Note: This document has been translated from a part of the Japanese original for reference purposes only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.

(Securities Code: 9142) May 31, 2019

To our shareholders:

Toshihiko Aoyagi Representative Director and President, Corporate Officer **Kyushu Railway Company** 3-25-21, Hakata-ekimae, Hakata-ku, Fukuoka, Japan

# Notice of the 32nd Annual General Meeting of Shareholders

You are cordially invited to attend the 32nd Annual General Meeting of Shareholders of Kyushu Railway Company (the "Company"), which will be held as indicated below.

If you are unable to attend the Meeting in person, you can exercise your voting rights by proxy, or with the enclosed voting form, or via the internet, etc.

<u>The Company advises you to exercise your voting rights by proxy</u>. Please review "Reference Documents for Proxy Solicitation and Reference Documents for the General Meeting of Shareholders" below on pages 4–52 and return the proxy and the voting form in the return post envelope to the Company to arrive no later than 5:30 p.m. (JST) on Thursday, June 20, 2019.

Please review "Guidance for exercising voting rights by other methods" below on page 3 if you prefer to exercise your voting rights by other methods than proxy.

#### Details

- Date and Time: Friday, June 21, 2019, at 10:00 a.m. (JST) (Reception starts at 9:00 a.m.)
   Venue: Banquet hall "TSUKUSHI," Main building 3F, Hotel Nikko Fukuoka 2-18-25 Hakata-ekimae, Hakata-ku, Fukuoka, Japan
- 3. Purpose of the Meeting

# Matters to be reported

- 1. Report on the Business Report and the Consolidated Financial Statements for the 32nd fiscal year (from April 1, 2018 to March 31, 2019), and the results of audits of the Consolidated Financial Statements by the accounting auditor and the Audit & Supervisory Committee
- 2. Report on the Non-Consolidated Financial Statements for the 32nd fiscal year (from April 1, 2018 to March 31, 2019)

#### Matters to be resolved

<Proposals from the Company (Proposals 1 to 6)>

- **Proposal No. 1:** Appropriation of Surplus
- **Proposal No. 2:** Election of Eleven (11) Directors (Excluding Directors Who Are Audit and Supervisory Committee Members)
- **Proposal No. 3:** Election of One (1) Director Who Is an Audit and Supervisory Committee Member
- Proposal No. 4: Election of Fifteen (15) Directors
- Proposal No. 5: Introduction of Performance-linked Share-based Remuneration Plan for Directors

**Proposal No. 6:** Revision of Remuneration Amount of Directors (Excluding Directors Who Are Audit and Supervisory Committee Members)

<Proposals from Shareholders (Agenda Items 7 to 12)>

- Agenda Item 7: Implementation of Share Buyback
- Agenda Item 8: Revisions to a Portion of the Articles of Incorporation (Change to a Company with a Three Committees Structure)
- Agenda Item 9: Election of Three (3) Directors to the Board
- Agenda Item 10: Election of Three (3) Directors to the Board (Excluding Audit and Supervisory Committee Members)
- Agenda Item 11: Revision of Compensation Amounts for Directors (Excluding Audit and Supervisory Committee Members) and Implementation of Restricted Stock Compensation
- Agenda Item 12: Revision of Compensation Amounts for Outside Directors

# **Guidance for Exercising Voting Rights**

For details of the proposals for this Annual General Meeting of Shareholders and the Board of Directors' opinion on them, please refer to the Reference Documents for Proxy Solicitation and Reference Documents for the General Meeting of Shareholders below on pages 4–52.

Furthermore, for this Annual General Meeting of Shareholders, one shareholder presented shareholder proposals (Agenda Items 7 to 12), and the Company's Board of Directors is against these proposals. For details, please refer to the Reference Documents for Proxy Solicitation and Reference Documents for the General Meeting of Shareholders below on pages 4–52 for details.

We request those who are in agreement with the opinion of the Company's Board of Directors to vote for Proposals 1 to 6, and against Agenda Items 7 to 12.

Methods of exercising voting rights

Guidance for exercising voting rights by proxy

The Company's preference is for you to exercise your voting rights by proxy.

Exercising your voting rights by proxy is a method of entrusting a proxy to exercise your voting rights. <u>Please fill in the required items on your proxy form by making reference to the enclosed sample of a</u> <u>completed proxy form (1). Then return the proxy form together with the voting form without detaching</u> <u>therefrom (2) using the return post envelope (3), mailing them to the Company to arrive no later than 5:30</u> p.m. (JST) <u>on Thursday, June 20, 2019.</u>

#### Guidance for exercising voting rights by other methods

If you are able to attend the Meeting

Submission to Receptionist at the Meeting

You are kindly requested to present the enclosed voting form at the reception.

If you are exercising your voting rights by voting form only

Exercise of voting rights by mail

Please indicate your approval or disapproval of the proposals on the enclosed voting form, and return it so that your vote is received no later than 5:30 p.m. (JST) on Thursday, June 20, 2019.

Exercise of voting rights via the internet

Please access the website for exercising voting rights (https://www.web54.net). Use the "voting right exercise code" and "password" described in the enclosed voting form, and follow the directions on the screen to register your approval or disapproval of the proposals no later than 5:30 p.m. (JST) on Thursday, June 20, 2019.

To Institutional Investors

The electronic voting platform operated by Investor Communications Japan Inc. (ICJ, Inc.) is available for the institutional investors.

# Reference Documents for Proxy Solicitation and Reference Documents for the General Meeting of Shareholders

# **1. Proxy Solicitor**

Toshihiko Aoyagi Representative Director and President, Corporate Officer Kyushu Railway Company

# 2. Proposals and Reference Documents < Company Proposals (Proposal Nos. 1 to 6)>

Proposal No. 1: Appropriation of Surplus

The Company positions the return of profits to shareholders as one of the most important management policies. As such, the Company considers it important to provide long-term, stable returns to shareholders.

During the period up to the fiscal year ended March 31, 2019, the Company aimed to pay a stable dividend targeting a consolidated dividend payout ratio of around 30%. The dividend for each fiscal year will be determined by giving overall consideration to various matters while discerning future trends in business performance. The JR Kyushu Group Medium-Term Business Plan 2019–2021, announced on March 19, 2019, states the Company's intention to target a total payout ratio of 35% based on a stable dividend and share repurchases depending on the situation.

Based on this policy, giving overall consideration to its business performance and other matters, the Company would like to pay a year-end dividend for the fiscal year ended March 31, 2019 of \$51.50 per common share, which is an increase of \$10 from the forecast at the beginning of the fiscal year and of \$7.50 from the year-end dividend of the previous fiscal year.

(1) Type of dividend property

Cash

(2) Allotment of dividend property to shareholders and its total amount

¥51.50 per Company's common share

Total: ¥ 8,240,000,000

(3) Effective date of dividends from surplus



(Note) For the fiscal year ended March 31, 2017, only a year-end dividend was paid, as the Company got listed in October in the period.

# **Proposal No. 2:** Election of Eleven (11) Directors (Excluding Directors Who Are Audit and Supervisory Committee Members)

The terms of office of all nine (9) directors (excluding directors who are Audit and Supervisory Committee members; the same shall apply hereinafter in this proposal) will expire at the conclusion of this General Meeting of Shareholders.

Accordingly, the Company requests the election of eleven (11) directors to strengthen our management structure towards achieving the JR Kyushu Group Medium-Term Business Plan 2019–2021.

With regard to this proposal, the Company has decided the details thereof upon consultation with the Company's Nomination and Compensation Advisory Committee and after receiving the recommendation that this proposal is appropriate from a perspective of establishing a management structure and strengthening its commitment for achieving the medium-term business plan, and of further enhancing corporate governance toward sustainable growth and medium- and long-term improvement in its corporate value.

Furthermore, the Company's Audit and Supervisory Committee has judged that each candidate meets the Company's selection standard for candidates for director, and judges all of the candidates to be competent to serve as directors of the Company having considered their achievements, expertise, and so forth.

This proposal assumes that the Company is a company with audit and supervisory committee, therefore <u>this</u> proposal may only take effect on the condition that Agenda Item 8 "Amendments to a Portion of the Articles of Incorporation (Change to a Company with a Three Committees Structure)" is rejected.

The candidates for director are as follows:

No.	Na	me	Current positions and responsibilities in the Company	Attendance at meetings of the Board of Directors during the fiscal year ended March 31, 2019
1	Koji Karaike	Reelection	Representative Director and Chairman Corporate Officer	12/12 (100%)
2	Toshihiko Aoyagi	Reelection	Representative Director and President Corporate Officer	12/12 (100%)
3	Hayato Maeda	Reelection	Director and Senior Managing Corporate Officer Director General of Corporate Planning Headquarters In charge of Public Relations Department and Tokyo Regional Office	12/12 (100%)
4	Ryuji Tanaka	Reelection	Director and Senior Managing Corporate Officer Director General of Business Development Headquarters General Manager of Hotel Development Department	12/12 (100%)
5	Yoji Furumiya	Reelection	Director and Managing Corporate Officer Director General of Railway Operations Headquarters General Manager of Northern Kyushu Regional Head Office In charge of Shanghai Branch Office	12/12 (100%)
6	Toshihiro Mori	New election	Senior Corporate Officer Deputy Director General of Corporate Planning Headquarters General Manager of Strategy Management Department In charge of IT Strategic Planning Department	_

No.	Name		Current positions and responsibilities in the Company	Attendance at meetings of the Board of Directors during the fiscal year ended March 31, 2019
7	Koji Toshima	Reelection Outside Independent	Director	10/12 (83.3%)
8	Masayoshi Nuki	Reelection Outside Independent	Director	11/12 (91.6%)
9	Izumi Kuwano	Reelection Outside Independent	Director	12/12 (100%)
10	Toshihide Ichikawa	New election Outside Independent	_	_
11	Shinji Asatsuma	New election Outside Independent	_	_

			Reelection		
Candidate No.	Koji Karaike Date of Birth: April 2, 1953		Attendance at meetings of the Board of Directors during the fiscal year ended March 31, 2019: 12/12 (100%)		
			Number of the Company's shares owned: 3,122 shares		
		Career summary, position and responsibility in the Company, and important information on concurrent posts outside the Company			
	Apr. 1977	Joined Japanese N	Vational Railways		
	Apr. 1987	Joined Kyushu Ra	ailway Company		
	Mar. 1995	•	of Restaurant Business of Distribution Juarters, Kyushu Railway Company		
	Apr. 1996	President, JR Kyu	shu Food Service Inc.		
	June 1997		of Strategy Management Department of ng Headquarters, Kyushu Railway Company		
	June 2000	Representative Director and President, JR Kyushu Food Service Inc.			
	June 2003	Headquarters, Gen Department of Ra Manager of Mark	Director General of Railway Operations neral Manager of Customer Service ilway Operations Headquarters and General eting & Sales Department of Railway juarters, Kyushu Railway Company		
	June 2005	Headquarters, Ger Department of Ra Manager of Mark Operations Headq	Director General of Railway Operations neral Manager of Customer Service ilway Operations Headquarters, General eting & Sales Department of Railway juarters and Director General of Travel urters, Kyushu Railway Company		
	June 2006	Planning Headqua Management Dep	or, Deputy Director General of Corporate arters and General Manager of Strategy artment of Corporate Planning ushu Railway Company		
	June 2008		or and Deputy Director General, Corporate arters, Kyushu Railway Company		
	June 2008		Director and Representative Director, of Corporate Planning Headquarters, Company		
	June 2009	Representative Di Company	rector and President, Kyushu Railway		
	June 2014	Representative Di Company	rector and Chairman, Kyushu Railway		
	June 2018		rector and Chairman, Corporate Officer, Company (current)		

Mr. Koji Karaike has a wealth of knowledge and expertise regarding business management. He has taken part in business management of the Company for 16 years since appointed as Director in 2003. He was appointed President from June 2009, and in this role he built a management foundation suitable for a listed company by strengthening the total capabilities of the Group, and as Chairman of the Board of the Directors since June 2014, he has supervised overall business management of the Company, etc. The Company has nominated him as a candidate for director again in light of his achievements, capabilities, and corporate management experience, as well as his outstanding personality and insight, with the expectation that he will use his abilities to realize the sustainable growth of the Company and increase its corporate value over the medium and long term.

Special interests in the Company: There is no special interest between Mr. Koji Karaike and the Company.

			Reelection	
Candidate No. 2	<b>Toshihiko Aoyagi</b> Date of Birth: August 19, 1953		Attendance at meetings of the Board of Directors during the fiscal year ended March 31, 2019: 12/12 (100%)	
			Number of the Company's shares owned: 4,911 shares	
	Career summary, position and responsibility in the Company, and important information on concurrent posts outside the Company			
	Apr. 1977	Joined Japanese N	lational Railways	
	Apr. 1987	Joined Kyushu Ra	uilway Company	
	June 1998		of Transportation Department of Derations Headquarters, Kyushu Railway	
	Apr. 2001		of Transportation Department of Railway uarters, Kyushu Railway Company	
	June 2004	General Manager Railway Company	of Kagoshima Regional Office, Kyushu y	
	June 2005	Director, General Kyushu Railway (	Manager of Kagoshima Regional Office, Company	
	May 2006	Director, Deputy Director General of Railway Operations Headquarters, General Manager of Planning Department o Railway Operations Headquarters and General Manager of Transportation Safety Department of Railway Operations Headquarters, Kyushu Railway Company		
6	June 2008	Director, General Manager of Railway Operations Headquarters and General Manager of Planning Department of Railway Operations Headquarters, Kyushu Railway Company		
	June 2008	Headquarters and	or, General Manager of Railway Operations General Manager of Planning Department tions Headquarters, Kyushu Railway	
	June 2010	Headquarters, Gen Railway Operation	or, General Manager of Railway Operations neral Manager of Planning Department of ns Headquarters and General Manager of Regional Head Office, Kyushu Railway	
	Aug. 2010	Headquarters and	r, General Manager of Railway Operations General Manager of Northern Kyushu ffice, Kyushu Railway Company	
	June 2012	Operations Headq	Director, General Manager of Railway uarters and General Manager of Northern Head Office, Kyushu Railway Company	
	June 2013	General Manager	Director and Representative Director, of Railway Operations Headquarters and of Northern Kyushu Regional Head Office, Company	
	June 2014	Representative Di Company	rector and President, Kyushu Railway	
	June 2018		rector, President and Corporate Officer, Company (current)	

Mr. Toshihiko Aoyagi has taken part in business management of the Company for 14 years since appointed as Director in 2005 and he has been responsible for overall administration of business management of the Company in the capacities as Senior Managing Director from June 2013 and Representative Director and President from June 2014. As Representative Director and President, he has a wealth of knowledge and expertise regarding business management, having increased the Company's corporate value and overseen the public listing of its stock, etc. The Company has nominated him as a candidate for director again in light of his achievements, capabilities, and corporate management experience, as well as his outstanding personality and insight, with the expectation that he will use his abilities to realize the sustainable growth of the Company and increase its corporate value over the medium and long term.

