30th Meeting of the Council of Experts Concerning the Follow-up of Japan's Stewardship Code and Japan's Corporate Governance Code

TSE's Recent Initiatives

Tokyo Stock Exchange, Inc.

June 2, 2025



Material 7

Provisional translation

Introduction



Corporate Governance Reform and Market Restructuring

TSE aims to revitalize the Japanese economy by realizing an attractive market for global investors through corporate governance reform and market restructuring.

Corporate Governance Reform Market Restructuring Introduction of Corporate Governance Code Conventional market segments (-March 2022) (Formulated in 2015, Revised in 2018 and 2021) **JASDAQ 1st Section** For various companies Encourage sound entrepreneurship to achieve For companies with high liquidity sustainable growth and enhance lona-term Purpose corporate value. Standard 2nd Section **Mothers** For companies with Growth For Startups Provide effective mechanisms (best practices) for a track record Role transparent, fair, swift, and decisive decision-making. Application Principle-based and **comply-or-explain** approach. Restructuring of Market Segment (April 2022-) Purpose: Enhance long-term corporate value for listed companies and offer an attractive market supported by diverse investors. Prime-listed companies with at least one-third independent directors Growth Prime Standard 98.1% $(1,632\cos)$ (1,576cos.) (617cos.) **Companies with Companies with High-growth** high liquidity and sufficient liquidity potential 6.4% governance focused

on constructive

dialogue with global

investors

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2014

2024

and governance

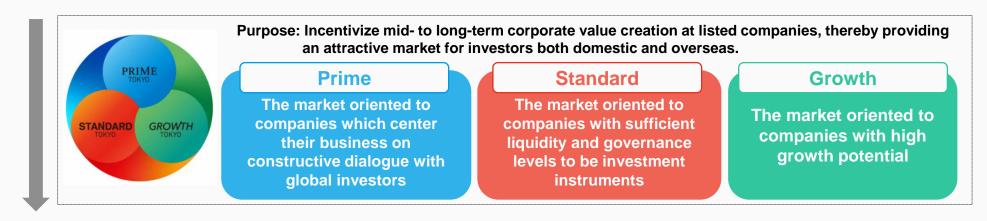
for investment

companies

From Market Restructuring to "Requests for Management Conscious of Cost of Capital and Stock Prices"

• April 2022 :

Restructuring of market segment



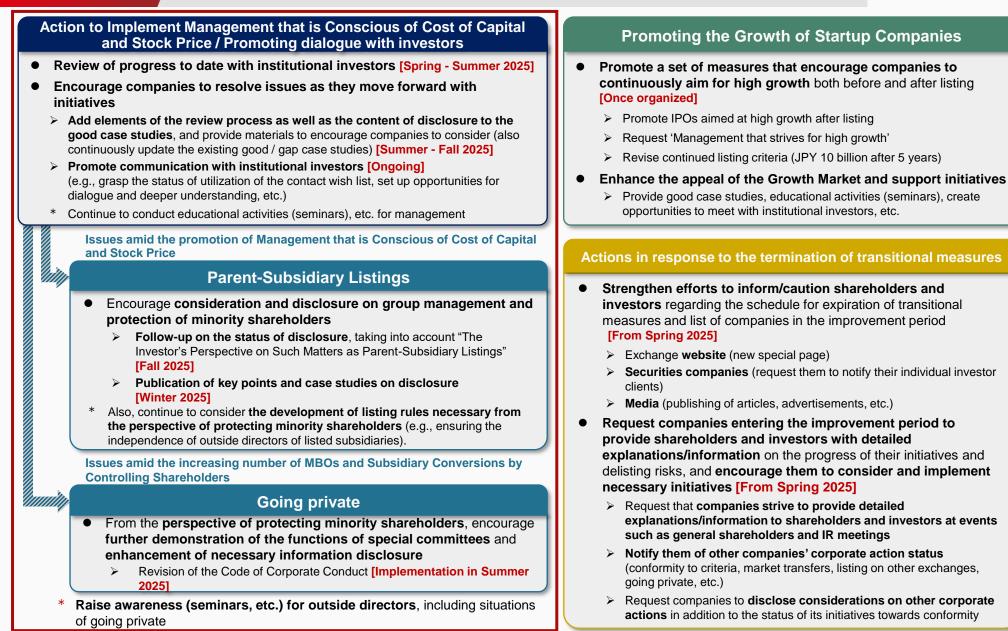
• July 2022 - : Council of Experts Concerning the Follow-up of Market Restructuring



