive knowledge involving the Group's business.	

Candidate No. 2 Ma	anabu Y	Coshidome (Born on August 28, 1953) Reelection
		mary, positions and areas of responsibility in the Company, and significant positions outside the Company
	Aug. 2000	The Fuji Bank, Limited, General Manager of Treasury Division
	May 2001	The Fuji Bank, Limited, General Manager of Development of Derivatives Transaction Division
	Apr. 2002	Mizuho Bank Ltd., General Manager of Market Sales Division
	Apr. 2004	Mizuho Bank Ltd., General Manager of Human Resources Division
Number of the Company's	Apr. 2005	Mizuho Bank Ltd., Executive Officer, General Manager of Human Resources Division
shares owned: 80,000 shares	Mar. 2006	Mizuho Bank Ltd., Managing Executive Officer
	Apr. 2009	Mizuho Bank Ltd., Deputy President
Term of office as Director: 5 years	Mar. 2012	Former Hulic Co., Ltd., Full-Time Audit & Supervisory Board Member
5 years	Jul. 2012	The Company, Full-Time Audit & Supervisory Board Member
Attendance at meetings of the Board of Directors for	Mar. 2015	The Company, Representative Director and Executive Vice President
FY2019:	Mar. 2016	The Company, President, Representative Director (to date)
15/15 meetings (100%)	Special inte	rest between the candidate and the Company
	There is no	special interest.
	Reasons for	nomination as candidate for Director
	the position serving as it acted as a Fr him as a can	shidome has helped spearhead management of the Hulic Group, having assumed of President, Representative Director of the Company in 2016, subsequent to s Representative Director and Executive Vice President in 2015, prior to which he ull-Time Audit & Supervisory Board Member. Accordingly, we have nominated ididate to continue serving as Director given expectations that he will contribute g the corporate value of the Hulic Group.

Candidate No. 3	Iidehir	o Shiga (Born on September 26, 1955) Reelection	
	Career summary, positions and areas of responsibility in the Company, and significant concurrent positions outside the Company		
	Oct. 1997	The Fuji Bank, Limited, General Manager of Otsuka Branch	
	Jan. 2002	The Fuji Bank, Limited, Management Division, General Manager of Facility Management Office	
	Apr. 2002	Mizuho Bank Ltd., Deputy Manager of Management Division	
	Jan. 2005	Mizuho Bank Ltd., General Manager of Subsidiaries and Affiliates Management Division	
Number of the Company's shares owned:	Mar. 2006	: 2006 Former Hulic Co., Ltd., Representative Director, Senior Managing Director	
252,700 shares	Jul. 2006	Former Hulic Co., Ltd., Representative Director (Senior Executive Managing Officer)	
Term of office as Director:	Jul. 2012	The Company, Representative Director (Senior Executive Managing Officer)	
14 years Attendance at meetings of the	Aug. 2017	The Company, Representative Director (Senior Executive Managing Officer), General Manager of Tourism Business Development Department	
Board of Directors for FY2019:	Dec. 2017	The Company, Representative Director (Senior Executive Managing Officer) (to date)	
15/15 meetings (100%)	Special inte	erest between the candidate and the Company	
	There is no	special interest.	
	Reasons for	r nomination as candidate for Director	
	particularly Managing C is responsib candidate to	tiga possesses abundant experience and extensive insight as a manager, with respect to his role as Representative Director and Senior Executive Officer of the Company, which he has continuously served from 2006 to date, and le for overall real estate operations. Accordingly, we have nominated him as a o continue serving as Director given expectations that he will contribute to he corporate value of the Hulic Group, drawing on such managerial knowledge.	

#### Hajime Kobayashi (Born on February 7, 1958) Candidate No. 4 Reelection Career summary, positions and areas of responsibility in the Company, and significant concurrent positions outside the Company May 2003 Mizuho Bank Ltd., General Manager of Hamamatsu Branch Apr. 2004 Mizuho Bank Ltd., General Manager of Gotanda Station Branch Jul. 2005 Mizuho Bank Ltd., General Manager of Gotanda Branch, General Manager of Gotanda Station Branch Mizuho Bank Ltd., General Manager of Gotanda Branch Oct. 2005 Former Hulic Co., Ltd., Managing Officer, General Manager of Corporate Aug. 2006 Planning Department Number of the Company's Former Hulic Co., Ltd., Executive Managing Officer, General Manager of Apr. 2010 shares owned: Corporate Planning Department 122,600 shares Jul. 2012 The Company, Executive Managing Officer, General Manager of Corporate Planning Department Term of office as Director: Feb. 2013 The Company, Senior Executive Managing Officer, General Manager of 7 years Corporate Planning Department Attendance at meetings of the Mar. 2013 The Company, Director (Senior Executive Managing Officer), General Board of Directors for Manager of Corporate Planning Department (to date) FY2019: Mar. 2019 Teikoku Sen-i Co., Ltd., External Audit & Supervisory Board Member (to date) 15/15 meetings (100%) Special interest between the candidate and the Company There is no special interest. Reasons for nomination as candidate for Director Hajime Kobayashi possesses sophisticated expertise relating to corporate management which, in addition to his abundant experience through his background with financial institutions, also includes taking charge of the corporate planning department and other administrative departments since joining the Company. Accordingly, we have nominated him as a candidate to continue serving as Director as we deem such experience and capabilities will contribute to ensuring the Hulic Group's sustainable growth and enhancing its corporate value over the medium to long term.