Special interests in the Company: There is no special interest between Mr. Toshihiko Aoyagi and the Company.

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			Reelection	
Candidate No.	Hayato Maeda Date of Birth: December 14, 1958		Attendance at meetings of the Board of Directors during the fiscal year ended March 31, 2019: 12/12 (100%)	
			Number of the Company's shares owned: 1,886 shares	
		nary, position and re on concurrent posts outs	sponsibility in the Company, and important side the Company	
	Apr. 1982	Joined Japanese Na	ational Railways	
	Apr. 1987	Joined Kyushu Rai	lway Company	
	June 2003	General Manager of Corporate Planning	of Strategy Management Department of g Headquarters, Kyushu Railway Company	
	June 2006	General Manager of Administration Department, Kyushu Railway Company		
	June 2008	General Manager of Finance & Accounting Department, Kyushu Railway Company		
0	June 2008	Director, General Manager of Finance & Accounting Department, Kyushu Railway Company		
(35)	June 2012	Director, Kyushu F Huis Ten Bosch Ho	Railway Company, President, JR Kyushu otel Co., Ltd.	
	June 2014	Planning Headquar Management Depa	r, Deputy Director General of Corporate rters and General Manager of Strategy rtment of Corporate Planning shu Railway Company	
	June 2015		r, Deputy Director General of Corporate rters, Kyushu Railway Company	
	June 2016		Director, Director General of Corporate rters, Kyushu Railway Company	
	June 2018		r Managing Corporate Officer, Director ate Planning Headquarters, Kyushu Railway	
	Director Gener	onsibility in the Compan ral of Corporate Planning ublic Relations Departme		
Reasons for nomination as candidate for director				

Mr. Hayato Maeda has a wealth of experience and broad expertise as he has been engaged principally in finance and corporate planning operations, and has currently served as Director and Senior Managing Corporate Officer and Director General of Corporate Planning Headquarters. Since June 2008, he has participated in the management of the Company as a director, helping to increase the corporate value of the Group, particularly by promoting Group-wide management strategies. The Company has nominated him as a candidate for director again in light of his achievements, capabilities, and corporate management experience, as well as his outstanding personality and insight, with the expectation that he will use his abilities to play a central role in further increasing the corporate value of the Group by strengthening Group management.

Special interests in the Company: There is no special interest between Mr. Hayato Maeda and the Company.

			Reelection
Candidate No. 4		<b>ji Tanaka</b> th: August 11, 1954	Attendance at meetings of the Board of Directors during the fiscal year ended March 31, 2019: 12/12 (100%)
			Number of the Company's shares owned: 1,985 shares
		nary, position and re n concurrent posts out	esponsibility in the Company, and important side the Company
	Apr. 1977	Joined Japanese N	
	Apr. 1987	Joined Kyushu Ra	-
	Mar. 2004	General Manager	of Urban Development Business hu Railway Company
	May 2006		of Nagasaki Regional Office, Kyushu
	May 2007	President, JR Kyu	shu Huis Ten Bosch Hotel Co., Ltd.
	June 2010	Headquarters and	Director General of Business Development General Manager of Planning Department opment Headquarters, Kyushu Railway
	June 2011	Headquarters and Development Dep	Director General of Business Development General Manager of Planning & artment of Business Development ushu Railway Company
	June 2014	Development Hea & Development D	r, Deputy Director General of Business dquarters and General Manager of Planning epartment of Business Development ushu Railway Company
	Apr. 2017	Development Hea Development Dep Headquarters and	r, Deputy Director General of Business dquarters, General Manager of Planning & artment of Business Development General Manager of Hotel Development siness Development Headquarters, Kyushu
	June 2017		Director, Director General of Business dquarters, Kyushu Railway Company
	June 2018		or Managing Corporate Officer, Director ss Development Headquarters, Kyushu
	Apr. 2019	General of Busine Manager of Hotel	or Managing Corporate Officer, Director ss Development Headquarters and General Development Department of Business dquarters, Kyushu Railway Company
	Director Gener	onsibility in the Compan al of Business Develop ger of Hotel Developme	ment Headquarters

Mr. Ryuji Tanaka has a wealth of experience and board expertise as he was primarily engaged in the operation of business development, and currently has assumed the post of Director and Senior Managing Corporate Officer and Director General of Business Development Headquarters. Since June 2010, he has participated in the management of the Company as a director, helping to increase the corporate value of the Group, particularly through the real estate and hotel business. The Company has nominated him as a candidate for director again in light of his achievements, capabilities, and corporate management experience, as well as his outstanding personality and insight, with the expectation that he will use his abilities to play a central role in strategic urban development of areas where the Company is based, and in the growth and evolution of new business domains.

Special interests in the Company: There is no special interest between Mr. Ryuji Tanaka and the Company.

			Reelection	
Candidate No. 5	Date of Birth: November 26, 1962		Attendance at meetings of the Board of Directors during the fiscal year ended March 31, 2019: 12/12 (100%)	
			Number of the Company's shares owned: 2,603 shares	
	Career summary, position and responsibility in the Company, and important information on concurrent posts outside the Company			
	Apr. 1985	Joined Japanese National Railways		
	Apr. 1987	Joined Kyushu Rai	ilway Company	
	May 2005		of Planning Department of Railway uarters, Kyushu Railway Company	
	May 2006		of Transportation Department of Railway uarters, Kyushu Railway Company	
	June 2010	General Manager of Marketing & Sales Department of Railway Operations Headquarters, Kyushu Railway Company		
	June 2011	General Manager of Customer Service Department of Railway Operations Headquarters and General Manager of Marketing & Sales Department of Railway Operations Headquarters, Kyushu Railway Company		
60	June 2012	General Manager of Administration Department, Kyushu Railway Company		
6	June 2012	Director and Gene Kyushu Railway C	ral Manager of Administration Department, Company	
	Sept. 2012	Railway Operation	Manager of Cruise Train Division of as Headquarters and General Manager of partment, Kyushu Railway Company	
	June 2013	Director, General I Kyushu Railway C	Manager of Administration Department, Company	
	June 2016	Headquarters and	r, Director General of Railway Operations General Manager of Northern Kyushu fice, Kyushu Railway Company	
	June 2018	Railway Operation	nging Corporate Officer, Director General of as Headquarters and General Manager of Regional Head Office, Kyushu Railway )	
	Director Gener General Manag	onsibility in the Compan al of Railway Operation ger of Northern Kyushu nanghai Branch Office	s Headquarters	

Mr. Yoji Furumiya has a wealth of experience and broad expertise as he was primarily engaged in railway business operation and has currently assumed the post of Director and Managing Corporate Officer and Director General of Railway Operations Headquarters. Since June 2012, he has participated in the management of the Company as a director, helping to increase the corporate value of the Group by driving technology innovation and building an efficient business operation system, particularly in the railway business. The Company has nominated him as a candidate for director again in light of his achievements, capabilities, and corporate management experience, as well as his outstanding personality and insight, with the expectation that he will use his abilities to play a central role in increasing safety and service levels along with improving profitability in the railway business.

Special interests in the Company: There is no special interest between Mr. Yoji Furumiya and the Company.

Candidate No.	Tosh	ihiro Mori	New candidate	
6	Date of Birth: March 1, 1969		Number of the Company's shares owned: 284 shares	
	Career summary, position and responsibility in the Company, and important information on concurrent posts outside the Company			
	Apr. 1991	Joined Kyushu Railway Company		
	May 2007	Director, Drug Ele	even Holdings Co., Ltd.	
	June 2009	President, Drug E	leven Holdings Co., Ltd.	
	May 2011	General Manager Railway Company	of Fund Management Department, Kyushu	
	June 2013	General Manager Kyushu Railway (	of Finance & Accounting Department, Company	
	June 2014	General Manager of Marketing & Sales Department of Railway Operations Headquarters, Kyushu Railway Compar		
6	June 2015	Railway Operation Marketing & Sale	of Customer Service Department of ns Headquarters and General Manager of s Department of Railway Operations ushu Railway Company	
	June 2017	Director, General Kyushu Railway (	Manager of Travel Services Headquarters, Company	
	Apr. 2018	Headquarters and	Director General of Corporate Planning General Manager of Strategy Management rporate Planning Headquarters, Kyushu	
	June 2018	Corporate Plannin Strategy Managen	Officer, Deputy Director General of g Headquarters and General Manager of nent Department of Corporate Planning ushu Railway Company (current)	
	Deputy Dire General Mar		porate Planning Headquarters anagement Department	

Mr. Toshiro Mori has a wealth of experience and broad expertise, having worked primarily in finance operations before going on to serve as President of Drug Eleven Holdings Co., Ltd., then in the Company as General Manager of Finance & Accounting Department, General Manager of Customer Service Department of Railway Operations Headquarters and General Manager of Marketing & Sales Department of Railway Operations Headquarters, and Director and General Manager of Travel Services Headquarters. Currently he is contributing to increasing the corporate value of the Group in his role as Senior Corporate Officer and General Manager of Strategy Management Department. The Company has nominated him as a candidate for director in light of his achievements and capabilities, as well as his outstanding personality and insight, with the expectation that he will use his abilities to play a central role in strengthening financial strategy and IR. Moreover, after his election as director, the Company intends to appoint him as Chief Financial Officer.

Special interests in the Company: There is no special interest between Mr. Toshihiro Mori and the Company.

Candidate No. 7		<b>i Toshima</b> Birth: June 11, 1941	Reelection Outside Independent Attendance at meetings of the Board of Directors during the fiscal year ended March 31, 2019: 10/12 (83.3%) Number of the Company's shares owned: 1,077 shares Tenure as outside director of the Company: 7 years		
	Career summary, position and responsibility in the Company, and important information on concurrent posts outside the Company				
	Mar. 1964	-	Electric Manufacturing Co., Ltd. (current		
	Mar. 1986		f System Engineering and Planning Department, c Manufacturing Co., Ltd.		
	Mar. 1990		f Yukuhashi Plant of System Business KAWA Electric Manufacturing Co., Ltd.		
	Sept. 1992		General Manager of Yukuhashi Plant of Industrial ss, YASKAWA Electric Corporation		
	Mar. 1994	Executive Officer, Deputy General Manager of Robot Business Division, YASKAWA Electric Corporation			
	June 1995	Director, Deputy General Manager of Robot Business Division and General Manager of Robot Factory, YASKAWA Electric Corporation			
	June 1996	Director, General M Electric Corporation	Ianager of Robot Business Division, YASKAWA n		
13	June 2000	Managing Director, YASKAWA Electri	, General Manager of Robot Business Division, c Corporation		
CE	Sept. 2001		General Manager of Robot Automation SKAWA Electric Corporation		
	June 2002		Pirector, General Manager of Robot Automation SKAWA Electric Corporation		
	Mar. 2003	Business Unit and (	Director, General Manager of Robot Automation General Manager of Business Transformation ers, YASKAWA Electric Corporation		
	Aug. 2003	Division and Gener	Director, Supervisory Manager of Robot Business ral Manager of Business Transformation Steering KAWA Electric Corporation		
	Mar. 2004	Representative Director and President, YASKAWA Electric Corporation			
	Mar. 2007	Representative Director and President in charge of human resources development, YASKAWA Electric Corporation			
	Mar. 2009	-	ector and President, General Manager of Sales adquarters for Human Resources Development, c Corporation		
	Mar. 2010	Representative Dire Corporation	ector and Chairman, YASKAWA Electric		
	June 2012	Director, Kyushu R	ailway Company (current)		
	Mar. 2013	Director, YASKAW	A Electric Corporation		
	June 2013	Special Advisor, YA	ASKAWA Electric Corporation (current)		

	<important concurrent="" information="" on="" posts=""> Special Advisor, YASKAWA Electric Corporation President, Kitakyushu Chamber of Commerce and Industries</important>
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Mr. Koji Toshima has a wealth of experience and board expertise as he has been long engaged in business management of YASKAWA Electric Corporation, Kyushu regional enterprise and at the same time global company. Since June 2012, he has provided the Company with valuable advice from an independent position as outside director, contributing to the sustainable growth of the Company and its increase in corporate value over the medium and long term. The Company has nominated him as a candidate for outside director as the Company expects him to supervise the business management and perform checking function over it based on his perspective with those experiences and insights as a professional of overseas expansion and business management.

Special interests in the Company: There is no special interest between Mr. Koji Toshima and the Company. There is no business relationship between the Company and YASKAWA Electric Corporation. Therefore, the candidate satisfies the requirements for an independent outside officer as stipulated by the Company.

Candidate No.	<b>Masayoshi Nuki</b> Date of Birth: January 27, 1945		Reelection Outside Independent Attendance at meetings of the Board of Directors during the fiscal year ended March 31, 2019: 11/12 (91.6%) Number of the Company's shares owned: 1,829 shares Tenure as outside director of the Company: 6 years
		nary, position and re n concurrent posts out	esponsibility in the Company, and important side the Company
	Apr. 1968	Joined Kyushu Ele	ectric Power Company, Incorporated
	June 2000	e	of Public Relations Department, Kyushu mpany, Incorporated
	July 2001	Administration Officer, General Manager of Public Relations Department, Kyushu Electric Power Company, Incorporated	
	June 2003	Administration Officer, General Manager of Kagoshima Branch Office, Kyushu Electric Power Company, Incorporated	
0	July 2003		General Manager of Kagoshima Branch ectric Power Company, Incorporated
(I)	June 2007	Director and Managing Executive Officer, General Manager of Business Development Division and General Manager of Information Communication Division, Kyushu Electric Power Company, Incorporated	
	June 2009	Representative Director and Vice President, General Manage of Customer Services Division, Kyushu Electric Power Company, Incorporated	
	June 2010	Representative Director and Vice President, Kyushu Electric Power Company, Incorporated	
	Apr. 2012	Representative Di Power Company,	rector and Chairman, Kyushu Electric Incorporated
	June 2013	Director, Kyushu Railway Company (current)	
	June 2018	Senior Executive A Incorporated (curr	Adviser, Kyushu Electric Power Company, ent)
	Senior Executi	formation on concurrent ive Adviser, Kyushu Ele oka Association of Corp	ectric Power Company, Incorporated

Mr. Masayoshi Nuki has a wealth of experience and board expertise as he has been long engaged in business management of Kyushu Electric Power Company, Incorporated and also plays an active role in the business circles in Kyushu area, contributing to the development and revitalization of the regional economy. Since June 2013, he has provided the Company with valuable opinions from an independent position as outside director, contributing to the sustainable growth of the Company and its increase in corporate value over the medium and long term. The Company has nominated him as a candidate for outside director as the Company expects him to supervise the business management and perform checking function over it based on his perspective with those experience and insights as a specialist in regional economic revitalization and business management.