✓ Focus on the issue that PBR and ROE in the Japanese market are low compared to Europe and the U.S.

• March 2023 : Request for management that is conscious of cost of capital and stock price

Overall Picture of TSE's Initiatives



1. Implement Management that is Conscious of Cost of Capital and Stock Price



Purpose of Request

- The purpose of these actions is to have the management of the company carry out their management duties with more consideration of cost of capital and profitability based on the balance sheet, rather than just sales and profit levels on the income statement, in order to achieve sustainable growth and increase corporate value over the mid- to long-term.
- Specifically, based on the basic management policy established by the Board of Directors, the management team is expected to take the lead in appropriately allocating resources with sufficient consideration of cost of capital and profitability by pushing forward initiatives such as investment in R&D and human capital that leads to the creation of intellectual property and intangible assets that contribute to sustainable growth, investment in equipment and facilities, and business portfolio restructuring.
- Note: While **share buybacks and dividend increases** are considered effective means of improving profitability, if shown as such by the company's analysis of whether the balance sheet effectively contributes to value creation, **TSE is not necessarily expecting companies to use only these or solve issues with a oneoff response**. Efforts are expected on a fundamental level to attain profitability in excess of cost of capital on a sustained basis and achieve sustainable growth.
- In taking these initiatives forward, companies are expected to enable investors to assess their progress by presenting clear information on related policies, targets, and specific details in whatever way they see fit, and to gradually improve their initiatives through proactive dialogue with investors based on this disclosure.

Content of the TSE's Request in March 2023

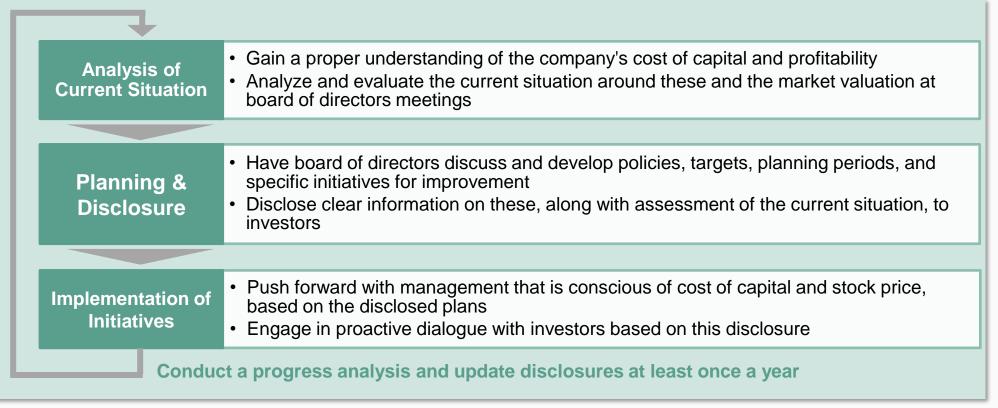
*Excerpts from the notice to listed companies dated March 31, 2023.

