

JAPAN STEWARDSHIP CODE

- Financial Services Agency

The Financial Services Agency (FSA) of Japan published the "Principles for Responsible Institutional Investors" in the form of the Japan Stewardship Code (Code) on **February 26, 2014** and amendments thereto. In this Code, "stewardship responsibilities" refers to the responsibilities of institutional investors to enhance the medium- to long-term investment return for their clients and beneficiaries (including ultimate beneficiaries) by improving and fostering the investee companies' corporate value and sustainable growth through constructive engagement, or purposeful dialogue, based on in-depth knowledge of the companies and their business environment.

Since the founding of Taiyo Pacific Partners (TPP) in 2001, we have been practicing the basic principles discussed in the Japan Stewardship Code as part of our friendly engagement investment strategy to maximize the long-term corporate value and sustainability of our investee companies. Therefore, we embrace the principles in the Code and publicly disclosed our acceptance to the FSA of Japan on **August 30, 2014**.

The Principles of the Code

So as to promote sustainable growth of the investee company and enhance the medium- and long-term investment return of clients and beneficiaries:

1. Institutional investors should have a clear policy on how they fulfill their stewardship responsibilities, and publicly disclose it.

- 1-1. Institutional investors should aim to enhance the medium-to long-term return on investments for their clients and beneficiaries by improving and fostering investee companies' corporate value and sustainable growth through constructive engagement, or purposeful dialogue, based on in-depth knowledge of the companies and their business environment and consideration of sustainability (medium- to long-term sustainability including ESG factors) consistent with their investment management strategies.
- 1-2. Institutional investors should have a clear policy on how they fulfill their stewardship responsibilities (hereafter, "stewardship policy") and publicly disclose it. The stewardship policy should cover how they define the responsibility and how they fulfill it, in view of their role in the investment chain running from their clients and beneficiaries to the investee companies. Institutional investors should clearly specify how they take the issues of sustainability into consideration in their policy, consistent with their investment management strategies.
- 1-3. Asset owners, in line with their size and capabilities, etc., should encourage asset managers to engage in effective stewardship activities to secure beneficial owners' interests while taking their viewpoints into consideration. When asset owners directly manage funds and exercise their voting rights, in line with their size and capabilities, etc., they should engage in stewardship activities, such as holding dialogues with investee companies.
- 1-4. When selecting or issuing mandates to asset managers, asset owners, in line with their size and capabilities, etc., should clearly specify issues and principles to be required in conducting stewardship activities including the exercise of voting rights, in order to ensure effective stewardship activities. In particular, large asset owners should proactively consider and clearly specify issues and principles to be required in conducting stewardship activities, including the exercise of voting rights, keeping in mind their positions and roles in the investment chain, instead of mechanically accepting asset managers' policies without any verification.



1-5. Asset owners, in line with their size and capabilities, etc., should monitor whether their asset managers conduct stewardship activities in line with asset owners' policies, for example, making use of asset managers' self-evaluations. In conducting such monitoring, asset owners should put emphasis on the "quality" of stewardship activities such as dialogue between asset managers and investee companies, etc., instead of mechanically checking the number of meetings held between them, the duration of such meetings and the "for" or "against" ratio of proxy voting, etc.

2. Institutional investors should have a clear policy on how they manage conflicts of interest in fulfilling their stewardship responsibilities and publicly disclose it.

- 2-1. While institutional investors should put the interest of their client and beneficiary first in conducting stewardship activities, they inevitably face the issue of conflicts of interest from time to time, for example when voting on matters affecting both the business group the institutional investor belongs to and a client or beneficiary. It is important for institutional investors to appropriately manage such conflicts.
- 2-2. Institutional investors should put in place and publicly disclose a clear policy on how they effectively manage key categories of possible conflicts of interest. In particular, asset managers should identify specific circumstances that may give rise to conflicts of interest which may significantly influence the exercise of voting rights and/or dialogue with companies, and set out and disclose specific policies on measures for effectively eliminating the influence of such conflicts including avoiding such conflicts, thus securing the interests of clients and beneficiaries.
- 2-3. Asset managers should establish and disclose governance structures, such as an independent board of directors or third-party committees for decision-making or oversight of voting, in order to secure the interests of clients and beneficiaries and prevent conflicts of interest.
- 2-4. The management of asset managers should recognize that they themselves have important roles and responsibilities in strengthening the governance of asset managers and managing conflicts of interest and should take action on such issues.

3. Institutional investors should monitor investee companies so that they can appropriately fulfill their stewardship responsibilities with an orientation towards the sustainable growth of the companies.