Special interests in the Company: Although the Company has a business relationship with Kyushu Electric Power Company, Incorporated including payment of the electricity costs, over the last three fiscal years the Company's income from Kyushu Electric Power Company, Incorporated has amounted to less than 1% of the Company's annual consolidated net sales, and Kyushu Electric Power Company, Incorporated's income from the Company has amounted to less than 1% of Kyushu Electric Power Company, Incorporated's annual consolidated net sales. Consequently, the candidate satisfies the requirements for an independent outside officer as stipulated by the Company.

Candidate No. 9	<b>Izumi Kuwano</b> Date of Birth: August 1, 1964		Reelection Outside Independent Attendance at meetings of the Board of Directors during the fiscal year ended March 31, 2019: 12/12 (100%) Number of the Company's shares owned: 508 shares Tenure as outside director of the Company: 5 years	
	Career summary, position and responsibility in the Company, and important information on concurrent posts outside the Company			
600	Apr. 1993	Joined Kabushiki Kaisha Tamanoyu		
	Apr. 1995	Director and Seni Tamanoyu	or Managing Officer, Kabushiki Kaisha	
	Oct. 2003	Representative Director and President, Kabushiki Kaisha Tamanoyu (current)		
	June 2014	2014 Director, Kyushu Railway Company (current)		
	Representative President of Yu	formation on concurrent Director and President ufuin Onsen Tourism Fo for, Oita Bank, Ltd.	, Kabushiki Kaisha Tamanoyu	

Ms. Izumi Kuwano has a wealth of experience and broad expertise as she has been long engaged in business management of Kabushiki Kaisha Tamanoyu and has played an active role in the tourism field and urban development. Since June 2014, she has provided the Company with valuable advice from an independent position as outside director, contributing to the sustainable growth of the Company and its increase in corporate value over the medium and long term. The Company has nominated her as a candidate for outside director as the Company expects her to supervise the business management and perform checking function over it based on her perspective with those experiences and insights as a professional of tourism and business management.

Special interests in the Company: Although the Company has a business relationship with Kabushiki Kaisha Tamanoyu including payment of hotel accommodation fees, over the last three fiscal years the monetary value of the transactions from Tamanoyu has amounted to less than 1% of the Company's annual consolidated net sales, and the monetary value of the transactions from the Company has amounted to less than 2% of Tamanoyu's annual consolidated net sales and consequently, the candidate satisfies the requirements for an independent outside director as stipulated by the Company. Moreover, although the Company has a business relationship with Oita Bank, Ltd., which includes borrowing of funds, the monetary value of the transactions has amounted to less than 1% of the total annual consolidated assets of the Company over the last three fiscal years. Accordingly, the candidate satisfies the requirements for an independent outside officer as stipulated by the Company.

Candidate No.	Toshihi	de Ichikawa	New candidate Outside Independent	
10	Date of Birth	: September 27, 1954	Number of the Company's shares owned: – shares	
	Career summary, position and responsibility in the Company, and important information on concurrent posts outside the Company			
	Apr. 1977	Joined Mitsui Fudos	san Co., Ltd.	
	Apr. 2003	General Manager of Department, Mitsui	Roppongi-Project Development Planning Fudosan Co., Ltd.	
	Apr. 2005		General Manager of Roppongi-Project ing Department, Mitsui Fudosan Co., Ltd.	
	Aug. 2005		General Manager of Tokyo Midtown tment, Mitsui Fudosan Co., Ltd.	
	Apr. 2008		g Officer, General Manager of Tokyo 1ent Department, Mitsui Fudosan Co., Ltd.	
<b>A</b>	Apr. 2009		g Officer, Chief Operating Officer of usiness Division, Mitsui Fudosan Co., Ltd.	
1351	June 2011		g Director, Executive Managing Officer, ficer of Accommodations Business Division, , Ltd.	
	Apr. 2013	Managing Director,	Mitsui Fudosan Co., Ltd.	
	Apr. 2013	Advisor, Mitsui Hor	me Co., Ltd.	
104	June 2013	Specially Appointed	l Advisor, Mitsui Fudosan Co., Ltd.	
	June 2013	Representative Dire Officer, Mitsui Hom	ctor and President, President and Executive ne Co., Ltd.	
	Oct. 2018	Group Senior Office	er, Mitsui Fudosan Co., Ltd.	
	Apr. 2019	Advisor, Mitsui Fud	losan Co., Ltd. (current)	
	Apr. 2019	Standing Advisor, M	fitsui Home Co., Ltd. (current)	
	Advisor, Mitsu Standing Advis Chairman, Japa	ormation on concurrent ii Fudosan Co., Ltd. sor, Mitsui Home Co., L an 2×4 Home Builders A I, Japan Federation of Ho	td. Association	

Mr. Toshihide Ichikawa has a wealth of expertise and experience regarding the real estate and housing business, having been involved primarily in the housing development and building business at Mitsui Fudosan Co., Ltd., with a record of achievements in urban development through the development of Tokyo Midtown. Moreover, he was previously involved in management as a Managing Director of Mitsui Fudosan Co., Ltd., which is Japan's largest real estate company, and as Representative Director and President of Mitsui Home Co., Ltd. The Company has nominated him as a candidate for outside director as the Company expects him to supervise the business management and perform checking function over it based on his perspective with those experiences and insights as a professional of real estate and business management, particularly given his high level of skill and expertise in projects of a similar scale and multipurpose nature to the urban development projects that the Group aspires to carry out.

Special interests in the Company: There is no special interest between Mr. Toshihide Ichikawa and the Company. There is no business relationship between the Company and Mitsui Fudosan Co., Ltd. and Mitsui Home Co., Ltd. Therefore, the candidate satisfies the requirements for an independent outside officer as stipulated by the Company.

Candidate No.	<b>Shinji Asatsuma</b> Date of Birth: February 2, 1961		New candidate Outside Independent Number of the Company's shares owned:		
11	Date of Bil	th: 1 coluary 2, 1901	- shares		
	Career summary, position and responsion information on concurrent posts outside		sponsibility in the Company, and important ide the Company		
	Apr. 1984	Joined Kansai Paint (	Joined Kansai Paint Co., Ltd.		
	Apr. 2012	Executive Officer, General Manager of Corporate Planning Office, Kansai Paint Co., Ltd.			
	Apr. 2015	Managing Executive Officer, General Manager of International Div., Kansai Paint Co., Ltd.			
100	June 2016		Executive Officer, General Manager of Kansai Paint Co., Ltd.		
17	Apr. 2017	, , ,	Executive Officer, General Manager of General Manager of Corporate Administration o., Ltd.		
	Apr. 2018	Corporate Planning, 1	Executive Officer in charge of Management, Human Resources Planning, General Manager of Kansai Paint Co., Ltd.		
	Apr. 2019	Director, Kansai Pair	nt Co., Ltd. (scheduled to retire on June 27, 2019)		

Mr. Shinji Asatsuma has a wealth of knowledge and expertise regarding finance and accounting as he has been engaged principally in administration operations at Kansai Paint Co., Ltd. He has been involved in formulating and executing the company's medium-term management plan as General Manager of Corporate Planning Office, has made successful efforts to promote the company's globalization as General Manager of International Division. He has also been responsible for IR, contributing towards providing information to shareholders and investors and increase corporate value, and has been involved in management as a director. The Company has nominated him as a candidate for outside director as the Company expects him to supervise the business management and perform checking function over it based on his perspective with those experiences and insights as a professional of finance, IR and business management.

Special interests in the Company: There is no special interest between Mr. Shinji Asatsuma and the Company. There is no business relationship between the Company and Kansai Paint Co., Ltd. Therefore, the candidate satisfies the requirements for an independent outside officer as stipulated by the Company.

(Notes)

1. Candidates Messrs. Koji Toshima and Masayoshi Nuki, Ms. Izumi Kuwano, Messrs. Toshihide Ichikawa and Shinji Asatsuma are candidates for outside director.

2. The Company has entered into limited liability agreements with Messrs. Koji Toshima, Masayoshi Nuki and Ms. Izumi Kuwano to limit their liability under Article 423, paragraph 1 of the Companies Act to the minimum liability amount stipulated by laws and regulations. If their reelection is approved, the Company will continue the said limited liability agreements with them.

In addition, if the election of Messrs. Toshihide Ichikawa and Shinji Asatsuma is approved, the Company will enter into the same agreements with them.

- 3. Candidates Messrs. Koji Toshima, Masayoshi Nuki and Ms. Izumi Kuwano satisfy the requirements for an independent officer as provided for by the Tokyo Stock Exchange and the Fukuoka Stock Exchange, and satisfy the Company's Independence Standard for Outside Officers (on next page), and the Company has submitted notification concerning their designation as independent officer to each exchange. If their reelection is approved, the Company plans to maintain their positions as independent officer.
- 4. Candidates Messrs. Toshihide Ichikawa and Shinji Asatsuma satisfy the requirements for an independent officer as provided for by the Tokyo Stock Exchange and the Fukuoka Stock Exchange, and satisfy the Company's Independence Standard for Outside Officers (on next page), and the Company plans to designate them as independent officer and submit notification concerning their designation as independent officer to each exchange if their election is approved.

# **Independence Standard for Outside Officers**

Outside officers (directors and other officers, if any) of the Company shall be deemed to be independent if they do not fall under any of the following items:

- 1. a current executive (a person who executes operations, such as executive director, executive officer, corporate officer, or employee; hereinafter, the same) of the Company or any of its subsidiaries (hereinafter, "Group companies"), or someone who has served in such a position in any of the past 10 fiscal years
- 2. a spouse or relative by blood or marriage within the second degree of a current executive of a Group company (to the extent such an executive is at a level equivalent to important employee or upper), or of someone who has served in such a position in any of the past three fiscal years.
- 3. an entity of whom the Company is a major business partner (that is, a recipient of payment from the Company in excess of 2% of said recipient's average consolidated sales over the period of the preceding three fiscal years), or, in the event such an entity is a corporation, an executive of said corporation
- 4. a major business partner of the Company (that is, an entity that makes payments to the Company that account for over 2% of the Company's average consolidated sales over the period of the preceding three fiscal years), or, in the event such a business partner is a corporation, an executive of said corporation
- 5. a major lender to the Company (that is, an entity that provides loans to the Company in excess of 2% of the Company's average consolidated assets among the preceding three fiscal year-ends), or, in the event such a lender is a corporation, an executive of said corporation
- 6. a legal expert, etc., whose remuneration received from the Company, other than officers' remuneration, exceeds ¥10 million in the current fiscal year or on average per annum over the period of the preceding three fiscal years, or, if such an expert belongs to a corporation, such a person who receives payments from the Company exceeding 2% of the consolidated sales of said corporation over the same period
- 7. a director or executive of an organization that receives donations in excess of ¥10 million in the current fiscal year or on average per annum from the Company over the period of the preceding three fiscal years
- 8. a major shareholder of the Company (that is, a shareholder who holds 10% or more of the total number of voting rights of the Company), or, in the event such a shareholder is a corporation, an executive of said corporation
- 9. a spouse or relative by blood or marriage within the second degree of a person who falls under any of items 3. through 8. above (to the extent such an executive is at a level equivalent to important employee or upper)
- 10. in addition to the preceding items 1. through 9., a person who is unable to independently perform duties as an independent outside officer due to a conflict of interest with the Company or to other exceptional circumstances

Proposal No. 3: Election of One (1) Director Who Is Audit and Supervisory Committee Member

Director who are Audit and Supervisory Committee member, Yasuko Goto, will retired at the end of this General Meeting of Shareholders. The Company therefore requests the election of the following one (1) person as a director who is an Audit and Supervisory Committee member to replace her.

In accordance with the Company's Articles of Incorporation, the term of office of the director who is an Audit and Supervisory Committee member that is elected as a substitute will continue until the expiration of the term of office of the resigning director who is an Audit and Supervisory Committee member.

The consent of the Audit and Supervisory Committee has been obtained for this proposal.

This proposal assumes that the Company is a company with audit and supervisory committee, therefore <u>the</u> proposal may only take effect on the condition that Agenda Item 8 "Amendments to a Portion of the Articles of Incorporation (Change to a Company with a Three Committees Structure)" is rejected.