Candidate No. 5	Takaya	a Maeda (Born on March 15, 1962) Reelection
		mary, positions and areas of responsibility in the Company, and significant positions outside the Company
	Jul. 2005	Taisei Corporation, Head Office, General Manager in charge of Civil Engineering Division
	Oct. 2007	Former Hulic Co., Ltd., Deputy General Manager of Real Estate Development Department 2
	Jun. 2008	Former Hulic Co., Ltd., General Manager of Real Estate Development Department 2
	Mar. 2009	Former Hulic Co., Ltd., Director (Managing Officer), General Manager of Real Estate Development Department 2
Number of the Company's	Oct. 2010	Former Hulic Co., Ltd., Director (Managing Officer), General Manager of Business Planning Division
shares owned: 98,000 shares	Jul. 2012	The Company, Director (Managing Officer), General Manager of Business Planning Division
Term of office as Director:	Apr. 2013	The Company, Director (Managing Officer), General Manager of Real Estate Planning Department
11 years Attendance at meetings of the	Apr. 2014	The Company, Director (Executive Managing Officer), General Manager of Real Estate Planning Department
Board of Directors for FY2019:	Jan. 2015	The Company, Director (Executive Managing Officer), General Manager of Real Estate Development Department 1
15/15 meetings (100%)	Apr. 2019	The Company, Director (Executive Managing Officer), General Manager of Real Estate Development Department 1 (to date)
	Special inte	erest between the candidate and the Company
	There is no	special interest.
	Reasons for	r nomination as candidate for Director
	acted as a su operations. estate opera have nomin will contrib	ada has been involved in the real estate industry over many years, and has also apervisor in the Company's real estate development and business planning He is currently in charge of core business with respect to the Company's real tions acting as Executive Managing Officer of the Company. Accordingly, we ated him as a candidate to continue serving as Director given expectations that he ute to enhancing the corporate value of the Hulic Group, drawing on such nowledge and abundant experience.

Candidate No. 6	Tadashi	Nakajima (Born on June 12, 1956) New election
		mary, positions and areas of responsibility in the Company, and significant positions outside the Company
	Apr. 2012	Nomura Real Estate Development Co., Ltd., Director, Managing Executive Officer
	May 2012	Nomura Real Estate Holdings, Inc., Executive Officer
	Jun. 2012	Nomura Real Estate Development Co., Ltd., Director, Managing Executive Officer, General Manager of Commercial Property Development & Management Division
	Apr. 2013	Nomura Real Estate Development Co., Ltd., Director, Senior Managing Executive Officer, General Manager of Commercial Property Development & Management Division
Number of the Company's shares owned: 3,400 shares	Apr. 2014	Nomura Real Estate Development Co., Ltd., Representative Director, Senior Managing Executive Officer, General Manager of Commercial Property Development & Management Division
Term of office as Director:	Apr. 2016	Nomura Real Estate Development Co., Ltd., Advisor
	Aug. 2016	The Company, Executive Managing Officer, General Manager of Real Estate Development Department 3
Attendance at meetings of the Board of Directors for FY2019:	Apr. 2017	The Company, Executive Managing Officer, General Manager of Value-add Business Department, General Manager of Development Solution Department
-/- (-%)	Jan. 2019	The Company, Executive Managing Officer (to date)
	Special inte	erest between the candidate and the Company
	There is no	special interest.
	Reasons for	r nomination as candidate for Director
	Real Estate 2012 and Re Development operations a since 2016 a candidate to	cajima has been involved in the real estate industry over many years at Nomura Development Co., Ltd. and the Company, notably acting as Director from April epresentative Director from April 2014 to March 2016 at Nomura Real Estate nt Co., Ltd. He therefore has in-depth insight and experience regarding real estate and corporate management. He has also led real estate business in the Company as Executive Managing Officer. Accordingly, we have nominated him as a o continue serving as Director given expectations that such abundant expertise and will contribute to enhancing the corporate value of the Hulic Group.