- 3-1. Institutional investors should appropriately monitor investee companies so that institutional investors can fulfill their stewardship responsibility with the aim of enhancing the medium-to long-term corporate value and capital efficiency and supporting the sustainable growth of the companies.
- 3-2. Institutional investors should monitor investee companies continuously and review as appropriate the effectiveness of the monitoring.
- 3-3. When investors monitor investee companies, a variety of factors, including non-financial ones, may be considered as relevant. Factors may include, for example, the investee companies' governance, strategy, performance, capital structure, business risks and opportunities (including risks and opportunities arising from social and environmental matters), and how the companies address them. Relevance of a factor may depend on each investor's investment management strategy and may differ according to specific investee companies. Institutional investors need to use their own judgment in choosing which factors to focus on in light of their stewardship responsibilities. They should endeavor to identify at an early stage issues that may result in a material loss in the value of investee companies.

4. Institutional investors should seek to arrive at an understanding in common with investee companies and work to solve problems through constructive engagement with investee companies.

4-1. Institutional investors should endeavor to arrive at an understanding in common with investee companies through constructive dialogue with the aim of enhancing the companies' medium-to long-term value and capital efficiency and promoting their sustainable growth. In case a risk of possible loss incorporate value



- is identified through the monitoring of and dialogue with companies, institutional investors should endeavor to arrive at a more in-depth common understanding by requesting further explanation from the companies and to solve the problem.
- 4-2. When they engage in the issues of sustainability, institutional investors, should consciously engage in dialogue that is consistent with their investment management strategies and that leads to the medium- to long-term increase of corporate value and the sustainable growth of companies.
- 4-3. Because passive management provides limited options to sell investee companies' shares and needs to promote their medium-to long-term increase of corporate value, institutional investors should actively take charge of engagement and voting from a medium-to long-term perspective.
- 4-4. Institutional investors should have a clear policy in advance on how they design dialogue with investee companies in various possible situations.
- 4-5. In addition to institutional investors engaging with investee companies independently, it would be beneficial for them to engage with investee companies in collaboration with other institutional investors (collaborative engagement) as necessary.
- 4-6. In principle, institutional investors can well have constructive dialogue with investee companies based on public information, without receiving information on undisclosed material facts. The "G20/OECD Principles of Corporate Governance" and the Tokyo Stock Exchange's "Japan's Corporate Governance Code" set the principle of the equitable treatment of shareholders, which applies to the handling of undisclosed material facts. Institutional investors that have dialogue with investee companies should be aware that the companies are expected to abide by the principle and should in essence be discreet in receiving information on undisclosed material facts.
- 5. Institutional investors should have a clear policy on voting and disclosure of voting activity. The policy on voting should not be comprised only of a mechanical checklist; it should be designed to contribute to the sustainable growth of investee companies.
 - 5-1. Institutional investors should seek to vote on all shares held. They should decide on the vote in light of the results of the monitoring of investee companies and dialogue with them.
 - 5-2. Institutional investors should have a clear policy on voting and publicly disclose it. Institutional investors should try to articulate the policy as much as possible. The policy should not be comprised only of a mechanical checklist: it should be designed to contribute to sustainable growth of the investee company.
 - 5-3. Institutional investors should at a minimum aggregate the voting records into each major kind of proposal, and publicly disclose them. Furthermore, to enhance visibility of the consistency of their voting activities with their stewardship policy, institutional investors should disclose voting records for each investee company on an individual agenda item basis. If there is a reason to believe it inappropriate to disclose such company-specific voting records on an individual agenda item basis due to the specific circumstances of an investor, the investor should proactively explain the reason. At the time of their voting records disclosures, it is also considered beneficial in enhancing visibility for institutional investors, to explicitly explain the reasons why they voted "for" or "against" an agenda item. In particular, institutional investors should disclose their voting rational with respect to either "for" or "against" vote, which are considered important from the standpoint of constructive dialogue with the investee companies, including those perceived to have conflicts of interest or those which need explanation in light of the investors' voting policy.
 - 5-4. When institutional investors use the service of proxy advisors, it is important that they use the service based on an understanding of the voting recommendation process, including the human and operational resources of the advisors. They should not mechanically depend on the advisors' recommendations but should exercise their voting rights at their own responsibility and judgment based on the results of the monitoring of the investee companies and dialogue with them. When disclosing their voting activities, institutional investors using the service of proxy advisors should publicly disclose the name of the advisor and how they utilize the service in making voting judgments specifically.