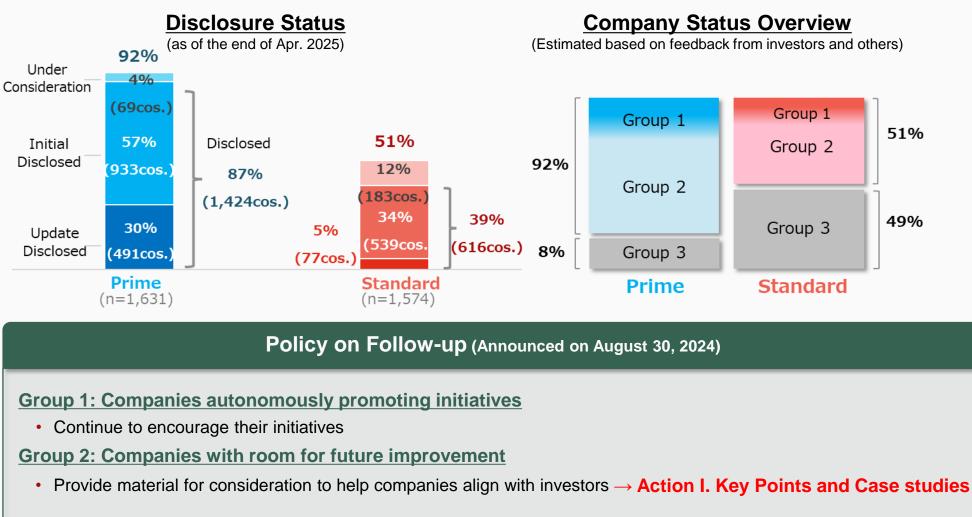
Companies Subject to Request

• All companies listed on the Prime and Standard Markets.

Requested Action

 In order to implement management that is conscious of cost of capital and stock price, listed companies are requested to implement the following series of actions on an ongoing basis.





Group 3: Companies that have not yet disclosed

Support for understanding and disclosing the contents of the request → Action III. Ensuring IR systems

Action I. Key Points and Case studies

In February 2024, TSE published key points of initiatives that investors expect from companies, a set of disclosure examples that were cited by investors as what they are looking for, as well as what they aren't looking for.

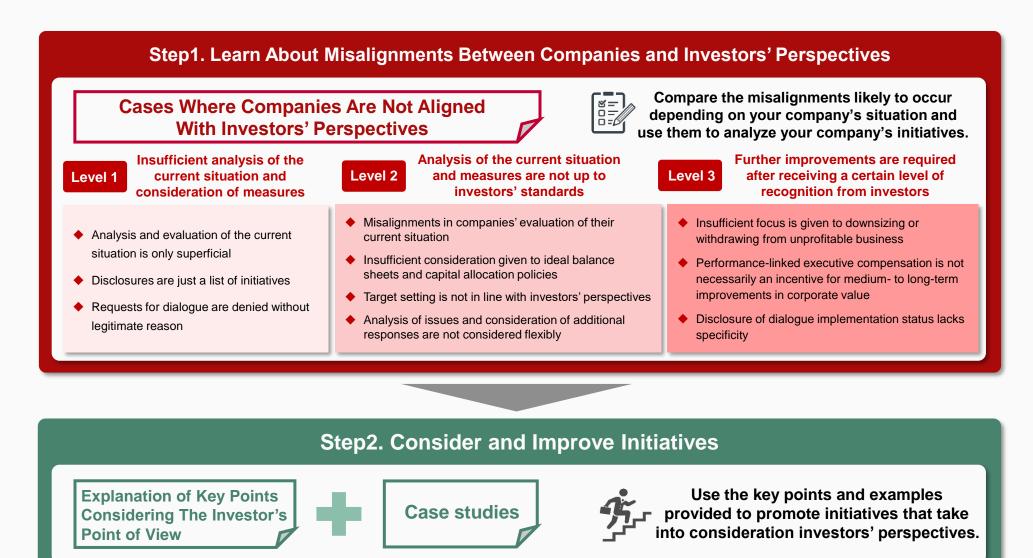


- In November 2024, TSE compiled and published a new list of "Cases Where Companies Are Not Aligned With Investors' Perspectives" to provide listed companies with a "trigger" to check and brush up their initiatives.
- In addition, based on recent feedback from investors, TSE expanded the "Key Points and Case Studies Based on Investors' Perspectives" published in February (29 cos. + 26 cos.).

https://www.jpx.co.jp/english/news/1020/20241121-01.html

Note: The contents above is based on interviews with over 300 investors in Japan and overseas.