Candidate No. 7	sukasa	Miyajima (Born on August 23, 1950) Reelection External Independent
		mary, positions and areas of responsibility in the Company, and significant positions outside the Company
	Apr. 1990	Keio University Faculty of Law, Professor and Doctor of Law
	Apr. 2003	Registered as a lawyer
	Apr. 2004	General Insurance Rating Organization of Japan, Director
	May 2005	Keio University Athletic Association, Director
	Jun. 2007	Meiji Yasuda Life Insurance Company, Councillor
	Jul. 2008	Former Hulic Co., Ltd., Management Advisory Committee Member
	Mar. 2009	Former Hulic Co., Ltd., External Director
	Oct. 2010	Japan Association of Private Law, Director
Number of the Company's	Jul. 2012	The Company, Management Advisory Committee Member (to date)
shares owned:		The Company, External Director (to date)
24,400 shares Term of office as External	Oct. 2013	Japan Railway Construction, Transport and Technology Agency, Asset Disposal Committee Chairman (to date)
Director:	Jun. 2014	Dai Nippon Printing Co., Ltd., External Director (to date)
11 years		MIKUNI CORPORATION, External Auditor (to date)
Attendance at meetings of the	Jun. 2015	Mitsui Sumitomo Insurance Company, Limited, External Director (to date)
Board of Directors for	Oct. 2015	Den-en Chofu Gakuen, Councillor (to date)
FY2019: 15/15 meetings (100%)	Apr. 2016	Keio University, Emeritus Professor (to date)
13/13 meetings (10070)		Asahi University, Professor of School of Law / Graduate School of Law (to date)
	Jun. 2018	Daifuku Co., Ltd., External Audit & Supervisory Board Member (to date)
	Special inte	erest between the candidate and the Company
	There is no	special interest.
	Reasons for	r nomination as candidate for External Director
	than as an E broad-ranging incorporate reelection as	ukasa Miyajima has not been involved in corporate management in the past other xternal Director or External Audit & Supervisory Board Member, he possesses ng achievements and insight as an academic scholar, which we expect him to in the management of the Hulic Group. Accordingly, we would like to request his s External Director of the Company as we deem he will appropriately carry out f that position.

Candidate No. 8	Hideo `	Yamada (Born on January 23, 1952) Independent
		mary, positions and areas of responsibility in the Company, and significant positions outside the Company
	Apr. 1984	Registered as a lawyer
	May 1998	Taiyo Chemical Industry Co., Ltd., External Auditor (to date)
	Jun. 2004	SATO CORPORATION, External Director
	Mar. 2006	Lion Corporation, External Director
	Jun. 2007	Ishii Food CO., Ltd., External Auditor
		MIKUNI CORPORATION, External Auditor
	Jul. 2008	Former Hulic Co., Ltd., Management Advisory Committee Member
Number of the Company's shares owned:	Mar. 2009	Former Hulic Co., Ltd., External Director
24,400 shares	Mar. 2011	Seibu Lions, Inc., External Auditor
Term of office as External	Jul. 2012	The Company, Management Advisory Committee Member (to date)
Director:		The Company, External Director (to date)
11 years	Apr. 2014	Daini Tokyo Bar Association, President
Attendance at meetings of the		Japan Federation of Bar Association, Vice President
Board of Directors for	Jun. 2015	SATO HOLDINGS CORPORATION, External Director (to date)
FY2019: 15/15 meetings (100%)		Akiko Tachibana Memorial Foundation, President (to date)
15/15 meenings (10070)	Jun. 2016	MIKUNI CORPORATION, External Director (to date)
	Special inte	rest between the candidate and the Company
	There is no	special interest.
	Reasons for	r nomination as candidate for External Director
	than as an E substantial i years, as we We deem th	deo Yamada has not been involved in corporate management in the past other external Director or External Audit & Supervisory Board Member, he possesses nsight as a legal specialist who has been actively engaged as a lawyer over many ll as experience that includes acting as an External Director at other companies. at he will incorporate such insight and experience in management of the Hulic accordingly would like to request his reelection as External Director of the

Candidate No. 9 A1	tsuko F	Reelectionukushima (Born on January 17, 1962)ExternalIndependent
		mary, positions and areas of responsibility in the Company, and significant positions outside the Company
	Apr. 1985	Joined CHUBU-NIPPON BROADCASTING CO., LTD.
	Apr. 1988	NHK contract presenter
	Oct. 1993	TBS contract presenter
	Apr. 2005	TV Tokyo economics program regular presenter
	Apr. 2006	Shimane University, Management Council Member (to date)
Number of the Company's shares owned:	Dec. 2006	Panasonic Corporation, Management Advisor
4,400 shares	Mar. 2012	Former Hulic Co., Ltd., External Director
		Former Hulic Co., Ltd., Management Advisory Committee Member
Term of office as External Director:	Jul. 2012	The Company, External Director (to date)
8 years		The Company, Management Advisory Committee Member (to date)
Attendance at meetings of the	Jun. 2015	Nagoya Railroad Co., Ltd., External Director (to date)
Board of Directors for		Calbee, Inc., External Director (to date)
FY2019:	Oct. 2017	The Resona Foundation for Future, Director (to date)
15/15 meetings (100%)	Special inte	erest between the candidate and the Company
	There is no	special interest.
	Reasons for	r nomination as candidate for External Director
	than as an E in the mass broad and d culture, and	suko Fukushima has not been involved in corporate management in the past other external Director, she possesses abundant experience having taken an active role communications industry over many years. We deem that she will incorporate her iverse perspectives on matters including the social economy, the environment, diversity in management of the Hulic Group, and accordingly would like to reelection as External Director of the Company.