- 6. Institutional investors in principle should report periodically on how they fulfill their stewardship responsibilities, including their voting responsibilities, to their clients and beneficiaries.
 - 6-1. Asset managers should in principle report periodically to their direct clients on how they fulfill their stewardship responsibilities through their stewardship activities.
 - 6-2. Asset owners should in principle report at least once a year to their beneficiaries on their stewardship policy and on how the policy is implemented.
 - 6-3. When reporting to their clients and beneficiaries, institutional investors should choose the format and the content of the reports in light of any relevant agreement with the recipients and the recipients' convenience, and the costs associated with the reporting, and should aim to deliver effective and efficient reports.
 - 6-4. Institutional investors should maintain a clear record of their stewardship activities, including voting activities, to the extent necessary to fulfill their stewardship responsibilities.
- 7. To contribute positively to the sustainable growth of investee companies, institutional investors should develop skills and resources needed to appropriately engage with the companies and to make proper judgments in fulfilling their stewardship activities based on in-depth knowledge of the investee companies and their business environment and consideration of sustainability consistent with their investment management strategies.
 - 7-1. To make dialogue with investee companies constructive and beneficial, and to contribute to the sustainable growth of the companies, institutional investors should develop skills and resources needed to appropriately engage with the companies and to make proper judgments in fulfilling their stewardship activities based on in-depth knowledge of the companies and their business environment and consideration of sustainability consistent with their investment management strategies. Institutional investors should have the necessary internal structure to have appropriate engagements and make proper judgments.
 - 7-2. In particular, the management of institutional investors should have appropriate capability and experience to effectively fulfill their stewardship responsibilities, and should be constituted independently and without bias, in particular from their affiliated financial groups. The management of institutional investors should also recognize that they themselves have important roles and responsibilities to carry out stewardship activities such as enhancing dialogue, structure their organizations and develop human resources, and take action on these issues.
 - 7-3. Exchanging views with other investors and having a forum for the purpose may help institutional investors conduct better engagement with investee companies and make better judgments.
 - 7-4. Institutional investors should endeavor to improve their policies based on the Code and the quality of their stewardship activities by reviewing at an appropriate timing the status of their implementation of each principle, including guidance. In particular, asset managers should regularly conduct self-evaluations with respect to the status of their implementation of each principle, including guidance, disclose the results toward continued improvement of their governance structures, conflicts of interest management, and stewardship activities, etc., and disclose such results together with the results of their stewardship activities including dialogue with companies. In doing so, asset managers should be conscious that these are consistent with their investment management strategies and lead to the medium- to long-term increase of corporate value and the sustainable growth of companies.
- 8. Service providers for institutional investors should endeavor to contribute to the enhancement of the functions of the entire investment chain by appropriately providing services for institutional investors to fulfill their stewardship responsibilities.
 - 8-1. Service providers for institutional investors including proxy advisors and investment consultants for



- pensions should identify specific circumstances that may give rise to conflicts of interest, put in place a clear policy how to manage them effectively, develop structures for conflicts of interest management, and disclose such measures.
- 8-2. Proxy advisors should develop appropriate and sufficient human and operational resources, including setting up a business establishment in Japan in order to provide asset managers with proxy recommendations based on accurate information on specific companies. They should also disclose with specificity the voting recommendation process, including the above measures to assure transparency.
- 8-3. In providing proxy recommendations, proxy advisors should rely upon corporate disclosure, and actively exchange views with companies upon necessity. Upon the request from a company that is the subject of a proxy recommendation, it is considered to contribute to secure accuracy of the information based on the recommendation and transparency that the proxy advisors provide the company with an opportunity to confirm whether such information is accurate, etc., and provide the submitted opinion of the company to its clients together with the recommendation.

On **May 29, 2017**, the FSA announced an update to the Japan Stewardship Code with the aim of deepening reform and moving from "form" to "substance" regarding in-depth constructive dialogue with investee companies, disclosure of policies (stewardship implementation, managing conflicts of interest, proxy voting results, etc.), and self-evaluation of asset managers regarding the principles.

On **September 13**, **2017**, TPP publicly announced its support for the revisions to the Japan Stewardship Code and hereby accepts the provisions and duty to comply (or explain) and disclose detailed policies as required under the updated Code guidance and any amendments thereto.



TAIYO PACIFIC PARTNERS STEWARDSHIP IMPLEMENTATION GUIDE:

- 1. Stewardship Policy
- 2. Conflicts of Interest
- 3. Monitoring Investments
- 4. Engagement Policy
- 5. Proxy Voting Guidelines & Disclosure
- 6. Investor Reporting
- 7. Engagement Resources & Self -Evaluation
- 8. Service Providers
- 9. Supplemental ESG Policy & Integration



1. STEWARDSHIP POLICY

Taiyo Pacific Partners (TPP) supports the objectives of the "Principles for Responsible Institutional Investors (Japan's Stewardship Code)" and declares the acceptance of all eight principles within the Code. Through TPP's various policies, we explain our stance on stewardship, conflict of interest management including our governance structure, our monitoring and engagement approach including sustainability and ESG considerations, our guidelines for proxy voting, investor reporting and self-evaluation. Our policies are publicly available on our website at www.taiyofunds.com/blog/media.

In the early 2000's, TPP was created as a corporate governance fund in partnership with one of the world's largest institutional investors which is recognized as a leading proponent of engagement investment globally. In this way, responsible and sustainable investment is in our DNA and we have been fulfilling our stewardship activities as a natural course of our core strategy since inception.

As a responsible investor, TPP has a financial stewardship to its clients to generate positive, long-term, ethical returns for their beneficiaries based on our process of finding good corporate managers that have a similar stewardship over their corporate practices, personnel, and business resources. At the heart of TPP's investment strategy is finding companies with capable and honest management that run businesses sustainably to create ongoing value for shareholders, employees, and thus society at large. As the pioneer of friendly activism ("Engagement") in Japan, we view our role as advising companies holistically on business, financial, and reputation factors (including ESG considerations) to make good companies as great as they can be. In this way, for TPP "sustainability" is not a "bolt-on" report or concept in response to evolving guidelines; it has been at the core of our investment strategy and value-creation framework since the beginning.