The candidate for director who is Audit and Supervisory Committee member is as follows:

			New candidate
Masaya Hirokawa Date of Birth: April 3, 1962		Attendance at meetings of the Board of Directors during the fiscal year ended March 31, 2019: 12/12 (100%)	
		1702	Number of the Company's shares owned: 2,011 shares
		nary, position and res n concurrent posts outs	ponsibility in the Company, and important ide the Company
	Apr. 1985	Joined Japanese Na	ntional Railways
	Apr. 1987	Joined Kyushu Railway Company	
	Mar. 2005	General Manager of IT Strategic Planning Division of Corporate Planning Headquarters, Kyushu Railway Company	
	June 2008		f Strategy Management Department of Headquarters, Kyushu Railway Company
	June 2011	General Manager of Planning Department of Business Development Headquarters, Kyushu Railway Company	
	June 2012	General Manager of Finance & Accounting Department, Kyushu Railway Company	
	June 2013	General Manager o Railway Company	f Kumamoto Regional Office, Kyushu
A.	June 2013	Director, General M Kyushu Railway C	Aanager of Kumamoto Regional Office, ompany
	June 2015	Headquarters and C	irector General of Corporate Planning General Manager of Strategy Management porate Planning Headquarters, Kyushu
	June 2016	Director, General M Kyushu Railway C	Aanager of Administration Department, ompany
	June 2017	6 6	, General Manager of Administration nu Railway Company
	June 2018		ging Corporate Officer, General Manager Department, Kyushu Railway Company
	<ul> <li>Current responsi General Manager In charge of JR K</li> </ul>		

# Reasons for nomination as candidate for director who is an Audit and Supervisory Committee member

Mr. Masaya Hirokawa has a wealth of experience and board expertise as he was primarily engaged in administration and human resources operation. He was appointed as General Manager of IT Strategic Planning Division of Corporate Planning Headquarters, General Manager of Strategy Management Department of Corporate Planning Headquarters, General Manager of Planning Department of Business Development Headquarters, General Manager of Finance & Accounting Department and General Manager of Kumamoto Regional Office, and has currently assumed the post of Director and Managing Corporate Officer and General Manager of Administration Department. Since June 2013, he has taken part in the management of the Company as Director, helping to increase the corporate value of the Group. The Company has nominated him as a candidate for director who is an Audit and Supervisory Committee member with a deep internal knowledge of the Company to swiftly share information with the Audit and Supervisory Committee and to assist with adjustments within the Company and so forth in his auditing duties.

Special interests in the Company: There is no special interest between Mr. Masaya Hirokawa and the Company.

# **Proposal No. 4:** Election of Fifteen (15) Directors

If Agenda Item 8 "Amendments to a Portion of the Articles of Incorporation (Change to a Company with a Three Committees Structure)" is approved as originally proposed, the Company will become a company with nomination and other committees and consequently all (13) of the directors will retire upon expiration of their terms of office when the amendments to the Articles of Incorporation take effect. Accordingly, the Company proposes that the fifteen directors be elected after the transition to a company with nomination and other committees.

With regard to this proposal, the Company has decided the details thereof upon consultation with the Company's Nomination and Compensation Advisory Committee and after receiving the recommendation that this proposal is appropriate from a perspective of establishing a management structure and strengthening its commitment for achieving the medium-term business plan, and of further enhancing corporate governance toward sustainable growth and medium- and long-term improvement in its corporate value.

Furthermore, the Company's Audit and Supervisory Committee has judged that each candidate meets the Company's selection standard for candidates for director, and judges all of the candidates to be competent to serve as directors of the Company having considered their achievements, expertise, and so forth.

This proposal makes only take effect on the condition that Agenda Item 8 "Amendments to a Portion of the Articles of Incorporation (Change to a Company with a Three Committees Structure)" is approved and adopted as originally proposed.

No.	Name
1	Koji Karaike
2	Toshihiko Aoyagi
3	Hayato Maeda
4	Ryuji Tanaka
5	Yoji Furumiya
6	Toshihiro Mori*
7	Koji Toshima
8	Masayoshi Nuki
9	Izumi Kuwano
10	Toshihide Ichikawa*
11	Shinji Asatsuma*

The candidates for director are as follows:

(Notes)

1. For career summaries and other information about candidates 1 to 11, please refer to Proposal No. 2.

2. Person marked with an asterisk is a new candidate for director.

Candidate No. 12	<b>Eiichi Kuga</b> Date of Birth: September 1, 1956		Reelection Outside Independent Attendance at meetings of the Board of Directors during the fiscal year ended March 31, 2019: 12/12 (100%) Number of the Company's shares owned: 911 shares Tenure as outside director of the Company: 1 year
	Career summar	y, position and respons	sibility in the Company
	Apr. 1981	Joined National Po	blice Agency
	Apr. 2006	Director-General of	of Kagoshima Prefectural Police
	Sept. 2007	Director-General of for Youth Affairs a	of Tokyo Metropolitan Government Office nd Public Safety
	Sept. 2009	Director-General of Police Department	of Security Dept. of Tokyo Metropolitan
	Feb. 2011	Director-General of	of Kanagawa Prefectural Police
	Apr. 2013	Director-General of	of Imperial Guard Headquarters
	Dec. 2015	Advisor, Nippon L	ife Insurance Company
	June 2016	Full-time Audit & Railway Company	Supervisory Board member, Kyushu
	June 2018	Director, Audit and Railway Company	d Supervisory Committee member, Kyushu (current)

Mr. Eiichi Kuga has a wealth of experience and broad insight as he has been long engaged in police administration. As full-time Audit & Supervisory Board member of the Company and then as a director who is an Audit and Supervisory Committee member since June 2018, he has performed auditing from various angles based on his experience and insight, working to ensure healthy and appropriate business management. The Company requests his election as an outside director, considering him to be suitable as he can be expected to contribute to appropriate decision making and fair supervision of the Board of Directors of the Company, particularly in the field of risk management based on his experience and expertise. Although he does not have experience of being involved in corporate management except for serving as outside officer, the Company determined that he will be able to carry out the duties of an outside director appropriately for the aforementioned reason.

Special interests in the Company: There is no special interest between Mr. Eiichi Kuga and the Company.

			Reelection
Candidate No. 13	Masaya Hirokawa Date of Birth: April 3, 1962		Attendance at meetings of the Board of Directors during the fiscal year ended March 31, 2019: 12/12 (100%)
15			Number of the Company's shares owned: 2,011 shares
	Career summary, position and responsibility in the Company, and important information on concurrent posts outside the Company		
	Apr. 1985	Joined Japanese N	ational Railways
	Apr. 1987	Joined Kyushu Railway Company	
	Mar. 2005		of IT Strategic Planning Division of g Headquarters, Kyushu Railway Company
	June 2008		of Strategy Management Department of g Headquarters, Kyushu Railway Company
	June 2011		of Planning Department of Business dquarters, Kyushu Railway Company
	June 2012	General Manager o Kyushu Railway C	of Finance & Accounting Department, Company
	June 2013	General Manager o Railway Company	of Kumamoto Regional Office, Kyushu
E.	June 2013	Director, General I Kyushu Railway C	Manager of Kumamoto Regional Office, Company
	June 2015	Headquarters and	Director General of Corporate Planning General Manager of Strategy Management rporate Planning Headquarters, Kyushu
	June 2016	Director, General I Kyushu Railway C	Manager of Administration Department, Company
	June 2017		r, General Manager of Administration hu Railway Company
	June 2018		nging Corporate Officer, General Manager Department, Kyushu Railway Company
	General Manager	ibility in the Company of Administration Dep yushu Hospital and Hu	

Mr. Masaya Hirokawa has a wealth of experience and board expertise as he was primarily engaged in administration and human resources operation. He was appointed as General Manager of IT Strategic Planning Division of Corporate Planning Headquarters, General Manager of Strategy Management Department of Corporate Planning Headquarters, General Manager of Planning Department of Business Development Headquarters, General Manager of Finance & Accounting Department and General Manager of Kumamoto Regional Office, and has currently assumed the post of Director and Managing Corporate Officer and General Manager of Administration Department. Since June 2013, he has taken part in the management of the Company as Director, helping to increase the corporate value of the Group. The Company has nominated him as a candidate for director as the Company expects him to leverage his experience and track records.

Special interests in the Company: There is no special interest between Mr. Masaya Hirokawa and the Company.

Candidate No. 14	<b>Kazuhide Ide</b> Date of Birth: January 3, 1942		Reelection Outside Independent Attendance at meetings of the Board of Directors during the fiscal year ended March 31, 2019: 11/12 (91.6%) Number of the Company's shares owned: 911 shares Tenure as outside audit & supervisory board member of the Company: 1 year
			sponsibility in the Company, and important
	Apr. 1964	i concurrent posts outs	to Bank Ltd. (currently Mizuho Financial
	лрі. 1904	Group, Inc.)	o Dank Etd. (currentry Wilzuno I maneral
	Apr. 1989	Manager of Related Business Department of Planning Division, The Dai-Ichi Kangyo Bank, Ltd. (currently Mizuho Financial Group, Inc.)	
	June 1990	Manager of Lotter Ltd.	ry Department, The Dai-Ichi Kangyo Bank,
	June 1992	Director, Manager of Personnel and Planning Dept., The Dai- Ichi Kangyo Bank, Ltd.	
	May 1994	Director, Manager of Personnel Dept., The Dai-Ichi Kangyo Bank, Ltd.	
	Apr. 1995	Director and Mana Ltd.	aging Officer, The Dai-Ichi Kangyo Bank,
(5.3)	Apr. 1997	Advisor, The Chik	xuho Bank, Ltd.
and the second	June 1997	Representative Di Bank, Ltd.	rector and Vice President, The Chikuho
	Apr. 1999	Representative Director and President, The Chikuho Bank, Ltd.	
	Apr. 2006	Representative Director and Chairman, The Chikuho Bank, Ltd.	
	June 2012	Director and Chai	rman, The Chikuho Bank, Ltd.
	June 2015	Outside Audit & Supervisory Board member, Kyushu Railway Company	
	June 2016	Chairman, The Chikuho Bank, Ltd.	
	June 2018	Director, Audit and Supervisory Committee member, Kyushu Railway Company (current)	
	July 2018	Counselor, The Cl	hikuho Bank, Ltd. (current)
	<important concurrent="" information="" on="" posts=""></important>		
	Counselor, The Chikuho Bank, Ltd.		

Reasons for nomination as candidate for outside director who is an Audit and Supervisory Committee member

Mr. Kazuhide Ide has a wealth of experience and a broad insight particularly in the financial field as corporate business manager as he has been long engaged in business management of The Chikuho Bank, Ltd. As full-time Audit & Supervisory Board member of the Company and then as a director who is an Audit and Supervisory Committee member since June 2018, he has performed audits from various angles based on his experience and insight, working to ensure healthy and appropriate business management. The Company requests his election as an outside director, considering him to be suitable as he can be expected to contribute to appropriate decision making and fair supervision of the Board of Directors based on his experience and knowledge.

Special interests in the Company: Although the Company has a business relationship with The Chikuho Bank, Ltd. including borrowing funds, over the last three fiscal years the transaction amount with The Chikuho Bank, Ltd. has amounted to less than 1% of the Company's consolidated total assets at the end of each fiscal year. Consequently, the candidate satisfies the requirements for an independent outside officer as stipulated by the Company.

			Reelection Outside Independent
Candidate No. 15	Yasunori Eto Date of Birth: December 21, 1967		Attendance at meetings of the Board of Directors during the fiscal year ended March 31, 2019: 10/10 (100%)
15			Number of the Company's shares owned: 97 shares Tenure as outside director of the Company: 1 year
		nary, position and re n concurrent posts outs	sponsibility in the Company, and important side the Company
	Apr. 1995	Appointed as a put	
	Apr. 2009	Deputy Chief Prosecutor, Kagoshima District Public Prosecutors Office	
	Apr. 2011	Public prosecutor,	Osaka District Public Prosecutors Office
60	Sept. 2011	Retired as Public p	rosecutor
1000	Oct. 2011	Registered as an at	torney at law
No.		Attorney at law, Be (current)	engoshi Hojin Hino Sogo Law Office
	June 2018	Director, Audit and Railway Company	l Supervisory Committee member, Kyushu (current)
	<important concurrent="" information="" on="" posts=""></important>		
	Attorney at law		
Reasons for nomination a	s candidate for (	outside director who is	an Audit and Supervisory Committee member
and Audit & Supervisory C his experience and insight, pusiness management. The can be expected to contribu- his experience and knowled Although he does not have	ommittee membe particularly from Company reques te to appropriate lge. experience of be	er since June 2018, he ha the standpoint of legal a sts his election as an outs decision making and fai ing involved in corporat	public prosecutor and attorney at law. As a Director as performed audits from various angles based on risk, working to ensure healthy and appropriate side director, considering him to be suitable as he r supervision of the Board of Directors based on e management except for serving as outside e duties of an outside director appropriately for the
aforementioned reason.			
There is no business relation	nship between th	e Company and Bengos	veen Mr. Yasunori Eto and the Company. hi Hojin Hino Sogo Law Office. Therefore, the er as stipulated by the Company.
Notes)		*	
			ımi Kuwano, Messrs. Toshihide Ichikawa, Shinji didates for outside director.
2. The Company has enter Kuwano, Messrs. Eiich the Companies Act to t the Company will cont	red into limited l ni Kuga, Kazuhic the minimum liab inue the said lim	liability agreements with le Ide and Yasunori Eto pility amount stipulated ited liability agreements	Messrs. Koji Toshima and Masayoshi Nuki, Ms. Izu to limit their liability under Article 423, paragraph 1 d by laws and regulations. If their reelection is approve with them.
In addition, if the elect the same agreements w		oshihide Ichikawa and S	hinji Asatsuma is approved, the Company will enter i
3. Candidates Messrs. Ko	oji Toshima and N		umi Kuwano, Messrs. Eiichi Kuga, Kazuhide Ide and r as provided for by the Tokyo Stock Exchange and the

- 3. Candidates Messrs. Koji Toshima and Masayoshi Nuki, Ms. Izumi Kuwano, Messrs. Eiichi Kuga, Kazuhide Ide and Yasunori Eto satisfy the requirements for an independent officer as provided for by the Tokyo Stock Exchange and the Fukuoka Stock Exchange, and satisfy the Company's Independence Standard for Outside Officers (on page 21), and the Company has submitted notification concerning their designation as independent officer to each exchange. If their reelection is approved, the Company plans to maintain their positions as independent officer.
- 4. Candidates Messrs. Toshihide Ichikawa and Shinji Asatsuma satisfy the requirements for an independent officer as provided for by the Tokyo Stock Exchange and the Fukuoka Stock Exchange, and satisfy the Company's Independence Standard for Outside Officers (on page 21), and the Company plans to designate them as independent officer and submit notification concerning their designation as independent officer to each exchange if their election is approved.

Proposal No. 5: Introduction of Performance-linked Share-based Remuneration Plan for Directors

# 1. Reasons for proposal

This proposal requests approval with respect to introducing a new performance-linked share-based remuneration plan called the "Board Benefit Trust (BBT)" (the "Plan") for the Company's directors (excluding outside directors and directors who are Audit and Supervisory Committee members; the same shall apply hereinafter in this proposal, unless otherwise indicated) and its senior executive officers (the "Directors, etc.").