Candidate No. 10	) ]	Kaoru	ReelectionFakahashi (Born on May 13, 1956)ExternalIndependent
			mary, positions and areas of responsibility in the Company, and significant positions outside the Company
		Apr. 1979	Joined The Yasuda Fire & Marine Insurance Co., Ltd.
		Apr. 2008	Sompo Japan Insurance Inc., Executive Officer, General Manager, Human Capital Department
		Apr. 2010	Sompo Japan Insurance Inc., Managing Executive Officer
		Jun. 2010	Sompo Japan Insurance Inc., Director, Managing Executive Officer
		Apr. 2012	Sompo Japan Insurance Inc., Representative Director, Deputy President, Senior Managing Executive Officer
Number of the Comp shares owned:	0 shares	Apr. 2013	NIPPONKOA Insurance Company, Limited, Deputy President and Senior Managing Executive Officer
Term of office as Ext		Sep. 2014	Sompo Japan Nipponkoa Insurance Inc., Representative Director, Deputy President, Senior Managing Executive Officer
Director:	4 years	Apr. 2015	Sompo Japan Nipponkoa Himawari Life Insurance, Inc., Representative Director, President and Chief Executive Officer
Attendance at meetin	ngs of the	Jun. 2015	Sompo Holdings, Inc., Director
Board of Directors for		Mar. 2016	The Company, External Director (to date)
FY2019: 15/15 meeting	gs (100%)	Apr. 2018	Sompo Japan Nipponkoa Himawari Life Insurance, Inc., Director, Chairman and Executive Officer
		Apr. 2019	Sompo Holdings, Inc., Advisor (to date)
		Special inte	erest between the candidate and the Company
		There is no	special interest.
		Reasons for	r nomination as candidate for External Director
		major insura managemen	hashi possesses abundant experience and extensive insight as a manager of a ance company. We deem that he will incorporate such experience and insight in t of the Hulic Group, and accordingly would like to request his reelection as rector of the Company.

Notes: 1. Tsukasa Miyajima, Hideo Yamada, Atsuko Fukushima and Kaoru Takahashi are candidates for External Directors.

- 2. Tsukasa Miyajima, Hideo Yamada, Atsuko Fukushima and Kaoru Takahashi are currently serving as External Director at the Company, and their term of office as External Director will be seven years and eight months (11 years when totaled with the term of office at the former Hulic Co., Ltd.) for Tsukasa Miyajima and Hideo Yamada, seven years and eight months (eight years when totaled with the term of office at the former fullic Co., Ltd.) for Atsuko Fukushima, and four years for Kaoru Takahashi as of the close of this meeting.
- The outline of the limited liability agreements concluded with External Directors is presented in note 4 below. The Company has entered into limited liability agreement with Tsukasa Miyajima, Hideo Yamada, Atsuko Fukushima and Kaoru Takahashi, and upon approval of their reelection, the Company will continue the agreement with them.
   Limited liability agreement with External Directors

If an External Director causes the Company to suffer damages as a result of negligence in his/her duties, he/she shall be liable for compensating the Company for damages up to the amount stipulated by laws and regulations if the External Director performed his/her duties in good faith and there was no gross negligence, and the Company shall exempt the External Director as a matter of course from the amount exceeding the aforementioned amount stipulated by laws and regulations.

5. The Company registers Tsukasa Miyajima, Hideo Yamada, Atsuko Fukushima and Kaoru Takahashi as Independent Officers with Tokyo Stock Exchange, Inc.

# Criteria for assessing the independence of Independent External Directors

- 1. The person himself/herself does not, or has not, at present or in the past three years, fall under the following categories:
- (1) Related parties of the Company
  - The Company regards persons that fulfill the following requirements to be related parties.
    - (a) An executor of business of a company in which the Company's executor of business (note 1) assumes an executive position
    - (b) A major shareholder or executor of its business that has 10% or more of the voting rights of the Company directly or indirectly
    - (c) A partner of the Company's financial auditor or its employee who performs audits of the Company
- (2) An executor of business of the Company's major lender (note 2)
- (3) An executor of business of a major counterparty (note 3) of the Company
- (4) A person who receives remuneration in an amount exceeding 10 million yen annually besides officer's remuneration from the Hulic Group
- (5) A person who executes the business of an organization that receives a donation (note 4) exceeding a certain amount from the Company
- 2. Spouse, relatives within the second degree of kinship or persons living together with person himself/herself do not fall under the following categories at present (except for a person who is not significant)
  - (1) An executor of a business of the Hulic Group
  - (2) Persons who fall under the categories listed above in 1. (1)-(5)

Note that when a person is deemed to be independent, although the above-mentioned requirements are not

fulfilled, the Company may acknowledge the person to be independent by disclosing the basis for such decision.

Note 1: Executor of business refers to an important employee.