(Ref.) How to Use Key Points and Case Studies



*The information above is based on interviews with over 300 investors in Japan and overseas.

Level.2

Examples of Misalignment 1

Analysis and evaluation of the current situation is only superficial

Example A (Created Based on Actual Disclosure)

Action to Implement Management That is Conscious of Cost of Capital and Stock Price

At the end of each fiscal year, we calculate the cost of capital with the help of outside experts and report the results to the Board of Directors.

The Board of Directors has confirmed the company has been able to secure a return on capital that exceeds the cost of capital on an ongoing basis, including the most recent fiscal year.

*No mention of specific levels or target setting for capital profitability/cost of capital

Comments From Investors

- ✓ The statement "The Board of Directors has confirmed the company has been able to secure a return on capital that exceeds the cost of capital" does not explain what kind of confirmation was carried out or what kind of medium- to long-term goals have been set, and does not lead to further dialogue.
- ⇒ We expect companies not to be satisfied with simply ensuring a return on capital that exceeds the cost of capital and continue to set targets. (Point I.2 Document 3 Page 10 and Point II.1 Document 3 Page 15) *

Example B (Created Based on Actual Disclosure)

Action to Implement Management That is Conscious of Cost of Capital and Stock Price

We are working to improve our corporate value over the medium- to long-term based on the FY2022-FY2024 "X Medium-Term Management Plan."

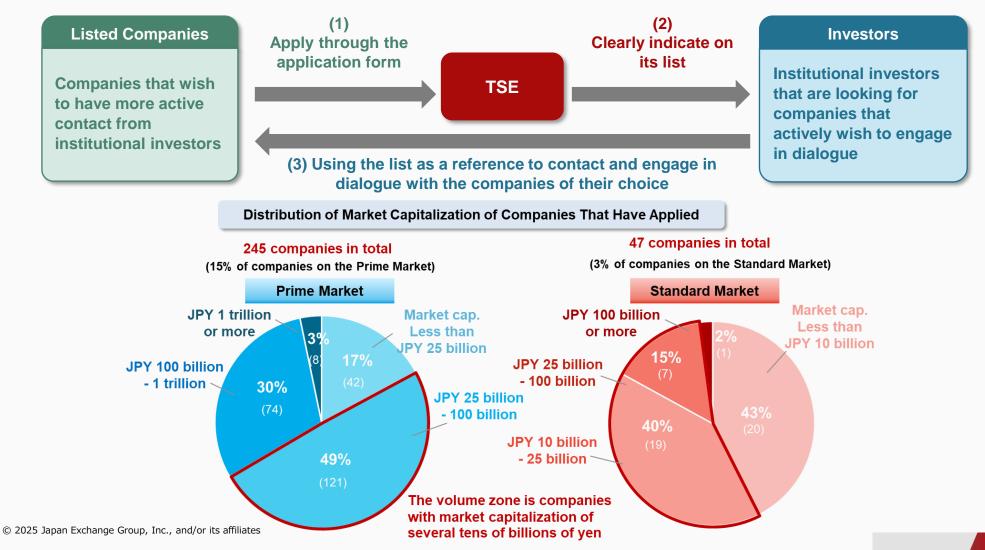
(Link to medium-term management plan referenced above)

*Even if you look at the plan in the link, there is almost no analysis, evaluation, or initiatives that are conscious of capital profitability, capital costs, or market evaluation.