The purpose of this proposal is to further clarify the linkage between remuneration for Directors, etc. and the corporate performance and share value of the Company, and to ensure that not only the benefit of the increase in share prices, but also the risk of the decrease in share prices are shared between the Directors, etc. and the shareholders, thereby further motivating the Directors, etc. to contribute to the improvement in the business performance and corporate value over the medium and long term. In light of such purpose, the Company believes this proposal is appropriate.

This proposal requests the approval of the amount of remuneration, etc. to provide directors of the Company with a new form of share-based remuneration separately from the amount of remuneration for directors (excluding directors who are Audit and Supervisory Committee members) approved at the 31st Annual General Meeting of Shareholders held on June 22, 2018 (up to ¥420 million annually [including up to ¥36 million annually for outside directors]. However, this does not include the portion of employee salaries.). The details of the Plan shall be decided by the Board of Directors within the framework of Section 2 "Amount of remuneration, etc. and reference information" below.

The number of directors eligible to benefit from the Plan is currently six, and the number will not be changed even if Proposal No. 2 is approved and adopted as originally proposed.

With regard to this proposal, the Company has decided the details thereof upon consultation with the Company's Nomination and Compensation Advisory Committee and after receiving the recommendation that this proposal is appropriate from a perspective of establishing a management structure and strengthening its commitment for achieving the medium-term business plan, and of further enhancing corporate governance toward sustainable growth and medium- and long-term improvement in its corporate value.

Furthermore, specifics of the remuneration, etc. have been regarded as appropriate by the Company's Audit and Supervisory Committee, as they have confirmed and examined matters such as approaches with respect to purpose of the remuneration, linkage to business performance, and effectiveness with respect to granting robust incentives geared to achieving objectives of the medium-term business plan.

The resolutions of this proposal shall take effect only on the condition that Agenda Item 8, "Amendments to a Portion of the Articles of Incorporation (Change to a Company with a Three Committees Structure)" is rejected, given that this proposal is premised on the Company having adopted the company with audit and supervisory committee structure. Moreover, the resolutions of this proposal shall take effect only on the condition that Agenda Item 11, "Revision of Remuneration Amounts for Directors (Excluding Directors Who Are Audit and Supervisory Committee Members) and Introduction of Restricted Share Remuneration?" is also rejected, given that the Company does not intend to implement the remuneration plan of this proposal concurrently with the remuneration plan of Agenda Item 11, "Revision of Remuneration Amounts for Directors (Excluding Directors Who Are Audit and Supervisory Committee Members) and Introduction of Remuneration Amounts for Directors (Excluding Directors Who Are Audit and Supervisory Committee Members) and Introduction of Remuneration Amounts for Directors (Excluding Directors Who Are Audit and Supervisory Committee Members) and Introduction of Remuneration Amounts for Directors (Excluding Directors Who Are Audit and Supervisory Committee Members) and Introduction of Restricted Share Remuneration."

# 2. Amount of remuneration, etc. and reference information

# (1) Outline of the Plan

The Plan is a performance-linked share-based remuneration plan under which the Company's shares are acquired through a trust using money contributed by the Company as the financial funds (hereinafter the trust that is established based on the Plan is referred to as the "Trust"), and the Directors, etc. are provided with the Company's shares and an amount of money equivalent to the market value of the Company's shares (the "Company's Shares, etc.") through the Trust in accordance with the Rules on Provision of Shares to Officers established by the Company. The Directors, etc. shall receive the Company's Shares, etc. upon their retirement from office, in principle.

# (2) Persons eligible for the Plan

Directors (outside directors and directors who are Audit and Supervisory Committee members are not eligible for the Plan) and senior executive officers

# (3) Trust period

From August 2019 (planned) until the termination of the Trust. (With regard to the trust period, we shall not set a specific date of the termination of the Trust, and the Trust will continue as long as the Plan continues. The Plan will terminate upon the delisting of the Company's shares or abolition of the Rules on Provision of Shares to Officers, or in certain other cases.)

### (4) Trust amount (amount of remuneration, etc.)

Subject to approval of this proposal, the Company will introduce the Plan for the three fiscal years from the fiscal year ending March 31, 2020 to the fiscal year ending March 31, 2022 (hereinafter, such three-fiscalyear period is referred to as the "Initial Period," and The Initial Period and each three consecutive fiscal years following the Initial Period are respectively referred to as "Applicable Period"), as well as each Applicable Period that follows, and contribute money as defined below to the Trust as the financial funds for the Trust to acquire the Company's shares for the purpose of providing the Company's Shares, etc. to Directors, etc.

First, the Company will contribute funds of up to ¥600 million (including ¥390 million for Directors) as necessary funds for the Initial Period upon establishing the Trust (August 2019 [planned]). Furthermore, after the expiration of the Initial Period, in principle, the Company will make additional contributions to the Trust, of up to ¥600 million (including ¥390 million for Directors) for each Applicable Period until the termination of the Plan. However, in the case of making such additional contributions, if the Company's shares (excluding a number of the Company's shares that have not yet been provided to Directors, etc. equivalent to points granted to them for each Applicable Period up to the immediately preceding Applicable Period) and money remain in the Trust (such shares and money are collectively referred to as the "Remaining Shares, etc."), the total amount of the Remaining Shares, etc. (the amount for the Company's shares shall be the market value on the final day of the immediately preceding Applicable Period) and additionally contributed money shall not exceed ¥600 million (including ¥390 million for Directors).

During the Applicable Period encompassing the Initial Period, the Company may contribute funds to the Trust in a manner that involves dividing its contributions into multiple installments, such that the cumulative amount of contributions made during the Applicable Period are to be no more than the respective upper limits aforementioned. Moreover, the Company shall disclose matters in a timely and appropriate manner in the event of a decision to make additional contributions.

(5) Acquisition method of the Company's shares and number of shares to be acquired

The Trust shall acquire the Company's shares through the stock market on which the Company's shares are listed or by way of subscribing to the disposition of the Company's treasury shares, using the money contributed in accordance with (4) above as the funds.

In the Initial Period, up to 200,000 shares shall be acquired without delay after the establishment of the Trust.

The details of the acquisition of the Company's shares by the Trust shall be disclosed in a timely and appropriate manner.

(6) Calculation method of the number of the Company's Shares, etc. to be provided to Directors, etc. The Company shall grant Directors, etc. a specified number points determined upon having given consideration to factors relating to respective fiscal years such as their positions based on the Rules on Provision of Shares to Officers, and the extent to which business performance has achieved the targets stipulated by the medium-term business plan.

Each point granted to the Directors, etc. 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 (provided, however, in case where the Company's shares become the subject of a share split, allotment of shares without contribution, or consolidation of shares, etc. after this proposal is approved, accumulated number of points granted or the conversion rate shall be adjusted in a reasonable manner in proportion to the relevant ratio, etc.). The number of points for Directors, etc. used as the basis for the "Provision of the Company's Shares, etc." described in (7) below shall be the accumulated points granted to Directors, etc. by the time of their retirement from office, in principle (hereinafter referred to as the "Defined Number of Points" for the points

calculated in this manner).

### (7) Provision of the Company's Shares, etc.

If a Director, etc. retires from office and fulfills the beneficiary requirements stipulated in the Rules on Provision of Shares to Officers, the Director, etc. may receive the provision of the Company's shares from the Trust after his/her retirement from office in accordance with the Defined Number of Points as explained in (6) above, in principle, by completion of the prescribed procedures to become a beneficiary. However, if an incumbent Director, etc. fulfills the requirements stipulated in the Rules on Provision of Shares to Officers, he/she will receive monetary provisions equivalent to the market value of the Company's shares instead of the provision of the Company's shares for a certain part. For this case, the Trust may sell the Company's shares in order to make the monetary provisions.

#### (8) Voting rights

Voting rights of the Company's shares in the Trust shall not be exercised, without exception, at the instruction of the trust administrator. With that, it is intended to ensure that the exercise of voting rights of the Company's shares in the Trust should be neutral with respect to the management of the Company.

#### (9) Handling of dividends

The dividends of the Company's shares within the Trust account shall be received by the Trust and mainly used for the acquisition of the Company's shares or trust fees to the trustee pertaining to the Trust. Upon any discontinuance of the Trust, dividends, etc. remaining in the Trust shall be distributed to the Directors, etc. in office at that point in time, proportionally depending on the number of points respectively held, as stipulated by the Rules on Provision of Shares to Officers.

#### (10) Treatment upon the termination of the trust

The Trust will terminate upon the delisting of the Company's shares, abolition of the Regulations for Provision of Shares to Officers, or in certain other cases. With regard to the Company's shares among the residual assets of the Trust at the time of termination of the Trust, the Company plans to acquire all such shares without consideration and cancel them by resolution of the Board of Directors. Of the residual assets of the Trust at the time of the Trust, the balance of money excluding money delivered to Director, etc. in accordance with (9) above will be provided to the Company.

#### Reference: Structure of the Plan



- (1) The Company will formulate the Rules on Provision of Shares to Officers within the scope of the structure approved in this proposal.
- (2) The Company will entrust money within the scope approved in this proposal.
- (3) The Trust will acquire the Company's shares through the stock market or subscribing to the Company's disposal of treasury shares by using money entrusted as in (2) above as the underlying funds.
- (4) The Company will grant points to Directors, etc. in accordance with the Rules on Provision of Shares to Officers.
- (5) The Trust will not exercise voting rights of the Company's shares in the Trust account in accordance with the instructions from the trust administrator independent of the Company.
- (6) The Trust will provide those individuals who retire from office as Directors, etc. and fulfill the beneficiary eligibility requirements stipulated in the Rules on Provision of Shares to Officers (hereinafter, "beneficiaries") with the Company's shares according to the number of points granted to the relevant beneficiary. However, if a Director, etc. fulfills the requirements stipulated in the Rules on Provision of Shares to Officers, the Company will provide the Director, etc. with money equivalent to the market price of the Company's shares for a certain proportion of the number of the points.

# **Proposal No. 6:** Revision of Remuneration Amount of Directors (Excluding Directors Who Are Audit and Supervisory Committee Members)

At its 31st Annual General Meeting of Shareholders held on June 22, 2018, the remuneration amount of directors (excluding directors who are Audit and Supervisory Committee members; the same shall apply hereinafter in this proposal) has been approved to be not more than ¥420 million annually (of which, remuneration for outside directors shall be not more than ¥36 million), and this has remained in place to the present date. However, taking into consideration the factors including increase in the number of outside directors, for the purpose of improving its corporate governance, the Company proposes to revise the remuneration amount of outside directors to be not more than ¥60 million annually while the remuneration amount of directors shall be remained at not more than ¥420 million annually. The Company also proposes that decisions on matters such as specific amounts and the timing of payments for respective directors be made by means of resolution by the Board of Directors.

The remuneration amount shall not include the portions of employee salaries of directors concurrently serving as employees.

Whereas there are currently nine directors (of which, three are outside directors), there will be 11 directors (of which, five will be outside directors) if Proposal No. 2 is approved and adopted as originally proposed.

With regard to this proposal, the Company has decided the details thereof upon consultation with the Company's Nomination and Compensation Advisory Committee and after receiving the recommendation that this proposal is appropriate.

Specifics of the revision of remuneration amount have been deemed appropriate by the Company's Audit and Supervisory Committee, upon examining and taking into consideration matters such as an increase in the number of outside directors, etc.

The resolutions of this proposal shall take effect only on the condition that Agenda Item 8, "Amendments to a Portion of the Articles of Incorporation (Change to a Company with a Three Committees Structure)" is rejected, given that this proposal is premised on the Company having adopted the company with audit and supervisory committee structure. Moreover, the resolutions of this proposal shall take effect only on the condition that Agenda Item 12, "Revision of Remuneration Amount of Outside Directors" is rejected, given that the Company does not intend to concurrently implement resolutions of Agenda Item 12, "Revision of Remuneration to the resolutions of this proposal.

# <Shareholder Proposals (Agenda Items 7 to 12)>

Agenda Items 7 to 12 are proposals made by shareholder (1 shareholder).

With the exception of "Opinion of JR Kyushu's Board of Directors" and "Reasons for Opposition," proposals by the shareholder are all presented as received from the proposing shareholder.

#### Agenda Item 7: Implementation of Share Buyback

### (1) Summary of the Agenda Item

The Company shall acquire 16,000,000 shares of the Company's common shares (**"Common Shares"**) by payment of an acquisition cost up to a total of 72 billion Japanese Yen (however, if the permitted total acquisition cost under the Companies Act (Clause 461 of the Companies Act, **"Distributable Amount"**) is less than the aforementioned acquisition cost for, then up to the Distributable Amount) within 1 year from the end of the annual shareholders' meeting in accordance with Article 156, Paragraph 1 of the Companies Act.

### (2) Reasons for the Proposal

Japan's Corporate Governance Code states that management should articulate its capital policies and define its cost of capital. While JR Kyushu's Medium-Term Plan outlined its real estate pipeline, it failed to define its cost of capital or optimal capital structure. Fir Tree believes a balance sheet composed mainly of real estate assets but financed without debt is inefficient and diminishes return on equity (ROE).

Fir Tree is proposing that JR Kyushu's Board repurchase 10% of outstanding shares to lower its cost of capital and offset the projected decline in ROE. Buying back stock would result in earnings per share growth of over 10%, an immediate increase in ROE from 12.2% to 13.7%<sup>1</sup> and a lower cost of capital. Even with this share repurchase and the Company's planned capex, JR Kyushu's net debt would remain far below its peers.

Following the buyback, the Company's total payout ratio should be increased to 50% (through buybacks and/or dividends).

# (3) Opinion of JR Kyushu's Board of Directors

The Board of Directors opposes this proposal.

#### (4) Reasons for Opposition

This proposal proposes a large buyback equivalent to 10% of JR Kyushu's outstanding shares. JR Kyushu opposes it for the following reasons.

In challenging business environment, the JR Kyushu Group, whose main business area is Kyushu, has conducted businesses such as the railway business and development in areas around stations, as typified by Seven Stars in Kyushu and JR HAKATA CITY, since its establishment upon Japan National Railway's breakup and privatization, and has contributed to the revitalization of local societies through its development and earned trust from local people, and went public in 2016. The JR Kyushu Group, as a corporate group that provides mobility services in Kyushu, will continue to enhance the corporate value by fulfilling its social role.