In fulfilment of our stewardship responsibilities, we have developed an innovative approach to building trust and deep relationships with management through constructive engagement using guidelines, tools, presentations, and events. To date, we have had over 11,000 management meetings, delivered over 1,600 presentations, had over 1,400 executives attended TPP events/seminars, and hosted over 100 executives/employees from 40+ portfolio companies in our corporate internship programs. Frequent and deep interaction with our companies means we develop detailed knowledge of their business and industry trends, and have better visibility into their financial practices, treatment of employees, environmental impacts, and disclosure policies, which shapes our activist agenda with each holding.

As responsible investors, we take seriously our duty to vote proxies in a way to maximize the long-term value of the company for the benefit of all stakeholders. We pre-emptively engage with our portfolio companies before and after the voting season to ensure greater alignment of interest between corporate managers and shareholders. We disclose a summary of our voting results publicly each quarter and upload a self-evaluation report of our stewardship activities on an annual basis. As requested, we also discuss our proxy voting in more detail with investors.

Our investment approach focused on sustainable long-term value creation is evidenced by our low portfolio company turnover and long holding periods (averaging over 7 years and over 10 years in many instances), positive relationships with management, frequent consultation requests from portfolio companies on a wide range of issues, and a growing Executive Club of senior manager retirees who seek to be placed as external directors with other TPP network companies.



2. CONFLICTS OF INTEREST

As a small independent firm with a single line of business, TPP believes that conflicts of interest are less likely to arise compared to large, diversified financial firms because TPP does not engage in fee-based financial advisory businesses such as investment banking or consulting. That said, should a potential conflict of interest occur, it is TPP's policy to always act in the best interests of its clients. In this regard, we categorize the potential conflicts below, including our resolution policies.

Financial / Capital Relationship conflicts:

- 1. <u>Portfolio Company Pension as Client</u> TPP prioritizes client needs per our fiduciary responsibilities and governing documents.
- 2. Board Seat TPP officers and employees typically do not seek to become a director of a listed investee company. Should the opportunity arise, TPP will consult its Advisory Committee and/or provide advanced notice to all investors to ensure alignment with our clients prior to accepting a board seat. In this case, TPP would automatically add that company to our restricted trading list for the duration of the assignment. The only exception would be if the company's policies allowed for an "open trading" period where board members are allowed to trade in the company's shares because all material information has been made publicly available (typically this would be a short period directly after results have been reported to the market).
- 3. <u>Cross Trades</u> This is an infrequent occurrence typically arising with a redeeming investor. Written consent is obtained by each investor (or their representative) for every affected fund/account prior to executing a cross trade.
- 4. <u>Personal Trading</u> All TPP employees and their immediate family members are prohibited from trading in individual securities in any country in which our Funds are allowed to invest, unless a specific exception has been approved. This strict policy mitigates the risk of potential conflicts with client trading and the opportunity to use information gathered while researching on behalf of TPP for personal benefit.

Business Relationship conflicts:

- 5. <u>Consulting Fee</u> In general, TPP does not charge portfolio companies any advisory fees for our engagement activities unless there is a specific consulting scope that is requested by a portfolio company that is beyond the parameters of our usual engagement.
- 6. <u>Client Voting Mandate</u> Voting rights are currently delegated to TPP for all funds/separate accounts and thus TPP votes in the interests of maximizing the value of portfolio holdings. In the case where rights may not be delegated, TPP would follow the executed agreement in place with the investor. In the case a potential conflict of interest arises regarding voting, TPP will consult the relevant Advisory Committee for guidance.

In any situation where the potential for conflict exists, transactions for the clients will take precedence over any business or personal transactions. TPP has several levels of structure and safeguards in place to help ensure the proper governance, oversight, and transparency of our operations.

1. <u>TPP Advisory Committee (Firm level)</u> – TPP has adopted a firm-level Advisory Committee consisting of a few representatives among our institutional investors. The purpose of the Advisory Committee is to evaluate potential conflicts of interest, review valuations when needed and provide advice as sought by TPP in accordance with our governing documents.



- 2. <u>Advisory Committee (Commingled Fund level)</u> Consists of certain investors in the applicable pooled funds to evaluate conflicts of interest, review unclear valuations, and provide advice on various matters (i.e., governance-related proxy proposals, board nominees, change of control transactions)
- 3. <u>Internal Committees</u> TPP has created internal committees to oversee particular scopes of operations such as best execution on trading practices and valuation for private investments, etc.
- 4. <u>Third-Party Administrator</u> Taiyo Fund began employing a Third-Party Administrator as of January 1, 2018. All of TPP's single-investor portfolios have the option to employ a Third-Party Administrator to provide independence across key functionality including maintenance of books and records, fee calculations, trade reconciliation, security pricing and cash movements.
- 5. <u>Fiduciary Duty</u> TPP is registered with the Securities and Exchange Commission (SEC) in the US and is compliant with Japan FSA and Bank of Japan (BOJ) regulations in Japan. Under the applicable laws in both countries, TPP is a fiduciary and must seek to avoid conflicts of interest with its customers, and, at a minimum, make full disclosure of all material conflicts of interest. This obligation requires that we provide clients with sufficient information in order for them to understand the conflicts of interest.