- The disclosure is limited to providing links to past mediumterm management plans, etc. Even if you look at the documents in the link, it is difficult to say that sufficient consideration has been given, and it feels like the management team does not have a sense of urgency. In addition, the stock price (market evaluation) reflects profitability, future potential, etc. over a longer period than the medium-term management plan, and there is a discrepancy in the scope of the period.
- Investors expect that the company will not necessarily be constrained by the framework of the medium-term management plan, but will actively review its current initiatives and progress in relation to its future vision to see whether they are meeting investors' expectations, and make improvements where necessary. (Point I.2 Document 3 Page 10 and Point III.4 Document 3 Page 26)

Action II. Upgrade the list of disclosed companies

- From January 2025, companies that have disclosed but not been contacted by institutional investors and are whishing to have more active contact are clearly identified in the list of companies that have disclosed.
 - > As of the end of April 2025, a total of 292 companies had submitted applications.



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Action III. Ensuring IR systems

- In recent years, many listed companies have been working to enhance their corporate value while building relationships with shareholders and investors through proactive IR activities in light of requests such as taking action to implement "Management that is Conscious of Cost of Capital and Stock Price."
- On the other hand, some investors have pointed out that certain companies do not conduct IR activities themselves and have not developed a system for doing so.
- Considering such circumstances, TSE will stipulate in the Code of Corporate Conduct (Matters to Be Observed) that listed companies must develop a system for providing information to build relationships with shareholders and investors (IR system).

Note 1: **TSE will not set uniform rules of IR systems that listed companies have.** (It is important for listed companies to develop their own IR systems based on their scale, composition of shareholders and others. **TSE plans to compile and share view from investors regarding IR systems, etc.**)

Note 2: TSE will continue to require listed companies to disclose information on their own IR systems in Corporate Governance Reports (hereinafter referred to as "CG Reports").

Reference: Items required to be stated in the CG Reports (current)					
Status of IR-related activities		IR-related systems			
	•	 The officer in charge of IR (such as a director responsible for IR activities), the department in charge of IR, the staff members in charge of IR, and other matters 			
		Regular investor briefings (held for individual investors, analysts and institutional investors, and/or overseas investors)			
		 Dates of the briefings, contents, presenter (including whether or not a representative provided an explanation personally) and other matters 			
		IR information posted on the website			
		 Posted information (such as corporate presentation materials), the URL, and others 			

(Ref.) Expansion of English Disclosure in the Prime Market (April 2025-)

- It stipulated in "Matters Desired to be Observed" under the Code of Corporate Conduct that Prime Market listed companies should endeavor to simultaneously disclose the same material corporate information in Japanese and English.
- In addition, taking into consideration the practical burdens on listed companies, as the "Matters to be Observed" in the Code of Corporate Conduct, for financial results and timely disclosure information, which have a particularly large impact on investment decisions and are required to be promptly disclosed, simultaneous disclosure in English and Japanese is mandatory.

[Obligation Details]

	Type of Documents	Timing of disclosure	Points to Note
Financial Results	 Earnings Reports (Annual/Quarterly) Supplementary Explanatory Materials 	 Simultaneously with Japanese* 	 While simultaneous disclosure of all documents in full is
Timely Disclosure Information	All timely disclosure items		preferred, disclosure of an excerpt or summary in English is acceptable.

*In the case where simultaneous disclosure in English would cause a delay in disclosure in Japanese because urgent action is required due to the occurrence of an incident, or because the content of disclosure in Japanese is not finalized until immediately prior to disclosure due to the coordination with relevant parties, disclosure in English is not necessary to be made at the same time as the Japanese disclosure. (i.e. Disclosure in Japanese is prioritized.).

[Applicable Period]

Effective for disclosures made on or after April 1, 2025

*However, since some companies are expected to take time to establish the necessary system for English disclosure., TSE give a grace period to listed companies that submit a document with a specific estimated date of implementation. The grace period is one year from when the rules take effect. (TSE compiled a list of companies given a grace period and their estimated implementation dates, which was published on the official JPX website in late March 2025.).

English disclosures are regarded as reference translations of Japanese disclosures (accuracy of the translation is not subject to enforcement measures in the listing rules).

*In cases where no English disclosure is made (limited to cases where the plan is not disclosed), enforcement measures in the listing rules apply.

