



YOUR DEDICATED ESG TEAM IN JAPAN

The market in Japan is large, complex and rapidly changing. Successfully negotiating this uniquely challenging environment frequently requires the input of a specialist.

Governance for Owners Japan (GO Japan) have been at the forefront of responsible investment practice in Japan for almost 10 years, providing stewardship services for leading global responsible investors since 2007.

How we can help shareowners in Japan

As specialists located in Japan, we work closely with our clients' investment and ESG teams in order to develop a customised programme for managing all their ESG requirements in Japan. Typically this includes voting, engaging with selected companies in the client's portfolio and providing policy advice.

Our clients are experienced investors in Japan and they usually know how they want to fulfil their shareowner responsibilities. Our role is to help them to do that. We enjoy a collaborative approach to working with our clients and make use of their invaluable knowledge throughout the consultation process. We ensure that the final ESG programme is fully aligned with our client's requirements.

We aim to combine our knowledge of corporate governance in Japan with practical application to provide innovative, intelligent solutions to your ESG needs. We conduct in-depth analyses on individual companies considering not just the non-financial but also the financial aspects to be addressed through engagement.

Our team of specialists is highly experienced with various backgrounds in the financial industry. GO Japan's Representative Director Toshi Oguchi is a recognised figure in the market and sits on several government-sponsored advisory boards to help formulate regulatory changes on Japan stewardship, corporate governance & ESG issues. We use this combination of skills, experience, knowledge and finesse to help our clients reach their objectives.

Beliefs underpinning our engagement services

- Free market capitalism and listed companies work best when share owners actively engage to ensure that the capital entrusted to management is allocated and deployed efficiently.
- The appropriate role of share owners is to hold boards (their agents) accountable through informed engagement.
- This engagement should:
 - normally be supportive of management
 - not attempt to micro manage companies
 - be value not just values driven
- We believe in absolute transparency with our clients at all times, keeping them fully informed.
- We believe that in Japan a constructive and culturally sensitive "Japanese way" of engaging is much more effective over the long-term than a more aggressive, short-term approach.

Our services

Customised engagement on selected portfolio companies

- Agreed, clear, focused engagement objectives with our clients
- Timely, directed interaction with appropriate decision makers and influencers
- Comprehensive follow-ups after each meeting
- Quarterly portfolio review calls or meetings with our clients to monitor progress
- Follow up correspondence (in Japanese) to companies and clients (in English).

Event driven engagement

- Ad hoc advice when a portfolio company is involved in corporate and governance events that affect shareholder value.

“Intelligent” online voting and voting follow up

- In-depth review of a client’s existing Japan corporate governance/voting policy
- Online voting based on the client’s voting policy with guidance and suggestions based on knowledge gathered by us through long-term engagement with those companies
- Voting follow up (often through a letter and/or meeting) where we see governance concerns or votes were cast against management.

Arrangement of company meetings and other logistics services to optimise time spent by client when in Japan

Our prices

Successful engagement in Japan requires a long term commitment to building the necessary relationships necessary to affect change. Our standard ESG outsourcing contracts usually run for three years with a minimum price of \$25,000 per annum. Terms and fees are customisable to your specific requirements. We would welcome a discussion of your needs and how we might help you.

Governance For Owners Japan

GO Japan is a joint venture that is owned 60% by GO Investment Partners and 40% by Tokio Marine Asset Management.

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