Regarding conflicts related to proxy voting impacting a single investor, TPP will follow the procedures outlined in the relevant client mandate, which may include referring the matter to the client's advisory board, board of directors, or board of trustees, as the case may be. Where the conflict of interest involves multiple investors, TPP will consult the Advisory Committee for guidance as needed. TPP intends to use its reasonable best efforts to ensure that this is done in a timely manner when failure to do so might reasonably be expected to have an adverse effect on the value of the investment.



3. MONITORING INVESTMENTS

Our portfolio monitoring system consists primarily of a top-down portfolio management tool which tracks corporate, financial and valuation data on each of our holdings and aids in our trading and allocation decisions. In addition, we monitor our holdings by means of frequent in-person meetings with management to confirm latest earnings trends and traction regarding various value-up suggestions. We adjust our conviction levels and upside estimates continually throughout the year to incorporate our latest fundamental assumptions, risk factors, and valuation factors.

Due to our concentrated strategy, we are able to monitor all positions closely with a Portfolio Team and an Engagement Team "tanto" (or person in charge) for each holding. This dual coverage on each portfolio name means we have double the resources and two different perspectives to bear on each holding toward the aim of long-term value creation. It also means Taiyo's internal team has redundancy should a team member get reassigned or leave the firm.

Proprietary research is an integral part of our investment process. We do not rely on external research. We believe it is critical to understand our companies in detail before investing and throughout our engagement process. Our internally developed database and screening tools are used to focus efforts on the securities with the highest potential that meet our investment criteria of solid business quality, equity undervaluation, and open, honest, and capable management teams. We use criteria such as valuation metrics, earnings growth, financial strength, profitability as well as assessment of non-financial factors such as management quality, sustainable business practices (including ESG), and level of corporate disclosure to investors.

In addition, we have a suite of internally developed engagement tools to help drive quality discussions with company managers to build on strengths and improve weaknesses on multiple dimensions. Examples of our tools include the following:

- Corporate Assessment Tool (CAT Scan)
- Corporate Governance Score Card
- ESG Dashboard
- ROIC/EVA Tool

- Ownership Analysis Tool
- Shareholder Return Tool
- 25 Engagement Tutorials
- Custom Taiyo Presentations

Many of our portfolio companies use our tools to supplement their own internal monitoring and for creating corporate targets.



4. ENGAGEMENT POLICY

All members of TPP's investment team, from CEO/CIO to analyst, have responsibility for maximizing the long-term value of our investee companies by focusing on corporate fundamentals, valuation, risk mitigation, and management quality. For each holding in our funds/accounts, we assign two investment members who are responsible for monitoring the portfolio company in regard to ongoing financial and business analysis, valuation assessment, and engagement activities for that holding. The following areas define our overall approach to engagement with our companies related to the acquisition of company knowledge and intensive interaction with management:

- 1. Pre-investment Due Diligence As part of our bottom-up fundamental analysis, we typically meet potential candidates at least 7 times prior to investment at various levels of management, including the CEO. This allows our team to gain deep knowledge of the company and its industry dynamics which aids in our ability to more accurately assess long-term valuation potential, as well as identify areas for improvement on a range of business, financial and reputation topics. In addition to assessing financial factors, our due diligence includes consideration of non-financial factors such as management quality, impressions from factory tours, assessment of corporate governance and ESG activities, as well as disclosure levels in IR materials and other corporate reports.
- 2. <u>Intensive Engagement with Management</u> As a friendly activist investor, we meet our portfolio companies face-to-face more than 12 times per year on average. As part of implementing our mandate, we are frequently discussing and advising on business and financial topics related to maximizing profitability, optimizing capital structure, and/or enhancing shareholder return practices. At the same time, we also advise on a wide range of non-financial factors (including ESG topics) such as corporate governance, proxy policies, effective HR, improving corporate reputation, risk/crisis management preparedness, etc.

TPP maintains a large in-house investment team of portfolio analysts and engagement managers experienced in Japan equity markets. As such, we do not collectively engage with other investors as we are able to execute all facets of our engagement strategy on our own. However, we do share our experiences and approaches with the investment community via presentations at industry events and occasional commentary in the Japanese news media. In this capacity, we not only communicate TPP's partnership approach to long-term value creation to other asset managers, but also invite our portfolio companies to speak about their experiences and improvements directly.