Further enhancement of disclosure content and expanding the scope of documents (to Annual Securities Reports, etc.) will continue to be considered.

(Ref.) Summary of Survey Results (April 2025)

- In order to dig deeper and understand the issues that companies face when considering and making their initiatives and to use this information to develop more practical measures in the future, TSE conducted a survey of companies listed on the Prime and the Standard Markets.
 - ⇒ TSE received responses from 1,428 companies (823 in the Prime Market and 605 in the Standard Market).

Survey results (items with high selection rates)

	3 ,		
Organizational and Structural Aspects	Contents of the Initiatives		
 ✓ Lack of resources and systems for making considerations (49%) ✓ Internal considerations and coordination take time (35%) ✓ Considerations are limited to staff, and no progress is being made at the board level (17%) 	 ✓ It is difficult to formulate a medium- to long-term capital policy (49%) ✓ It is difficult to figure out the company's cost of capital (26%) ✓ No progress is being made in reviewing the company's business portfolio (20%) ✓ It is difficult to find growth opportunities that exceed the cost of capital (22%) 		
Dialogue with Investors	Other		
 Lack of contact with institutional investors (38%) Institutional investors lack an understanding of the business models of and issues facing the company and the industry (27%) Questions from institutional investors are limited to short-term matters and do not give rise to discussions from a long-term perspective (26%) 	 ✓ Do not know how to disclose information so that it is properly conveyed to investors (38%) ✓ Initiatives are not rewarded or reflected in the stock price (29%) ✓ Do not know how to update initiatives and disclosures (21%) 		
Measures That Companies Expect TSE to Provide or Expand	* Figures in parentheses indicate the selection rate of all survey respondents		
 ✓ Examples of other companies' initiatives (good case studies / examples of misalignment) (72%) ✓ Explanations from TSE to the company's management (31%) ✓ Explanations from TSE to the company's staff (37%) ✓ Content aimed at improving IR skills (47%) 			

Future Measures

With a view to further accelerating, but not halting, the flow of reform in Japanese companies, we will promote the following measures to support the resolution of issues faced by companies that are trying to advance their initiatives.

Issue	Future Measures				
	 I. Providing materials to support companies in resolving their issues ✓ Adding elements of the review process as well as disclosure content to the good case studies [Summer - Fall 2025] 				
Organizational and Structural	 Provide the essence to support companies in making considerations by conducting interviews with companies that have overcome the challenges(*) that many of them face and sharing their experiences with the review process 				
Aspects	* For example, the formulation of a medium- to long-term capital policy, internal coordination, the review of business portfolios, the updating of initiatives and disclosures, and other issues that were identified in the survey				
Contents of the Initiatives	 Continual updating of good case studies and examples of misalignment [Along with the above] 				
Dialogue with	- Update with the latest examples based on initiatives and disclosures taken from the April to July updates				
Investors	 Further increase the number of examples from small- and medium-sized companies based on companies needs 				
etc.	II. Promoting communication with institutional investors				
	 Assessing the status of utilization of the list of companies wishing for contact and reviewing how it could be further utilized [Summer 2025] 				
	 Setting up opportunities for dialogue and deepening understanding [Ongoing] 				

Other ongoing activities include educational activities (e.g., seminars) for the executives of listed companies × nationwide and provision of content to improve the IR skills of IR personnel (online distribution of seminars

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2. Parent-Subsidiary Listings



Number and Percentage of Listed Subsidiaries

- The number and percentage of listed subsidiaries is declining gradually mainly due to the parent company making the subsidiaries wholly-owned or selling off their stake in the subsidiaries.
- The number and percentage of listed companies with major shareholders (excluding parent companies and non-corporate shareholders) holding 20% or more but less than 50% of their shares is gradually increasing mainly due to the formation of controlling and dependent relationships after listing.