- Note 2: Major lender refers to a lender from which the Company has borrowed funds in an amount exceeding 2% of its consolidated total assets.
- Note 3: Major counterparty refers to a counterparty whose transactions with the Hulic Group exceed 2% of annual consolidated net sales of the said counterparty for the most recent fiscal year.
- Note 4: Donation exceeding a certain amount refers to a donation to an organization in an amount exceeding the larger of 10 million yen per year or 2% of the most recent total revenue of the said organization.

**Proposal No. 3:** Election of three (3) Audit & Supervisory Board Members

The term of office of three (3) Audit & Supervisory Board Members, Koichi Nezu, Nobuyuki Kobayashi and Kenichi Sekiguchi, will expire at the conclusion of this meeting. Accordingly, the Company proposes the election of three (3) Audit & Supervisory Board Members.

Consent of the Audit & Supervisory Board has been obtained concerning this proposal.

The candidates for Audit & Supervisory Board Member are as follows:

	Name	Positions	Attributes of candidate
1	Koichi Nezu	External Audit & Supervisory Board Member	Reelection External Independent
2	Nobuyuki Kobayashi	External Audit & Supervisory Board Member	Reelection External Independent
3	Kenichi Sekiguchi	External Audit & Supervisory Board Member	Reelection External Independent

\* The use of "former Hulic Co., Ltd." in the Career summary of the candidates for External Audit & Supervisory Board Member and Notes on the following pages 17 to 19 refers to Hulic Co., Ltd. as it existed before its merger with the former Shoei Co., Ltd. and the term of office as External Audit & Supervisory Board Member is totaled with the term of office in the former Hulic Co., Ltd.

Candidate No. 1		Koic	ni Nezu (Born on May 16, 1950) Reelection External Independent
			mary, positions in the Company, and significant concurrent positions outside
		the Compa Jan. 1999	ny Tobu Department Store, Representative Director and President
		Apr. 2000	Institute for the Fashion Industry, Vice-Director
		Apr. 2002	Seiyoken Co., Ltd, Director (to date)
		May 2002	Nezu Museum, Chairman of the Board and Curator (to date)
Number of the Con	npany's	May 2003	Tobu Utsunomiya Department Store Co., Ltd., Chairman of the Board of Directors and President
shares owned:	0 shares	Apr. 2006	Musashi Academy of the Nezu Foundation, Chairman of the Board of Directors (to date)
Term of office as E	xternal	Oct. 2007	Former Hulic Co., Ltd., External Audit & Supervisory Board Member
Audit & Supervisor	ry Board	Jul. 2008	Former Hulic Co., Ltd., Management Advisory Committee Member
Member:	12 years	Jul. 2012	The Company, External Audit & Supervisory Board Member (to date)
	2		The Company, Management Advisory Committee Member (to date)
	lance at meetings of the	Apr. 2013	Tobu Department Store Co., Ltd., Chairman of the Board of Directors
Board of Directors FY2019: 13/15 meet	tor tings (86%)		Tobu Utsunomiya Department Store Co., Ltd., Chairman of the Board of Directors
Attendance at meet Audit & Supervisor	ings of the	May 2015	Tobu Department Store Co., Ltd., Chairman Emeritus (to date)
for FY2019:	-	Special inte	erest between the candidate and the Company
13/15 meet	tings (86%)	There is no	special interest.
		Reasons for	r nomination as candidate for External Audit & Supervisory Board Member
		Board Mem and neutral on his abund overall deve	for nominating Koichi Nezu as a candidate for External Audit & Supervisory ber is that we hope he can audit the Company's management from an objective position as External Audit & Supervisory Board Member of the Company based dant corporate management experience and extensive insight on management cloped through the management of a major department store, and we would like to reelection accordingly.

Candidate No. 2 Nobuyuki Kobayashi (Born on June 12, 1963) Reelection External Independent				
	Career summary, positions in the Company, and significant concurrent positions outside			
	the Compar Mar. 1991	Registered as a certified public accountant		
	Dec. 1995	Established the Kobayashi Certified Public Accountants Office		
	Mar. 2005	Registered as a tax accountant		
	Apr. 2007	National Institute for Environmental Studies, Japan, Auditor		
Number of the Company's shares owned: 24,400 shares	Jul. 2008	Former Hulic Co., Ltd., Management Advisory Committee Member		
	Mar. 2009	Former Hulic Co., Ltd., External Audit & Supervisory Board Member		
	Apr. 2010	The NUCB Business School, Professor (to date)		
Term of office as External Audit & Supervisory Board Member: 11 years	Oct. 2011	Japan Arts Council, Auditor		
	Jul. 2012	The Company, External Audit & Supervisory Board Member (to date)		
		The Company, Management Advisory Committee Member (to date)		
	Jul. 2017	The Japan Institute for Labour Policy and Training, Auditor (to date)		
Attendance at meetings of the	Oct. 2017	Tokyo District Court, Advisor (to date)		
Board of Directors for FY2019: 15/15 meetings (100%) Attendance at meetings of the Audit & Supervisory Board for FY2019: 15/15 meetings (100%)	Jun. 2019	The Japanese Institute of Certified Public Accountants Tokyo Chapter, Deputy Chairman (to date)		
	Special inte	rest between the candidate and the Company		
	There is no a	special interest.		
	Reasons for	nomination as candidate for External Audit & Supervisory Board Member		
	The reason for nominating Nobuyuki Kobayashi as a candidate for External Audit & Supervisory Board Member is that we hope he can audit the Company's management from an objective and neutral position as External Audit & Supervisory Board Member of the Company based on his specialized knowledge regarding accounting and taxes as a certified public accountant and tax accountant, and we would like to request his reelection accordingly.			
	the past, for	nile Nobuyuki Kobayashi has not been involved with corporate management in the reasons described above it has been judged that he would be able to fulfill the Company's External Audit & Supervisory Board Member appropriately.		