TPP's friendly engagement and constructive discussion with company management is based on publicly available information. To protect against receipt of material, non-public information (MNPI), TPP's investment team receives annual training to properly identify MNPI, how to avoid becoming in possession of MNPI, and what to do in cases that we may be in possession of MNPI. When potential situations arise, they are immediately discussed with TPP's Chief Compliance Office (CCO) and legal counsel, if necessary. In any situation where MNPI has been obtained, the company is added to TPP's internal Restricted List so no funds/accounts may trade the security. A blacklist is maintained in the compliance trading system so no transactions can be placed for a restricted security.

As part of our friendly engagement strategy, there are times when TPP intentionally becomes an insider to help management. The same procedure is followed and the related security is placed on our Restricted List until such time that the MNPI has been released to the market or has become non-material.



5. PROXY VOTING GUIDELINE & DISCLOSURE

In all cases, proxies must be voted in a manner consistent with the best interests of the relevant fund (or, if applicable, the separately managed account) and its investors. The proxy voting principles described below form an important part of TPP's fiduciary duty to maximize the long-term value of each fund/account for the benefit of its investors. TPP also exercises its voting rights in consideration of the principles set out in Japan's Corporate Governance Code, which seeks to stimulate healthy corporate entrepreneurship and support sustainable growth in corporate value over the mid- to long-term.

TPP is committed to promoting strong corporate governance practices and encouraging corporate actions that enhance shareholder value through the judicious voting of funds' proxies. In line with our fiduciary duty to clients, the importance of governance in our strategy, and the requirements of the Stewardship Code, TPP always votes all shares under our authority. Each voting matter is considered on its own merits and TPP, on behalf of a fund/account, will not support the position of a company's management in any situation where TPP determines that the ratification of management's position would adversely affect the long-term value of the company.

If TPP, on behalf of a fund/account, votes against management of a portfolio company on any particular proposal, and the fund/account continues to own the security of such portfolio company, documentation of that vote is required along with a detailed explanation to be kept on file. In the unlikely situation where TPP decides to vote securities held in one fund/account differently from another fund/account that holds the same security, rationale for the differing vote will be documented and kept on file. In instances where there is a potential conflict of interest, TPP will consult the Advisory Committee.

TPP does not engage in security lending / borrowing.

Proxy Voting Principles

TPP looks at each proxy proposal on its own merit based on our 3 Key Principles:

- 1. Fair to All Shareholders Companies should treat all shareholders equally.
- 2. Transparent Companies should reasonably disclose how and why they use shareholder funds.
- 3. Create Value Companies should strive to increase long-term corporate value through their actions.

Below are TPP's guidelines on some common proxy topics:



TPP Principles on Common Proxy Topics

Key Recurring Proxy Topics:	TPP's View and Principles:
Outside Board Members Shareholder interests are underrepresented on insider dominated boards Focus is intensifying on the level of independence of outside directors	Outside members provide value with different perspectives and a check on management We view a small, professional board with outside members as most effective The Taiyo Club can help companies find a good outside director
Director Compensation ■ Level of disclosure insufficient (currently required to disclose directors' compensation only if greater than ¥100mn) ■ Often not linked to financial performance	Board compensation should be disclosed and linked to performance Compensation should be transparent to shareholders The structure should align directors' interests with those of shareholders
Retirement Bonus for Outside Directors/Auditors Creates a real or apparent conflict of interest for directors & auditors serving in the role of representing stakeholders	Retirement bonuses should not be given to outside directors or auditors. This creates real and apparent conflicts of interest Outside auditors and directors should be fairly and reasonably compensated for their duties
 Anti-Takeover Measure (Poison Pill) Can be abused to protect ineffective management Dilutes current shareholders 	A high stock price is the best defense TPP will consider a plan which meets ISS* hurdles AND meets the following criteria: 1) Strong management credibility 2) Disclosure and transparency – An independent committee evaluates all bids & submits a binding recommendation to the board 3) Reflects shareholders' voice – Shareholders must approve introduction of the ATM. Execution requires 2/3 shareholder approval at an extraordinary shareholder meeting
Authority to Issue New Shares Shareholders are concerned about: Excessive share issuances which potentially dilute and destroy value Board authority to issue excessive shares without shareholder review	Each proposal is individually evaluated, but ideally any equity issuance should be brought to the shareholders Management should justify issuance with a solid equity story Return on new equity <i>must</i> balance issuance dilution
Shareholder Return Policy (Dividends, Share Repurchases) Many companies lack clear capital management policies or hoard cash	Management should use dividends and share buybacks as a tool to reward shareholders and create value Prefer a fixed dividend payout ratio rather than a fixed dividend Share buybacks should be judicially used
 Environmental, Social, Governance Factors Improper business or HR practices can destroy firm value, corporate reputation, and investor trust Proper oversight and governance are necessary to protect shareholder interests Corporate operations to avoid adverse impacts on the environment 	Management should adopt ESG practices which enhance sustainable long-term value creation TPP does not support business practices that reduce long-term value by sacrificing financial, physical and human capital for the sake of short-term results We support management to implement effective ESG practices which have a tangible impact on long-term value creation