Number and Percentage of Listed Subsidiaries

Number and Percentage of Listed Companies with Major Shareholders Holding 20% or More but Less than 50% of Their Shares



20% or more but less than 30% 30% or more but less than 40% 40% or more but less than 50% -----Percentage Note: The figures were calculated from companies whose largest shareholders hold 20% to 50% of their shares after excluding companies with a parent company and companies whose largest shareholder is an individual.

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Initiatives to enhance disclosure regarding group management and minority shareholder protection

- In December 2023, we revised and published key points for group management and minority shareholder protection disclosure for listed companies with parent-subsidiary or equity method relationships, in order to ensure sufficient predictability for minority shareholders when making investment decisions.
- In October 2024, we followed up on the status of disclosures based on these key points. Despite this, many opinions were received stating that "in most cases, companies still do not consider the significance of parent-subsidiary listings from the investors' perspective", indicating room for improvement.
- In February 2025, we compiled and published "The Investor's Perspective on Such Matters as Parent-Subsidiary Listings", based on investors' feedback.
 - This document provides the investors' perspective and examples of specific situations where companies' initiatives are not aligned with it.

(*) The above content is based on interviews with over 100 investors from Japan and abroad.

(*) Source of information: https://www.jpx.co.jp/english/news/1020/20250204-01.html

1. The parent only cites the advantages of listing its subsidiary

Example (based on an actual disclosure)

We have decided to keep the subsidiary listed because we believe that its credibility as a listed company will help expand our client base, secure human resources, and maintain and improve employee morale, and this will contribute to increasing our group's corporate value.

Example (based on an actual disclosure)

We believe that we have sufficient grounds for keeping the subsidiary listed because doing so helps it acquire talented human resources, maintain and improve employee morale, and receive flexible financing from the capital market. There are many cases where the parent company merely cites the advantages of listing its subsidiaries and does not consider or explain whether this is optimal in terms of capital efficiency and improving the group's corporate value.

Investors' Comments

- ⇒ In TSE's request to take "Action to Implement Management that Is Conscious of Cost of Capital and Stock Price," companies are expected to appropriately allocate management resources by being conscious of the cost of and returns on capital and doing such things as reviewing their business portfolios.
- ⇒ As the parent company considers the balance sheet and cash allocation policy that it is hoping to achieve, it should also discuss and explain how it will position and utilize its listed subsidiaries.
- ⇒ In addition to qualitative analysis, the parent company needs to perform quantitative analysis from the perspective of capital returns (e.g., ROE and ROIC) and market valuation (e.g., PER and PBR) to determine such things as whether the subsidiary is achieving a return on capital that exceeds the cost of capital.
- ⇒ It is also important for the parent company to consider the best owner principle (whether it is the holding entity that maximizes its subsidiary's corporate value). As a result, it may choose to sell its subsidiary to a third party. Investors applauded companies like Hitachi and Fujitsu for considering their business portfolio strategy and selling some of their subsidiaries.



Future Follow-Up on Parent-Subsidiary Listings

Publication of "The Investor's Perspective on Such Matters as Parent-Subsidiary Listings"

• Publish "The Investor's Perspective on Such Matters as Parent-Subsidiary Listings" based on feedback from investors in Japan and overseas [February 2025]

Follow-Up on the Status of Disclosures on Group Management, etc.

- Follow-up on the status of disclosures on group management, etc. [Fall 2025]
 - Confirm the status of disclosures on group management, etc. that take the investor's perspective into account
 - * Not only disclosures by companies in parent-subsidiary relationships, <u>but also disclosures by companies in quasi-</u> controlling/quasi-controlled relationships

Publication of Key Points and Examples of Disclosures on Group Management, etc. [Winter 2025]

- Compile key points of disclosures that take the investor's perspective into account and examples of disclosures that have been well received by investors
- * Focus on examples that <u>consider and disclose how companies manage their groups in terms of capital efficiency and</u> <u>medium- to long-term improvements in corporate value, as required by TSE's request to take "Action to Implement</u> <u>Management that is Conscious of Cost of Capital and Stock Price."</u>