Candidate No. 3 Kenichi Sekiguchi (Born on March 14, 1949) Reelection External Independent				
	Career summary, positions in the Company, and significant concurrent positions outside			
Number of the Company's shares owned: 11,900 shares	the Compa Jul. 1999	ny Yasuda Mutual Life Insurance Company, Director, General Manager of Market		
		Investment Division		
	Apr. 2000	Yasuda Mutual Life Insurance Company, Director, General Manager of Operational Policy Division		
	Apr. 2001	Yasuda Mutual Life Insurance Company, Executive Director, Deputy Senior Manager of Asset Management Division and General Manager of Operational Policy Division		
	Apr. 2002	Yasuda Life Direct General Insurance Company, Director and President		
	Jan. 2004	Meiji Yasuda Life Insurance Company, Managing Director, General Manager of New Market Sales Division		
Term of office as External	Dec. 2005	Meiji Yasuda Life Insurance Company, Chairman of the Board		
Audit & Supervisory Board Member: 6 years Attendance at meetings of the Board of Directors for FY2019: 15/15 meetings (100%) Attendance at meetings of the Audit & Supervisory Board for FY2019:	Jul. 2006	Meiji Yasuda Life Insurance Company, Chairman of the Board and Executive Officer		
	Jul. 2013	Meiji Yasuda Life Insurance Company, Special Advisor (to date)		
	Mar. 2014	The Company, External Audit & Supervisory Board Member (to date)		
	Oct. 2015	Kyushu Financial Group, Inc., External Company Auditor (to date)		
	Jun. 2018	Okuhiei Sankei Drive Way Co., Ltd., Director (to date)		
	Jun. 2018	Shinjuku Subnade Co., Ltd., Director (to date)		
15/15 meetings (100%)	Special interest between the candidate and the Company			
	There is no special interest.			
	Reasons for nomination as candidate for External Audit & Supervisory Board Member			
	The reason for nominating Kenichi Sekiguchi as a candidate for External Audit & Supervisory Board Member is that we hope he can audit the Company's management from an objective and neutral position as External Audit & Supervisory Board Member of the Company based on his long-standing, abundant experience and extensive insight in corporate management as director and president and as chairman of the board, and we would like to request his reelection accordingly.			

Notes: 1. Koichi Nezu, Nobuyuki Kobayashi and Kenichi Sekiguchi are candidates for External Audit & Supervisory Board Member.

- 2. Koichi Nezu, Nobuyuki Kobayashi and Kenichi Sekiguchi are currently serving as External Audit & Supervisory Board Member at the Company, and their term of office as External Audit & Supervisory Board Member will be seven years and eight months (12 years and five months when totaled with the term of office at the former Hulic Co., Ltd.) for Koichi Nezu, seven years and eight months (11 years when totaled with the term of office at the former Hulic Co., Ltd.) for Nobuyuki Kobayashi, and six years for Kenichi Sekiguchi as of the close of this meeting.
- The outline of the limited liability agreements concluded with External Audit & Supervisory Board Members is presented in note 4 below.
   The Company has entered into limited liability agreement with Koichi Nezu, Nobuyuki Kobayashi and Kenichi

Sekiguchi, and upon approval of their reelection, the Company will continue the agreement with them.
Limited liability agreement with External Audit & Supervisory Board Member

- If an External Audit & Supervisory Board Member causes the Company to suffer damages as a result of negligence in his/her duties, he/she shall be liable for compensating the Company for damages up to the amount stipulated by laws and regulations if the External Audit & Supervisory Board Member performed his/her duties in good faith and there was no gross negligence, and the Company shall exempt the External Audit & Supervisory Board Member as a matter of course from the amount exceeding the aforementioned amount stipulated by laws and regulations.
- 5. The Company registers Koichi Nezu, Nobuyuki Kobayashi and Kenichi Sekiguchi as Independent Officers with Tokyo Stock Exchange, Inc.

## Proposal No. 4: Revision of Remuneration Amount for Directors

The amount of remuneration for Directors of the Company is within 750 million yen annually (of which, the amount for External Directors is within 100 million yen) as approved at the 85th Annual General Meeting of Shareholders held on March 24, 2015, and it has remained unchanged to the present.