On the other hand, as shown in the JR Kyushu Group Medium-Term Business Plan 2019–2021 released on March 19, 2019, operating income is expected to decline during the three-year term of the plan due to higher expenses resulting from the end of special tax measures, higher depreciation expenses in the railway business, etc. In response to a rapid change in the business environment such as population decline, the JR Kyushu Group needs to create sustainable mobility services centering on railways in Kyushu that are the source of JR Kyushu's corporate value, and needs funds for growth investment in addition to funds for maintenance and upgrade investment (including safety investment) in the transportation segment. Further, to boost the JR Kyushu Group's medium- and long-term corporate value, funds are needed for investment

<sup>&</sup>lt;sup>1</sup> Sources: Fir Tree Partners FY 3/2020 estimates, JR Kyushu Company materials

in future growth and for maintenance and upgrade investment in existing station buildings, etc., such as the development of the space above the tracks at Hakata Station and the area around Nagasaki Station, as well as the development of the area around Kumamoto Station and the west entrance of Miyazaki Station in the real estate and hotels segment.

For the time being, capital expenditure (growth investment, maintenance and upgrade investment, safety investment) in excess of the current consolidated operating cash flow will be needed to maintain and develop the source of the JR Kyushu Group's corporate value and improve the medium- and long-term corporate value. JR Kyushu will move ahead with this strategy.

More specifically, JR Kyushu plans total capital expenditure of \$340 billion, comprising growth investment of \$210 billion, and maintenance and upgrade investment of \$130 billion (including \$70 billion of safety investment) over the three-year period of the plan. JR Kyushu forecasts consolidated operating cash flow of \$220 billion over the same period and plans to carry out maintenance and upgrade investment, a portion of the growth investment, and pay shareholder returns from this amount, and to draw on debt capacity (corporate bonds and borrowing) for the remaining growth investment.

JR Kyushu needs to maintain financial soundness in order to realize medium- and long-term growth through these investments while at the same time appropriately fulfilling the JR Kyushu Group's social role by handling the risks of population decline and intensified natural disasters such as earthquakes and torrential rain, etc. in Kyushu in an agile and flexible manner. On the other hand, this proposal is the proposal to use large-scale debt financing to implement the share buyback, and it ignores financial soundness and is aimed solely at short-term shareholder returns, which would weaken JR Kyushu's ability to respond to the business risks, damage the JR Kyushu Group's trust among local societies and consequently the very source of its corporate value, and sacrifice future growth. For these reasons, the Board believes this proposal damages the JR Kyushu Group's medium- and long-term corporate value and it is severely flawed.

JR Kyushu is also aware of the importance of shareholder returns, and as shown in the JR Kyushu Group Medium-Term Business Plan 2019–2021, JR Kyushu made a firm commitment to stable shareholder returns over the long term, even during periods of falling operating profit, by raising its payout ratio from its current dividend payout ratio of 30% to a total payout ratio of 35% and by implementing share buybacks depending on circumstances. On the other hand, the total payout ratio of 50% in this proposal is inappropriate for the JR Kyushu Group that is aiming to realize medium- and long-term growth by exploiting investment opportunities flexibly even during periods of falling operating profit and drawing on debt capacity (corporate bonds and borrowing).

# Agenda Item 8: Revisions to a Portion of the Articles of Incorporation (Change to a Company with a Three Committees Structure)

# (1) Summary of the Agenda Item

The current Articles of Incorporation shall be revised as follows, in order to adopt a three committee structure. The clauses related to this agenda item shall be modified to reflect the formalistic changes required to account for the other agenda items in the shareholders' meeting (including agenda items related to Company proposals) that are approved.

Current Articles of Incorporation	Proposed Changes
(Corporate Organs)	(Corporate Organs)
Article 4 The Company shall have the following	Article 4 The Company shall, as the Company with
organs in addition to the general shareholders'	Committees, etc., have the following organs in
meeting and directors.	addition to the general shareholders' meeting and
(1) Board of Directors	directors.
<ul> <li>(2) <u>Audit and supervisory committee</u></li> <li>(3) Accountant auditor</li> </ul>	<ul><li>(1) Board of Directors</li><li>(2) <u>Nominating committee</u>, audit committee</li></ul>
	and compensation committee
	(3) Executive officers
	(4) Accountant auditor
(Shareholder registry administrator)	(Shareholder registry administrator)
Article 11 The Company shall have a shareholder	Article 11 The Company shall have a shareholder
registry administrator.	registry administrator.
2. The shareholder registry administrator and its	2. The shareholder registry administrator and its
place of business operations shall be set by	place of business operations shall be set by the
resolution of the Board of Directors and shall be	executive entrusted by the Board of Directors or by
announced publicly.	resolution of the Board of Directors and shall be
3. The creation and implementation of the	announced publicly.
Company's stock ledger and registry of stock	3. The creation and implementation of the
options and other matters related to the stock ledger	Company's stock ledger and registry of stock
and registry of stock options are entrusted with the	options and other matters related to the stock ledger
shareholder registry administrator and shall not be	and registry of stock options are entrusted with the
handled by the Company.	shareholder registry administrator and shall not be
	handled by the Company.
(Rules for Handling Shares)	(Rules for Handling Shares)
Article 12 The rules for handling the Shares relating	Article 12 The rules for handling the Shares relating
to the handling and fees related to the Company's	to the handling and fees related to the Company's
shares shall be the applicable laws and this Articles	shares shall be the applicable laws and this Articles
of Incorporation, as well as the rules for handling	of Incorporation, as well as the rules for handling
shares as determined by the Board of Directors.	shares as determined by the executive delegated
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	such authority by the Board of Directors or by
	resolution of the Board of Directors.
(Convenor and Chair)	(Convenor and Chair)
Article 15 The President-Director shall convene the	Article 15 The director with a dual role as the
Shareholders' Meeting and serve as its chair.	President shall convene the Shareholders' Meeting
2. If the Representative Director and President is	and serve as its chair.
unable to chair, another director shall chair in the	2. If there is no director with a dual role as the
order determined by the Board of Directors in	President in place or if the director with a dual role
advance.	as the President is unable to chair, another director
	shall chair in the order determined by the Board of
	Directors in advance.
(Number of Directors)	(Number of Directors)
Article 20 The number of directors for the Board of	Article 20 The number of directors for the Board of
Directors (excluding directors who are members of	Directors shall be <u>17</u> directors or less.
the audit and supervisory committee) shall be 12	
directors or less.	
2 The number of directors who are members of the	(Paragraph 2 is deleted)
audit and supervisory committee of the Company	
("Audit and Supervisor Committee Member") shall	
be five (5) directors or less.	
(Method of Election of Directors)	(Method of Election of Directors)
Article 21 The directors shall be elected at the	Article 21 The directors shall be elected at the
general shareholder meeting by distinguishing	general shareholder meeting.
between the Audit and Supervisory Committee	2. The election resolution of the directors shall
Members and other directors.	require the majority of voting rights at a meeting
2. The election resolution of the directors shall	where shareholders having one-third or more of the
require the majority of voting rights at a meeting	voting rights of the shareholders allowed to
where shareholders having one-third or more of the	exercise voting rights are present.
voting rights of the shareholders allowed to	3. Cumulative voting shall not be used for the
exercise voting rights are present.	above paragraph's election resolution of the
3. Cumulative voting shall not be used for the	directors.
above paragraph's election resolution of the	
directors.	
(Term of Office of Directors)	(Term of Office of Directors)
Article 22 Term of office of a director <u>(excluding</u>	Article 22 Term of office of a director shall
the Audit and Supervisory Committee Members)	continue until the conclusion of the annual

shall continue until the conclusion of the annual	shareholders meeting for the last business year
shareholders meeting for the last business year	which ends within one (1) year from the time of his
which ends within one (1) year from the time of his	or her election.
or her election.	(Paragraph 2 deleted)
2. The term of office of an Audit and Supervisory	
Committee Member shall continue until the	
conclusion of the annual shareholders meeting for	(Paragraph 3 deleted)
the last business year which ends within two (2)	
years from the time of his or her election.	
3. The term of office of an Audit and Supervisory	
Committee Member who filled the vacancy of an	
Audit and Supervisory Committee Member who	
withdrew prior to the end of the term shall be the	
same time period which would have ended for the	
withdrawn Audit and Supervisory Committee	
Member.	
(Representative Directors and Directors with	(Deleted)
Titles)	
Article 23 The Representative Director of the Board	
of Directors shall be elected by resolution.	
2 The Board of Directors may elect by resolution	
one (1) Chairman, one (1) President and Executive	
President, and a few managing directors and	
executive directors.	
3. President-Director, by vote of the Board of	
Directors, may oversee presidential business duties.	
4. If the President-Director is unable to act, another	
director shall administer such job duties in the order	
determined by the Board of Directors in advance.	
(Convener and Chair of the Board of Directors)	(Convener and Chair of the Board of Directors)
Article <u>24</u> The meetings of the Board of Directors	Article 23 The meetings of the Board of Directors
shall be convened and chaired by the Director and	shall be convened and chaired by the Director who
Chairman.	has a dual role as the President.
2. If the Representative Director and President is	2. If the director with a dual role as the President is
absent or unable to act, the Chairman shall, and if	not in place or the director with a dual role as the
the Chairman is unable to act another director in the	President is absent or unable to act, the other
order determined by the Board of Directors in	directors in the order determined by the Board of
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advance shall convene the Board of Directors and	Directors in advance shall convene and chair the
chair.	Board of Directors.
Article <u>25</u> (Omitted)	Article <u>24</u> (as present)
(Entrustment of decision-making for important	(Board of Directors)
executive matters)	Article 25 The Board of Directors shall decide on
Article <u>26</u> The Board of Directors may delegate to	the Company's executive matters and oversee the
individual directors all or a portion of the decision-	execution of the work of the executives and
making authority for important executive matters	directors.
(other than the items listed in paragraph 5 of this	2. The Board of Directors may delegate decision-
clause) by resolution, as prescribed in Clause 366,	making on executive matters to executives, except
Paragraph 13(6) of the Companies Act.	as otherwise provided under applicable law.
Articles 27-28 (abbreviated)	Articles <u>26-27</u> (as present)
(Compensation, etc.)	(Deleted)
Article 29 The financial benefit received by the	
Company for compensation, bonuses and other	
consideration to executives shall be decided by	
resolution at the shareholders meeting by dividing	
up the Board of Directors who are Audit and	
Supervisory Committee Members from the Board	
of Directors who are not.	
(Advisers and Counselors)	(Advisers and Counselors)
Article <u>30</u> The Company may elect a few advisors	Article <u>28</u> The Company may elect a few advisors
and counselors by way of vote by the Board of	and counselors by way of vote by the Board of
Directors.	Directors therefor in accordance with the answer
2 The general duties of an adviser to the Company	provided in response to an inquiry to the
and particular duties of a counselor shall be to	nominating committee.
respond to the inquiries of the President.	2 The general duties of an adviser to the Company
	and particular duties of a counselor shall be to
	respond to the inquiries of the President and Chief
	Executive Officer.
Article <u>31</u> (omitted)	Article <u>29</u> (as current)
Chapter 5 Audit and Supervisory Committee	(Deleted)
(Members who are full-time Auditors, etc.)	(Deleted)
Article 32 The Audit and Supervisory Committee	
may elect by resolution full-time auditor members.	
(Notice to Convene the Audit and Supervisory	(Deleted)
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Article 33 The notice to convene the Audit and         Supervisory Committee shall be issued to each         Audit and Supervisory Committee member three.         (3) days prior to the date of meeting. However,         as necessary in case of emergency, this time period         may be shortened.         2. With the agreement of all of the members of the         Audit and Supervisory Committee, a meeting of the         Audit and Supervisory Committee Rules)         Article 34 Matters concerning the Audit and         Supervisory Committee Rules in addition         the laws or this Articles of Incorporation.         (Newly Established)         Chanter 5 Nominating Committee, Audit, committee and Compensation of the Board of Directors from among the directors.         (Newly Established)       (Authority of Each Committee)         Article 31 The nominating committee shall       determine the content of agenda items for election and dismissal of directors to be submitted to the general shareholder meeting and deliberate on matters concerning the election and dismissal of Directors after, selection and the Board of Directors and prepare audit reports and shall determine the.	Committee)	
Supervisory Committee shall be issued to each.         Audit and Supervisory Committee member three.         (3) days prior to the date of meeting.         However,         as necessary in case of emergency, this time period.         may be shortened.         2. With the agreement of all of the members of the.         Audit and Supervisory Committee, a meeting of the.         Audit and Supervisory Committee Rules)         Article 34 Matters concerning the Audit and         Supervisory Committee Rules in addition         to the laws or this Articles of Incorporation.         (Newly Established)         (Election of Committee Audit.         committee and compensation committee, shall be elected by resolution of the Board of         Directors from among the directors.         (Newly Established)         (Newly Established)         (Newly Established)         (Autionity of Each Committee)         Article 31 The nominating committee shall.         determine the content of agerda items for election and dismissal of advisers and counselors.         Nominating committee shall refer candidates for executive officers to such mominations.         2. The audit commitee shal		
Audit and Supervisory Committee member three.       (3) davs prior to the date of meeting. However,         as necessary in case of emergency, this time period       Image: Shortened.         2. With the agreement of all of the members of the       Audit and Supervisory Committee, a meeting of the         Audit and Supervisory Committee may occur.       With the agreement of mergency, this time period.         Audit and Supervisory Committee Rules)       (Deleted)         Article 34 Matters concerning the Audit and       (Deleted)         Supervisory Committee shall be according to the.       Audit and Supervisory Committee Rules in addition to the laws or this Articles of Incorporation.         (Newly Established)       Chanter 5 Nominating Committee, Audit Committee, Audit Committee and Compensation Committee, audit.         (Newly Established)       (Fleetion of Committee Members)         Article 30 The nominating committee, audit.       committee and compensation committee, audit.         (Newly Established)       (Authority of Each Committee)         (Newly Established)       (Authority of Each Committee)         (Newly Established)       (Authority of Each Committee shall determine the content of agenda items for election.         and dismissal of directors to be submitted to the general shareholder meeting and deliberate on.       matters concerning the election and dismissal of advisers and counselors.         Nominating committee shall refer candidates for.       executive officers		
(3) days prior to the date of meeting.       However, as necessary in case of emergency, this time period may be shortened.         2. With the agreement of all of the members of the Audit and Supervisory Committee, a meeting of the Audit and Supervisory Committee Rules)       (Deleted)         Article 34 Matters concerning the Audit and Supervisory Committee shall be according to the Audit and Supervisory Committee Rules)       (Deleted)         Article 34 Matters concerning the Audit and Supervisory Committee shall be according to the Audit and Supervisory Committee Rules in addition to the laws or this Articles of Incorporation.       (Deleted)         (Newly Established)       Chanter 5 Nominating Committee, Audit. Committee and Compensation Committee.         (Newly Established)       (Election of Committee Members)         Article 30 The nominating committee, audit. committee and compensation committee members. shall be elected by resolution of the Board of Directors.         (Newly Established)       (Authority of Each Committee)         Article 31 The nominating committee shall. determine the content of agenda items for election and dismissal of directors.         (Newly Established)       (Authority of Each Committee)         Article 31 The nominating committee shall. determine the content of agenda items for election and dismissal of directors.         (Newly Established)       (Authority of Each Committee)         Article 31 The nominating committee shall. determine the content of agenda items for election and dismissal of directors to be submitted to the general shareholder meeting a		
may be shortened.         2. With the agreement of all of the members of the         Audit and Supervisory Committee, a meeting of the         Audit and Supervisory Committee Rules)         Article 34 Matters concerning the Audit and         Supervisory Committee Rules in addition         to the laws or this Articles of Incorporation.         (Newly Established)         (Election of Committee Audit.         Committee and compensation Committee, Audit.         Committee and compensation committee, audit.         committee and compensation committee, audit.         (Newly Established)       (Election of Committee Members)         Article 30 The nominating committee, audit.         committee and compensation committee members.         shall be elected by resolution of the Board of         Directors from among the directors.         (Newly Established)       (Authority of Each Committee)         Article 31 The nominating committee shall.         determine the content of agenda items for election         and dismissal of directors to be submitted to the         general shareholder meeting and deliberate on         matters concerning the election and dismissal of         advisers and counselors.         Nominating committee shall refer candidates for         executive officers to the Board of Directors after		
2. With the agreement of all of the members of the         Audit and Supervisory Committee, a meeting of the         Audit and Supervisory Committee Rules)         Article 34 Matters concerning the Audit and         Supervisory Committee Rules in addition         to the laws or this Articles of Incorporation.         (Newly Established)         (Election of Committee, audit         committee and compensation committee shall         determine the content of agenda items for election         and dismissal of directors to be submitted to the         general shareholder meeting and deliberate on         matters concerning the election and dismissal of         advisers and counselors.	as necessary in case of emergency, this time period	
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	content of agenda items for election and dismissal of
	accountant auditors and not re-electing accountant
	auditors to be submitted to the general shareholder
	meetings.
	3. The compensation committee shall determine the
	policy concerning the determination of the content of
	the compensation, etc. individually for executive
	officers and directors and advisers and counselors. If
	the executive officer is concurrently an employee of
	the Company, content of the compensation, etc. of
	such employee shall be treated in the same way.
(Newly Established)	(Matters concerning Committees)
	Article 32 Matters concerning committees shall be
	determined in accordance with the rules of committees
	determined by the Board of Directors in addition to
	law and this Articles of Incorporation.
(Newly Established)	Chapter VI Executive Officers
(Newly Established)	(Election of Executive Officers)
	Article 33 Executive Officers of the Company shall be
	elected by resolution of the Board of Directors.
(Newly Established)	(Term of Office of Executive Officers)
	Article 34 Term of office of an executive officer
	shall continue until the conclusion of the Board of
	Director meeting first convened after the conclusion
	of the annual general shareholder meeting for the
	last business year which ends within one (1) year
	from the time of his or her election.
	2. The term of office of an executive officer elected
	to fill an increase or a vacancy shall continue until
	the expiry of term of office of other executive
	officers.
(Newly Established)	(Representative Executive Officer and Executive
	Officer with Titles)
	Article 35 The Board of Directors shall elect by
	resolution a representative executive officer from
	among the executive officers by resolution of the
	Board of Directors.
	A President and Chief Executive Officer shall be