Consideration and implementation of other additional measures based on the above follow-up, etc. [After Fall 2025]

Development of Listing Rules That Are Necessary for the Protection of Minority Shareholders

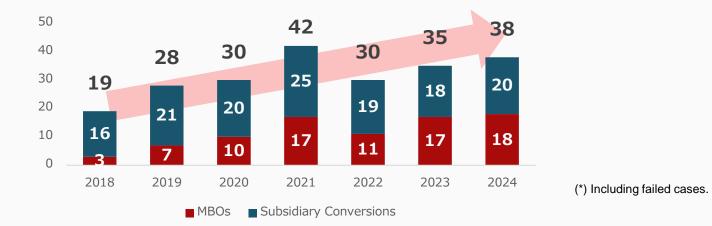
• Continue to consider the development of listing rules, such as ensuring the independence of independent directors at listed subsidiaries (e.g., revising the independence criteria) and making the appointment of independent directors mandatory. [Ongoing]

3. Going Private



Background of Revising the Code of Corporate Conduct on MBOs

 In recent years, listed companies have been required to conduct mindful management. As business portfolio reviews have progressed, the number of MBOs and Subsidiary Conversions by controlling shareholders has remained high.



- In the case of MBOs, following the publication of the Ministry of Economy, Trade and Industry's 'Fair M&A Guidelines' in 2019, progress has been made in such practices for ensuring fairness as deliberations by special committees.
- However, investors have continued to express concern about the effectiveness of special committees and the disclosure regarding the share value calculation, as there are cases where the fairness of the price has not been ensured.
 - Investors also pointed out that protecting general shareholders' interests is crucial in the case of a conversion into a wholly-owned subsidiary by other related company (such cases where a company holds 20% or more of the voting rights), while group restructuring activities by listed companies in relationships under the equity method are shown.
- Given further progress of such corporate actions, we conduct the revision of the Code of Corporate Conduct to
 promote the framework for Fair M&A Guidelines and ensure the fair interests of general shareholders.

Revising the Code of Corporate Conduct on MBOs and Subsidiary Conversions (Overview)

Review the Scope of Actions Covered by the Code

In such cases as when a listed company decides on an MBO or its conversion into a wholly-owned subsidiary by an entity such as its controlling shareholder or an other related company (*1)(*2), TSE will require the listed company to obtain an "opinion stating that the transaction will not undermine the interests of minority shareholders" and make a "necessary and sufficient timely disclosure" as stipulated in the "Matters to Be Observed" in the Code of Corporate Conduct.

	Subsidiary Conversion by Controlling Shareholder	МВО	Subsidiary Conversion By Other Related Company
 (1) Opinion stating that the transaction will not undermine the interests of minority shareholders Requirement to obtain said opinion from an entity that has no interest in the controlling shareholder 	Already applicable	Newly applicable	
 (2) Necessary and sufficient timely disclosure Requirement for necessary and sufficient timely disclosure (including an overview of the share value calculation) 	Already applicable		Newly applicable

- (*1) "Other related company" refers to that set forth in Article 8, Paragraph 17, Item 4 of the Financial Statements Regulation (cases where a company holds 20% or more of the voting rights, or cases where a company holds between 15% and 20% of the voting rights and can exercise significant influence)
- (*2) Specifically, this will apply to such cases as when the listed company expresses an opinion on an MBO or a takeover bid by an entity such as its controlling shareholder or an other related company and decides to conduct an action such as a share exchange in connection with the entity (limited to cases where a delisting is expected).

Revision of Content of Code

- (1) Revision of the "opinion stating that transaction will not undermine the interest of minority shareholders" (a listed company shall obtain an opinion stating that the transaction is fair to general shareholders from Special Committees and disclose it.)
- (2) Revision of the contents of "necessary and sufficient disclosure of information" (enhancing disclosure of important assumptions for the share value calculation) to ensure that general shareholders determine the fairness of a transaction on the basis of sufficient information.

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