Considering various factors such as the progress of the business performance and increased responsibility of the Directors in line with changes in the business environment since the amount of remuneration for Directors was approved at the 85th Annual General Meeting of Shareholders, the Company proposes that the amount of remuneration for Directors, including bonuses, to be revised to within 900 million yen annually (of which, the amount for External Directors is within 120 million yen). The Company also proposes that these amounts, as in the past, do not to include portions for salaries for employees paid to Directors who also serve as employees.

The Company currently has ten Directors (of which, four are External Directors). Even if Proposal No. 2 is approved and adopted as originally proposed, there will be no change in the number of Directors.

Proposal No. 5: Increase in Amount of Performance-linked Share-based Remuneration, Etc. for Directors

### 1. Reasons for the proposal and rationale for the increase

After obtaining the approval of shareholders at the 86th Annual General Meeting of Shareholders held on March 23, 2016 (hereinafter the "Original Approval"), the Company introduced a performance-linked share-based remuneration plan, Board Benefit Trust (BBT), for the Directors (excluding External Directors; the same is applied hereinafter) and Managing Officers of the Company (collectively, the "Eligible Directors"). Hereinafter, it is called the "Plan."

The Company has adopted the Plan with the aim of increasing awareness about improving earnings over the medium to long term and contributing to enhancing corporate value by clarifying the link between remuneration for the Eligible Directors, and, the Company's performance and its stock price, and by having the Eligible Directors share with the shareholders not only the benefits of increases in the stock price, but also the risk of decreases in the stock price.

This time, it is proposed to request approval for the increase in the maximum number of points to be granted to the Directors each business term under the Plan from 150,000 to 250,000, to achieve the purpose stated above by further strengthening the link between remuneration for the Eligible Directors, and, the Company's performance and its stock price.

This proposal is for the above stated aim and the Company considers the content of the proposal to be rational.

If Proposal No. 2 is approved and adopted, the number of Directors subject to the Plan will be six excluding External Directors.

## 2. Specific calculation method and details for the amount of remuneration, etc. under the Plan

We would like to revise the Plan previously adopted. (Significant revision from the proposal and reference information in obtaining the Original Approval are underlined.)

(1) Outline of the Plan

The Plan is a performance-linked share-based remuneration plan under which, using the money the Company contributes as funds, the Company's shares are to be acquired and the Company shares and an amount of money equivalent to the market price of the Company shares (hereinafter the "Company's Shares, etc.") are provided to the Eligible Directors through a trust (hereinafter the "Trust") according to the attainment of the performance targets pursuant to the Regulations for Provision of Shares to Directors and Officers provided by for the Board of Directors. The Eligible Directors will receive benefit of the Company's Shares, etc., in principle, when they retire from their position as Director, etc. and are no longer Director or Managing Officer.

(2) Targets of the Plan

The Eligible Directors

(3) Period of the Trust

From March 24, 2016 until the Trust is terminated. (No specific date will be set for the termination of the Trust and the Trust will continue as long as the Plan itself continues; however, the Plan will terminate if the Company's shares are delisted or the Regulations for Provision of Shares to Directors and Officers are repealed or otherwise discontinued.)

(4) Calculation method for the number of the Company's Shares, etc. to be provided to the Eligible Directors and the maximum number thereof

For each business term, the Company shall provide the Eligible Directors with points, the number of which is determined in light of factors such as level of attainment of performance targets in the business term in accordance with the Regulations for Provision of Shares to Directors and Officers.

The maximum number of total points to be granted to the Directors and Managing Officer each business term shall be <u>250,000</u> and 400,000, respectively. This has been determined by comprehensively taking into account the factors such as the current level of the Company's stock price, securing flexibility in operating remuneration plan, the trend and outlook in the number of the Eligible Directors, and the Company judges it is adequate.

Each point granted to the Eligible Directors shall be converted into one common share of the Company at the time of the provision of the Company's Shares, etc. as explained in (7) below. However, in case where the Company's shares become the subject of a share split, allotment of share without contribution, or consolidation of shares, etc., the ratio shall be adjusted in a reasonable manner in proportion to the relevant ratio, etc.

The number of points for the Eligible Directors, which is the basis for the provision of the Company's Shares, etc. shall be calculated by multiplying the total points granted to the relevant Eligible Directors until their retirement by a certain coefficient set by reason for retirement (hereinafter referred to as the "Defined Number of Points" for the points calculated in this manner).

(5) Acquisition method of the Company's share

The Trust shall acquire the Company's shares through stock market, etc. using the money contributed as funds in accordance with (6) below.

<u>During the Trust Period</u> (it is defined in (6) below), the Trust shall acquire up to <u>200,000 shares each</u> for <u>the</u> <u>Directors</u> and Managing Officers promptly <u>after this Annual General Meeting of Shareholders upon approval</u> <u>for the revision to the Plan as this proposal</u> to provide the Eligible Directors with the Company's shares.