	elected and, if necessary, a few vice executive presidents, executive managing director and managing director may be elected from among the executive officers by resolution of the Board of Directors.
(Newly Established)	(Exclusion of Liability of Executive Officer) Article 36 If falling under the requirements Specified by law regarding indemnification liability under Article 423, Paragraph 1 of the Companies Act for executive officers (including persons who were executive officers), the Company may exclude indemnification liability up to the amount provided by law.
Chapter <u>6</u> External Auditor	Chapter <u>7</u> External Auditor
Articles <u>35-36</u> (omitted)	Articles <u>37-38</u> (as present)
Chapter 7 Calculation	Article 8 Calculation
Articles <u>37-40</u> (omitted)	Articles <u>39-42</u> (as present)

# (2) Reasons for the Proposal

Fir Tree believes that a three Committee structure will allow for more meaningful and effective oversight, as well as improved decision making by the Company. In line with the Company's new JR Kyushu Group's 2019-2021 Medium-Term Business Plan (the "Plan") of strengthening governance, these changes will accelerate the separation of monitoring of management and execution, and together with the change to executive compensation, better enable the Company's management to achieve its long-term growth potential and corporate value.

Although the Company currently has a nominating committee and compensation advisory committee in place, Fir Tree believes that to be an insufficient mechanism given the reporting of the nominating and compensation advisory committees to the Board of Directors has no legal binding effect on the Board whatsoever. In line with our stewardship responsibilities, Fir Tree is proposing the three committee structure to strengthen the management supervisory function through a clear division of executive and management duties.

#### (3) Opinion of JR Kyushu's Board of Directors

The Board of Directors opposes this proposal.

#### (4) Reason for Opposition

With approval by the general meeting of shareholders held in 2018, JR Kyushu transitioned to a company with an audit and supervisory committee structure with the objectives of (1) further enhancing corporate governance by strengthening the audit and supervisory functions of the Board of Directors, which includes Audit and Supervisory Committee members with voting rights, and (2) further increasing corporate value by realizing quicker and more efficient corporate management through the delegation to individual directors of a part of decisions of execution of important operations.

In addition to transitioning to a company with an audit and supervisory committee structure, JR Kyushu has adopted an executive officer system with the objective of improving business performance by reinforcing JR Kyushu's competitiveness through the appointment of personnel who excel at business execution to the position of executive officer and the establishment of a functional and strategic management system which is able to respond appropriately and promptly to rapid changes in the business environment as a result of the separation of management decision-making and oversight functions from business execution functions through the clarification of business execution compartments.

There is no single absolutely correct answer as to a company's corporate structure and the adoption of a company with a three committees structure is not always the best solution. JR Kyushu decided to transition to a company with an audit and supervisory committee structure in recognition of the need for sweeping changes to the number and composition of directors based on the opinions of shareholders and the outcome of analysis and evaluation of the effectiveness of the Board of Directors. Deliberation by the Board of Directors led to the conclusion that an organizational structure with a company with an audit and supervisory committee structure of an executive officer system was the best solution in light of the business environment currently surrounding JR Kyushu.

In addition, in March 2019, JR Kyushu replaced the Compensation Advisory Committee with the Nomination and Compensation Advisory Committee comprising six outside directors and one inside director, chaired by an outside director, with the objectives of improving the objectivity and transparency of procedures for nominating and compensating board members and further strengthening corporate governance.

After transitioning to a company with an audit and supervisory committee structure and instituting an executive officer system at the end of June 2018, JR Kyushu has continued to make improvements, such as strengthening management of business segments, in addition to establishing the Nomination and Compensation Advisory Committee, in order to further enhance functionality and transparency in corporate governance. JR Kyushu thus believes that a company with an audit and supervisory committee structure is the best to strengthen corporate governance.

At this stage, only one year after transitioning to a company with an audit and supervisory committee structure, with various measures already underway, JR Kyushu believes it would be inefficient to transition from this structure to a company with a three committees structure, as it could lead to confusion in management and is not realistic at all. At this time, JR Kyushu believes it is more important to examine the effect of improvement measures already underway, including the transition to a company with an audit and supervisory committee structure.

For these reasons, JR Kyushu has decided it would be improper to transition to a company with a three committees structure.

# Agenda Item 9: Election of Three (3) Directors to the Board

(1) Summary of the Agenda Item

On the condition that Agenda Item 8, Revisions to a Portion of the Articles of Incorporation (Change to a Company with a Three Committees Structure) is approved, the below three candidates shall be elected as Directors.

Candidate number	Name
1	Toshiya Justin Kuroda
2	Keigo Kuroda
3	J. Michael Owen

## (2) Reasons for the Proposal

Fir Tree believes the addition of independent directors that are industry experts with extensive experience in Japanese real estate, finance and corporate communications will better enable the Board to allocate capital more rationally, make smart real estate investments and improve disclosure in order to achieve sustainable growth and improve corporate value for the Company, in line with the Corporate Governance Code (Principle 4-7). Fir Tree proposes to nominate three (3) independent directors in line with the Company's Medium Term Plan goal of "strengthening governance."

## (3) Brief bios of the candidates

Candidate		Birthdate: 10 April 1960	
number	Toshiya Justin Kuroda	Number of Company Shares Owned:	
1		0 shares	
<ul> <li>Brief biogram</li> </ul>	phy, position at Company, area of responsib	pility, other important positions	
1993-1994	Kidder, Peabody & Co in New York as	s an Analyst in the Real Estate Group.	
1994-1998	<b>Sumitomo Mitsui Banking Corp,</b> in Los Angeles as Vice President in Corporate & Project Finance.		
1999-2001	<b>KPMG</b> , in Los Angeles as a Senior Manager within the Real Estate Consulting practice.		
2001-2003	<b>Oaktree Capital Management,</b> in Tokyo as Senior Vice President responsible for acquiring real estate investments of over \$10bln in value.		
2005-2006	<b>Kennedy Wilson Japan</b> in Tokyo as Director responsible for asset management of the company's real estate portfolio.		
2006-2017	<b>Oaktree Capital Management,</b> in Tokyo as Managing Director & Representative overseeing Tokyo investment office and successful investment in a publicly traded Japanese REIT		
2017-Present	resent <b>TJK Partners</b> in Tokyo as CEO advising institutional clients on cross-border acquisitions.		
Basson for nomination as a Director condidate			

#### ■ Reason for nomination as a Director candidate

Mr. Toshiya Kuroda is a seasoned financial executive with more than 25 years of experience in private equity investment in real estate, distressed assets and non-performing loans, both in Japan and abroad. Mr. Kuroda has successfully managed large real estate teams responsible for structuring, due diligence and financing commercial property acquisitions, including hotel and residential use properties all over Japan. As Managing Director in charge of Oaktree Capital's Japan office, Mr. Kuroda also served as Executive Director of a Japan REIT, following a majority stake acquisition in 2008.

We propose to nominate Mr. Toshiya Kuroda as a truly independent outside director because his broad knowledge and views in the real estate business would be invaluable to the Company's management.

(Special conflicts of interest) There are no special conflicts of interest between Mr Toshiya Kuroda and the Company.

Candidate		Birthdate: 22 Sept 1972
number	Keigo Kuroda	Number of Company Shares Owned:
2		0 shares
<ul> <li>Brief biograp</li> </ul>	phy, position at Company, area of responsi	bility, other important positions
1995-1998Sharp Corporation in Osaka as a Planning Associate & System Administrator in LCD Group.		
2000-2002	<b>UBS</b> as Associate Director of M&A in Investment Banking Division based in New York and Tokyo.	
2002-2007 <b>Lone Star Japan</b> as a Vice President in charge of origination and acquisition of commercial real estate in Japan, including non-performing loans.		
2007-2013	<b>Blackstone Group</b> as Director responsible for Japan real estate portfolio growth and financing.	
2013-Present	<b>Crosspath Advisors</b> as President & CEO advising foreign clients on Japan real estate transactions.	

# Reason for nomination as a Director candidate

Mr. Keigo Kuroda is President and CEO of Crosspath Advisors, overseeing Japanese real estate investment for a variety of foreign institutional investors. Prior to starting his own practice, Mr. Kuroda worked as a Director at Blackstone Group, playing a key role in their Japan real estate acquisition and asset management, including deal origination of more than 35 hotels and 40 golf courses. Mr. Kuroda also spent two years in investment banking at UBS, working on a variety of large business acquisitions as well as disposals for Japanese parent companies.

We propose Mr. Kuroda as an outside director because Mr. Kuroda's understanding of finance, combined with his real estate experience, would serve an immediate need on JR Kyushu's Board of Directors.

(Special conflicts of interest) There are no special conflicts of interest between Mr. Keigo Kuroda and the Company.

Candidate		Birthdate: 10 March 1968
number	J. Michael Owen	Number of Company Shares Owned:
3		0 shares
Brief biography, position at Company, area of responsibility, other important positions		
1995-Present <b>Transpacific Enterprises</b> as Chairman & CEO, providing communication, marketing and investor relations support for Japanese companies.		
2004-Present <b>Urban Land Institute Japan</b> as Executive Director encouraging the responsible use of land and best urban planning practices.		
2012-Present Japan "Future City" Initiative as Promotional Council member		

Reason for nomination as a Director candidate

Mr. J. Michael Owen was born in Japan and is fully bilingual. Mr. Owen has developed a particular focus on investor relations and capital raising activities of J-REITs, including the Fukuoka REIT. In 2004, Mr. Owen assumed the post of Executive Director for The Urban Land Institute Japan and he has since also worked to strengthen the networks of real estate development and investment firms both in Japan and overseas. He has also served as a Future City Promotion Council Member of the Japanese Cabinet Office since 2012, and for the past year has been advising the Nippon-Ham Fighters of the Japan Professional Baseball League on its relocation to a 40-hectare site along with ensuing city planning.

We propose Mr. Owen as an outside board member because Mr. Owen would be an invaluable asset to JR Kyushu's board given his extensive investor relations experience and his broad network of contacts within Japan's urban planning and development circles.

(Special conflicts of interest) There are no special conflicts of interest between Mr. Michael Owen and the Company.

(Note)

Mr. Toshiya Kuroda, Mr. Keigo Kuroda and Mr. J. Michael Owen are outside director candidates.

## (4) Opinion of JR Kyushu's Board of Directors

The Board of Directors opposes this proposal.

## (5) Reason for Opposition

JR Kyushu has realized quicker and more efficient corporate management through the delegation to individual directors of a part of decisions of execution of important operations, in addition to its reinforcement of the audit and supervisory functions of the Board of Directors, following shareholders' approval to transition to a company with an audit and supervisory committee structure at the general meeting of shareholders held in 2018.