Updated as of 7/22/2020 Page 14



VOTING DISCLOSURE

TPP recognizes that sufficient disclosure of proxy voting results is a part of fulfilling our stewardship responsibilities for institutional investors. With the recent revision of the Stewardship Code, while TPP's policy is to publicly disclose proxy voting results by proxy item type, we do not plan to publicly disclose by individual company nor publicly disclose voting rationale for the following reasons (although we do provide more details privately to our clients):

- 1. As TPP employs a bottom-up concentrated investment strategy, there is a risk that the disclosure of proxy results at the company level could induce front-running in our positions, etc., which would undermine the interests of our clients.
- 2. Unlike large financial groups, the possibility that TPP will face conflicts of interests is extremely low since TPP does not engage in any other business that causes such conflicts. Thus, we believe there is little merit in publicly disclosing proxy voting results by individual company in order to avoid such issues.
- 3. It has been pointed out that not disclosing proxy voting results by individual company would prevent the invested companies from seeing the proxy voting results. This may be true with most managers, but TPP gives feedback to invested companies both before and after voting on proxy items, and for any item which may have issues, TPP engages directly with the company as a high priority item. Although TPP does not disclose proxy voting results by individual company, TPP believes that it does contribute to the aim of establishing an "investment chain" between asset owner, asset manager, and public companies, through its proactive engagement activities.
- 4. TPP's strategy of friendly engagement investing relies on a relationship of trust with our portfolio companies. As such, the public disclosure of voting results by company can bring shame to our management teams which is detrimental to our long-term engagement objectives. Over the years, we have found that proactive, but private engagement with management is a key success factor for achieving positive changes with our companies.
- 5. TPP has a policy to treat all clients impartially, and the reporting of proxy voting results to all our investors is crucial to compliance under the Stewardship Code. Therefore, TPP's policy is to publicly disclose a summary of proxy voting results by voting item on our website, in our annual self-evaluation, and in our quarterly investor reports. In addition, for TPP clients, we further disclose the rationale quarterly on votes considered important from the standpoint of constructive dialogue with the investee companies, including those perceived to have a conflict of interest or those which need explanation in light of our voting principles. In addition, TPP will continue to disclose full proxy voting results by item and by company to clients as required or requested.

TPP's voting results may be found on our website, www.taiyofunds.com/blog/media.

Lastly, to supplement our view on proxy topics, we use the services of a proxy advisor, Institutional Shareholder Services (ISS), to get additional information, but frequently go beyond their recommendations to directly communicate with companies to clearly understand their purpose and intent before making final voting decisions. We also pre-emptively engage companies prior to AGM season to help them better align proxy items with investor interests from the outset.



6. INVESTOR REPORTING

Detailed client reports are provided quarterly, and they include a dedicated section with multiple examples of recent engagement activities which cover business, financial, and ESG topics. We publicly disclose our aggregate proxy voting results by item via our website (www.taiyofunds.com/blog/media) and clients receive additional information related to voting rationale on key proxy items. We make full voting results (including by company) available directly to clients upon request. For several of our clients who request it, we produce an annual review of Stewardship activities which incorporates ESG topics. We also furnish ad-hoc reports and updates to clients upon request.

In addition to client reporting, TPP maintains in-house records of our stewardship and engagement activities and documents as part of our internal management systems.



7. ENGAGEMENT RESOURCES & SELF-EVALUATION

Our client mandate is to achieve outperformance versus our benchmark using a concentrated engagement strategy which seeks to maximize the long-term value of our investments by enhancing business, financial and reputation drivers. To implement this hands-on strategy, TPP has hired a large, qualified investment team of approximately 20 professionals, including equity analysts and financial consultants. We believe we have one of the largest teams devoted to the fulfillment of stewardship activities in Japan.

TPP's investment team is divided into a Portfolio Team and a dedicated Engagement Team. The Portfolio Team focuses on research (both financial and qualitative, including governance and ESG topics) and valuation of existing holdings and new candidates. They make trade recommendations in order to optimize the portfolio based on judgements about value creation potential balanced with business, valuation and other risks. The Engagement Team focuses on direct interaction with senior management at our portfolio companies. They are trained on Taiyo's numerous engagement tools, which enable them to make friendly proposals to enhance corporate value as well as organize workshop and networking events among our portfolio companies. This "select and focus" structure with two teams helps ensure that investment professionals are dedicated to the key tasks for which they are best suited and thus maximizes the effectiveness of our strategy.

In addition, TPP's Investment Team is supported by several other groups within TPP which enable the investment professionals to dedicate their time to their core tasks. These support teams include the Client Services Team which assists with investor reporting and marketing, the Executive Assistant Team, which handles logistics and meeting scheduling, and an Investment Portfolio Specialist who helps with translation and filing tasks.