(6) Trust amount and the number of the Company's shares to be acquired

<u>On the condition that this proposal is approved</u>, the Company <u>shall make an additional contribution of the</u> <u>funds</u>, which is necessary for the Trust to acquire in advance of a certain period the number of shares that are reasonably expected to be required to provide the Company's shares, to the Trust in accordance with above (4) and (7) below.

The Trust shall acquire the Company's shares using the money contributed by the Company as funds in accordance with above (5).

Specifically, if the revision to the Plan is approved as this proposal, the Company shall make an additional contribution to the Trust as funds necessary to acquire the Company's shares for the three business terms from the business term ended December 31, 2018 to the business term ending December 31, 2020 (hereinafter the "Trust Period"). Since the maximum number of points granted to the Eligible Directors is 650,000 points each business term as it is stated in (4) above, the funds, reasonably expected to be necessary to acquire 1,750,000 shares in total during the Trust Period considering the regular-trading closing price of common shares of the Company on the Tokyo Stock Exchange, shall be contributed to the Trust. With regard to the Trust Period, pursuant to the Plan previously approved, the Company made an additional contribution of 1,200 million year on February 13, 2019 and the Trust has acquired 1,171,700 shares of the Company using the additional contribution as the fund. Therefore, promptly after this Annual General Meeting of Shareholders, the Company shall contribute to the fund an amount reasonably expected to be necessary to acquire 400,000 shares. calculated by deducting, from 1,750,000 shares, the sum of 1,171,700 shares mentioned above and 178,300 shares, the latter being the number of the Company's shares remaining in the Trust on the day immediately preceding the starting day of the Trust Period (excluding the Company's shares equivalent to the number of points that have been granted to the Eligible Directors and that have yet to be provided to the Eligible Directors). As a reference, based on 1,326 yen the closing price of the Company's shares on February 19, 2020, the fund necessary to acquire 400,000 shares will be 530 million yen.

Furthermore, after the expiration of <u>the Trust Period</u>, every three business terms in principle, for the three successive business terms (hereinafter the "Next Trust Period"), the Company shall make an additional contribution of the funds, which is necessary for the Trust to acquire in advance of a certain period the number of shares that are reasonably expected to be required to provide the Company's shares, to the Trust pursuant to the Plan.

However, in the case where such additional contribution is made, if the Company's shares (excluding the Company's shares equivalent to the number of points that have been granted to the Eligible Directors and that have yet to be provided to the Eligible Directors) and money (hereinafter the "Remaining Shares, etc.") remain in the Trust on the day immediately preceding the starting day of the Next Trust Period, the Remaining Shares, etc. shall be used to fund for the provision or to acquire the Company's shares under the Plan for the subsequent trust period. Accordingly, the Company shall calculate the amount of an additional contribution for

the Next Trust Period after taking the Remaining Shares, etc. into account.

(7) Provision of shares and calculation method for remunerations, etc.

If the Eligible Director, when he/she retires from his/her position as Director, etc. and is no longer Director or Managing Officer, satisfies the beneficiary requirements stipulated in the Regulations for Provision of Shares to Directors and Officers, such Eligible Director will receive the Company's shares corresponding to the Defined Number of Points in accordance with (4) above by splitting the actual Company's shares and an amount equivalent to the Company's shares in a certain proportion from the Trust after retirement by carrying out certain beneficiary certification procedures. The Trust may sell the Company's shares in order to provide the cash.

The basis for the amount to be received by the Eligible Directors shall be an amount determined by multiplying the total number of points granted to each Eligible Director by per-share book value of the Company's shares held by the Trust at the time points are granted (provided, however that, if a share split, allotment of share without contribution, or consolidation of shares, etc. is conducted for the Company shares, a reasonable adjustment shall be made according to an applicable ratio).

# (8) Voting rights pertaining to shares within the Trust

In accordance with instructions from the trust administrator, the voting rights pertaining to the Company's shares held in the Trust's account shall not be exercised without exception. This approach ensures neutrality in the management of the Company with respect to the exercise of voting rights pertaining to the Company's shares held in the Trust's account.

### (9) Handling of dividends

The Trust will receive the dividends from the Company's shares held in the Trust's account and use such dividends for the payment of the acquisition price for the Company's shares, the trust fees for the trustee of the Trust and others. If the Trust is terminated, the dividends, etc. remaining in the Trust at that time will be distributed to the Eligible Directors in office at the time in accordance with the provisions of the Regulations for Provision of Shares to Directors and Officers.

## (10) Treatment upon termination of the Trust

The Trust will terminate if the Company's shares are delisted or the Regulations for Provision of Shares to Directors and Officers are repealed or otherwise discontinued. The Company's shares in the residual assets of the Trust at the time of the termination of the Trust shall be wholly acquired by the Company without contribution, and canceled by resolution of the Board of Directors. Of the residual assets in the Trust on its termination, the remaining money, excluding the money provided to the Eligible Directors in accordance with (9) above, will be handed to the Company.