The Board of Directors currently consists of nine directors who are not members of the Audit and Supervisory Committee and four directors who are members of the Audit and Supervisory Committee and three directors in each group, for a total of six directors, are independent outside directors (the outside director ratio: 46%). This composition ensures strong supervisory functions on the Board of Directors. Diversity on the Board of Directors has also been strengthened with 15% of the female director ratio.

The JR Kyushu Group Medium-Term Business Plan 2019–2021, released on March 19, 2019, places an emphasis on strengthening earnings capabilities in the real estate business, which strategically aims to develop local communities, alongside the core railway business. In this context, JR Kyushu believes it is essential to properly allocate management resources to form a strategic business portfolio. In addition, JR Kyushu has decided that it is necessary to strengthen finances and governance in support of these goals. Accordingly, while clarifying the position of Chief Financial Officer (CFO) as an inside director, JR Kyushu newly proposes the election of two candidates (Mr. Toshihide Ichikawa and Mr. Shinji Asatsuma; for career summaries and other information, please refer to Proposal No. 2.), who have extensive experience and deep insight in the fields of real estate, finances and investor relations, as outside directors.

Upon proposing the candidates for outside director, the Nomination and Compensation Advisory Committee (composed of one inside director and six independent outside directors, total of seven directors) examined and deliberated several times on several candidates including the three candidates of this proposal from the perspective of their qualifications, achievements, expertise, etc. and made a recommendation to the Board of Directors. Upon consideration of the above recommendation, the Company's Board of Directors determined the two new candidates for outside director above as Company Proposal candidates.

If both candidates were to join JR Kyushu's Board of Directors, JR Kyushu is confident they would help JR Kyushu sustain growth and improve corporate value over the medium and long term by contributing to deliberations on real estate investments, management structures for investment real estate, proper allocation of management resources including for appropriate M&A strategies, and fund-raising strategies.

At the General Meeting of Shareholders, JR Kyushu is submitting a proposal for 11 candidates (for career summaries and other information, please refer to Proposal No. 2) for the position of director (excluding Audit and Supervisory Committee members) and a proposal for one candidate for a director who is a member of the Audit and Supervisory Committee to replace the current director who will resign (for details, please refer to Proposal No. 3). If all candidates are elected at the General Meeting of Shareholders, JR Kyushu's Board of Directors will have the following composition.

Directors who are not members of the Audit and Supervisory Committee	11	Including five independent outside directors Including one female director
Directors who are members of the Audit and Supervisory Committee	4	Including three independent outside directors
Total members	15	Including eight independent outside directors Including one female director (independent outside director ratio: 53%, female director ratio: 6%)

With this new Board of Directors, independent outside directors will form a majority, which will enhance transparency and integrity on the Board of Directors. In addition, two experienced corporate managers with expertise in real estate, finance, and investor relations will be newly added to the roster of outside directors,

which has comprised one specialist each in the law and police administration, as well as four experienced corporate managers in the fields of regional economic development, tourism and financial affairs. JR Kyushu is confident that this will allow for the creation of an optimal management structure that is diverse and highly effective for the achievement of targets in its medium-term business plan.

Moreover, the addition of internal and outside directors with extensive experience in financial affairs and investor relations should help JR Kyushu achieve sustained growth and improvement in corporate value over the medium and long term through communications with shareholders and investors.

JR Kyushu's Articles of Incorporation allows up to 12 directors who are not members of the Audit and Supervisory Committee, and the total number of candidates in JR Kyushu's proposal is one less than this maximum number. JR Kyushu believes this is the best composition in terms of the skill set and size of the Board of Directors, as well as of avoiding entrenchment.

Taking the above into consideration, JR Kyushu believes that the candidates in its proposal No. 2 are better suited to achieving the targets in its medium-term business plan, and sees no need to elect the three candidates in this Proposal as outside directors.

# Agenda Item 10: Election of Three (3) Directors to the Board (Excluding Audit and Supervisory Committee Members)

## (1) Summary of the Agenda Item

On the condition that Agenda Item 8, Revisions to a Portion of the Articles of Incorporation (Change to a Company with a Three Committees Structure) is rejected, the below three candidates shall be elected as Directors (excluding audit and supervisory committee members).

Candidate number	Name
1	Toshiya Justin Kuroda
2	Keigo Kuroda
3	J. Michael Owen

## (2) Reasons for the Proposal

Fir Tree believes the addition of independent directors that are industry experts with extensive experience in Japanese real estate, finance and corporate communications will better enable the Board to allocate capital more rationally, make smart real estate investments and improve disclosure in order to achieve sustainable growth and improve corporate value for the Company, in line with the Corporate Governance Code (Principle 4-7). Fir Tree proposes to nominate three (3) independent directors in line with the Company's Medium Term Plan goal of "strengthening governance."

## (3) Brief bios of the candidates

Please see Agenda Item 9 (3) for brief bios of candidates Mr. Toshiya Justin Kuroda (no. 1), Mr. Keigo Kuroda (no. 2), and Mr. J. Michael Owen (no. 3).

(4) Opinion of JR Kyushu's Board of Directors

The Board of Directors opposes this Proposals.

(5) Reason for Opposition

Please refer to Agenda Item 9 (5).

Agenda Item 11: Revision of Compensation Amounts for Directors (Excluding Audit and Supervisory Committee Members) and Implementation of Restricted Stock Compensation

#### (1) Summary of the Agenda Item

This Agenda Item is proposed on the condition that Agenda Item 8, Revisions to a Portion of the Articles of Incorporation (Change to a Company with a Three Committees Structure) is rejected.

At the Company's June 22, 2018 annual shareholders' meeting, an amount of compensation for Directors (excluding audit and supervisory committee members) was approved up to 420 million Japanese yen per year (of which, remuneration for outside directors was approved up to a maximum of 36 million Japanese yen per year).

Fir Tree proposes that each executive Director and outside Director (such Directors, collectively, "**Subject Directors**") shall receive stock based compensation for their respective services which is separate and in addition to their existing cash compensation. The total amount of stock based compensation shall be no more than 372 million Japanese yen per year. The details of such restricted stock based compensation shall be as follows:

- (a) The total amount of restricted stock based compensation for executive Directors of the Board shall not be more than 300 million Japanese yen per year.
- (b) The total amount of restricted stock based compensation for outside Directors of the Board shall not be more than 72 million Japanese yen per year.
- (c) The applicable compensation paid for the purpose of granting restricted stock to the Subject Directors will be treated as a monetary compensation claim, and the Company shall issue or dispose of shares of its stock in exchange for payment in the form of a capital contribution inkind in the amount of such monetary compensation claim.
- (d) The Subject Directors shall not transfer, create a security interest in, or otherwise dispose of the granted restricted shares of the Company during the period stipulated in advance by the Board of Directors, which shall be between two (2) and five (5) years after the allotment date of the restricted shares.

Other details of the restricted stock compensation program (including payment timing, number of shares issued to each Subject Director and allocation of shares to be issued or disposed of by the Company as restricted stock) shall be determined by the Board of Directors within the framework above.

#### (2) Reasons for the Proposal

Fir Tree believes that JR Kyushu's current management compensation plan is inadequate because it is not tied to the long-term results of the Company, and therefore is not aligned with shareholders. Senior management and the Board combined own less than 0.01% of JR Kyushu's stock. By adopting a restricted stock compensation plan for executive Directors and outside Directors of the Company, we believe management's incentives will be better aligned with those of shareholders. We would encourage the Board and the Company to explore ways of extending such a restricted stock plan to Senior Executive Officers of the Company.

We emphasize that this proposal for a restricted stock compensation program is an additional incentive to the Company's management, and not a replacement for existing salary compensation.

#### (3) Opinion of JR Kyushu's Board of Directors

The Board of Directors opposes this Proposal.

#### (4) Reason for Opposition

In its Medium-Term Business Plan 2019–2021 released on March 19, 2019, JR Kyushu stated its intentions to change the officer remuneration system as one of the measures to strengthen corporate governance, and it proposes an agenda item for this Annual General Meeting of Shareholders to introduce a performance-linked remuneration system for directors (excluding directors who are outside directors and Audit and

Supervisory Committee members) and senior executive officers (for details, please refer to the Proposal No. 5).

The purposes of the introduction of the performance-linked remuneration are (i) to provide incentives for directors to increase JR Kyushu's corporate value in a steady manner by clarifying the link between their remuneration and JR Kyushu's business performance and share price, and (ii) to further align their values with those of shareholders.

Although the Proposing Shareholder proposed the introduction of a restricted share remuneration system for the same purpose, there are distinct differences in the schemes and eligible recipients.

Regarding schemes, JR Kyushu's proposal No. 5 is premised on a performance-linked share-based remuneration plan through a stock benefit trust, whereas the Proposing this proposal is premised on a restricted stock scheme. Restricted shares are granted to directors during their office, and restrictions on the shares are lifted after a certain period of time has passed. The performance-linked share-based remuneration plan in JR Kyushu's proposal, on the other hand, grants points based on the rank of the recipient and the achievement of the business performance targets designated in the medium-term business plan, etc. The number of shares to be provided is determined based on these points, which functions as an incentive to improve business performance. In addition, shares will be granted to eligible recipients after their retirement based on the number of accumulated points, which functions as an incentive to increase the share price during their office.

Regarding eligible recipients, JR Kyushu's proposal No. 5 defines eligible recipients as directors (excluding outside directors and Audit and Supervisory Committee members) and senior executive officers, whereas this proposal identifies recipients as directors, including outside directors. JR Kyushu adopted an executive officer system upon the transition to a company with an audit and supervisory committee structure in 2018, thereby separating management decision-making and supervisory functions from business execution functions through the clarification of business execution compartments. Based on the report from the Nomination and Compensation Advisory Committee, JR Kyushu decided that it would be best to have clearly separate remuneration systems for executing persons and supervising persons, and it thus decided to adopt a performance-linked remuneration system for inside directors who also serve as executive officers and for senior executive officers. JR Kyushu believes supervisory functions will be strengthened because incentives are provided to executing persons but not to outside directors and directors who are members of the Audit and Supervisory Committee (i.e., supervising persons).

For the reasons above, JR Kyushu believes its proposal No. 5 for a performance-linked share-based remuneration scheme is better.

	Proposal No. 5 (JR Kyushu's proposal)	This proposal (Shareholder's proposal)
Туре	Stock benefit trust	Restricted shares
Funds	¥600 million over three years (including ¥390 million for directors)	¥372 million over one year (total for inside and outside directors)
Maximum number of shares	Up to 200,000 shares	Not mentioned
Period	Trust period: three fiscal years (paid out on retirement)	Two to five years, as determined by the Board of Directors
Eligibility	<ul> <li>Directors (excluding outside directors and Audit and Supervisory Committee members)</li> <li>Senior Executive Officers</li> </ul>	• Directors (excluding Audit and Supervisory Committee members)
Performance achievement requirements	Yes	Not mentioned

(Comparison of share-based remuneration schemes in proposal No. 5 (JR Kyushu's proposal) and in this proposal (Shareholder's proposal)

#### Agenda Item 12: Revision of Compensation Amounts for Outside Directors

#### (1) Summary of the Agenda Item

On the condition that Agenda Item 8, Revisions to a Portion of the Articles of Incorporation (Change to a Company with a Three Committees Structure) is rejected and Agenda Item 10 "Election of Three Directors (excluding audit and supervisory committee members) to the Board" is approved, the annual amount of compensation for Directors (excluding audit and supervisory committee members) shall be up to 456 million Japanese yen per year (of which, with respect to outside directors, up to a maximum of 72 million Japanese yen will be allocated per year).

### (2) Reasons for the Proposal

At the Company's June 22, 2018 annual shareholders' meeting, the annual total compensation amount for Directors (excluding audit and supervisory committee members) was approved in an amount up to 420 million Japanese yen per year (of which, remuneration for outside directors was approved up to a maximum of 36 million Japanese yen per year).

However, should Agenda Item 8, Revisions to a Portion of the Articles of Incorporation (Change to a Company with a Three Committees Structure) be rejected and Agenda Item 10 "Election of Three Directors (excluding audit and supervisory committee members) to the Board" be approved, the number of outside Directors on the board would increase from three (3) to six (6). Fir Tree believes that both the executive Directors and outside Directors on the Board should continue to receive no less than the same amount of cash remuneration approved by shareholders last year, regardless of any increase in the number of Directors on the Board. As a result, we propose that the outside director compensation amount be increased to a maximum of 72 million Japanese yen, and accordingly the total Director (excluding audit and supervisory committee members) compensation be increased to a maximum of 456 million Japanese yen per year, to account for the potential increase in outside Directors from three (3) to six (6).

## (3) Opinion of JR Kyushu's Board of Directors

The Board of Directors opposes this proposal.

# (4) Reason for Opposition

The amount of remuneration payable to JR Kyushu's directors (excluding Audit and Supervisory Committee members, the same hereinafter as pertains to this proposal No. 6) has been set as a maximum of ¥420 million per year (including ¥36 million for outside directors) as approved by the general meeting of shareholders held in 2018. Taking into consideration the addition of outside directors which aims at improving corporate governance, JR Kyushu has proposed an agenda item for the General Meeting of Shareholders (i) to change the amount of remuneration per year for outside directors to ¥60 million, while keeping unchanged the amount of remuneration per year for directors who are not members of the Audit and Supervisory Committee at ¥420 million, and (ii) to delegate the decision as to specific amount of remuneration and date of payment for individual directors to the Board of Directors (for details, please refer to the Proposal No. 6). These amounts of remuneration do not include the portion of employee's salary for directors who concurrently serve as employees.

For the reasons above, JR Kyushu's proposal No. 6 adequately covers the increase in the amount of remuneration resulting from the increase in the number of outside directors who are not Audit and Supervisory Committee members by two, and JR Kyushu sees no need to approve this proposal to Revise Compensation Amounts.

(Comparison of the maximum remuneration amounts in proposal No. 6 (JR Kyushu's proposal) and in this proposal (Shareholder's proposal)

	Proposal No. 6 (JR Kyushu's proposal)	This proposal (Shareholder's proposal)
Total amount of remuneration	¥420 million per year (the same as the current amount)	¥456 million per year (increase of ¥36 million per year)
Portion for outside directors		¥72 million per year (increase of ¥36 million per year)