Outside of TPP, we create opportunities to exchange views on stewardship activities in Japan with other institutional investors in various settings:

- Frequent marketing meetings with prospective investors from all over the world
- Quarterly calls with our investors regarding performance and engagement activities
- Annual investor conferences which we combine with our CEO roundtable, so investors get a first-hand view into the kind of interaction and relationship TPP has with our portfolio company CEOs.
- Occasional conferences and panels where TPP participates as a moderator, panelist or guest speaker. Frequently the topic concerns engagement investing in Japan.

Engagement and stewardship activities are part of Taiyo's DNA to help portfolio companies improve their management practices and enhance corporate value. We apply a similar standard internally and frequently review and adapt our processes and tools to be sure they continue to be as effective as possible toward this aim.

As part of our ongoing dialogue with our own clients, we keep them updated regarding these improvements. Therefore, in line with our compliance with the Japan Stewardship Code, we have designed a self-evaluation framework and disclose it annually. It may be found on our website here: (www.taiyofunds.com/blog/media).



8. SERVICE PROVIDERS

TPP conducts stewardship activities entirely in-house so we do not rely on external service providers to execute these important tasks. However, we do subscribe to the services of a proxy advisor, Institutional Shareholder Services (ISS), to supplement our views and also to provide our portfolio companies with an outsider's perspective on their governance system and voting recommendations.

In addition, we use specialty services that support our financial tools, compliance systems and HR management which indirectly enable us to fulfill stewardship duties. Such service providers include: FactSet, Bloomberg, Eze, ComplySci, BambooHR, as well as the services of legal counsel as needed. We use third party administrator services from SS&C GlobeOp for our commingled fund.



SUPPLEMENTAL - ESG POLICY & INTEGRATION

Our primary goal is to be a good steward of our client's capital by maximizing their returns while keeping investment risks to an acceptable level and conducting our business in a legal, honest and ethical way. Consistent with this goal, TPP does not invest in companies that reduce long-term value by sacrificing financial, physical and human capital for the sake of short-term results. In this regard, TPP's entire investment strategy has been anchored around sustainable long-term value creation since inception.

The following is an overall framework for how we think about ESG related issues:

- 1. <u>Environment</u> TPP will not invest in companies solely because they promote themselves as "green" companies, but we will avoid investing in companies that incur significant financial and reputation risk due to a lack of concern for real environmental issues.
- 2. <u>Social</u> Companies that hire the best employees and then properly train, prepare, evaluate, and compensate them will enhance the long-term value of the firm. TPP will avoid investing in companies that hurt their long-term value because of their improper utilization of human capital or their increase in risk due to the poor treatment of employees.
- 3. <u>Governance</u> TPP has always been very focused on properly aligning the interests of company management and shareholder interests. TPP will promote the proper oversight and governance of companies and the protection of shareholder rights. TPP will avoid investing in companies that do not provide adequate governance and protection of shareholder rights.

ESG research is embedded in our process to find quality businesses run by responsible management who are open to further improvement. We assess current and past business practices to screen out bad corporate citizens at an early stage and thus avoid investment in companies that have unacceptable ESG or other risks. In particular, we exclude companies with significant past compliance/regulatory issues that have not been adequately addressed, poor governance structures (i.e., parent-controlled boards), unreasonably hazardous or poor work environments, high-risk operations for potential adverse environmental impacts, and/or products or services deemed to be against traditional moral values. In instances where we discover unsuitable businesses or practices, we raise the topic with management and encourage reforms or discontinuation.

Assessment of appropriate investment candidates meeting these criteria is undertaken by our in-house investment team, including all levels of personnel from CEO/CIO to portfolio managers to investment analysts. In this sense, ESG integration is a team-wide effort across all our funds/accounts, rather than this role residing in a single "responsible investment" staff member.

In terms of specific activities, ESG is integrated into our pre-investment due diligence via risk assessments which focus on business/HR practices, review of the firm's technology, historical analysis, and relative scores on governance topics vs peers. ESG is further integrated into our post-investment phase by means of frequent engagement with top management and use of in-house evaluation tools which focus on ESG and sustainability topics (with an emphasis on corporate governance) as well as broader factors impacting business and reputation value.

Our proprietary Corporate Governance Score Card measures 21 factors across three major categories: governance structure, incentive alignment, and shareholder rights. We also have developed a unique ESG Dashboard which measures 22 factors across environmental, social, and governance topics which we feel tie specifically to sustainable value creation in line with our strategy. These tools are shared with our companies as a point of engagement and also function as effective monitoring systems to track progress



over time.

Taiyo has been implementing responsible investment principles since its inception as a friendly hands-on corporate governance fund. In this role, we have developed in-house processes and engagement tools that are embedded in our investment and monitoring processes which have proven very effective over the years. In our specific case, signing the UN PRI and having to adapt to new protocols (such as the UN's 17 Sustainable Development Goals) and reporting requirements would be duplicating effort and expense for our clients without adding additional benefits. We will continue to adopt best practices, wherever we may find them, which encourage our companies to create value sustainably and in a responsible way over the long run.

Original posted 09/13/2017 Updated 11/07/2017 Updated 12/04/2018 Updated 07/24/2019 Updated 07/22/2020