# Message from an Outside Director

Working to Transform Seiko into a Unique Solutions Company



The significant possibilities that lie ahead by fully leveraging Seiko's unique value and further communicating its appeal to the world

Noboru Saito **Outside Director** 

# **Evaluating SMILE145, the 8th Mid-Term Management Plan**

# The Seiko Group has achieved growth through its well-balanced business portfolio. In light of its future growth potential, I rate the Group's growth investments highly.

In terms of the progress of SMILE145, the 8th Mid-Term Management Plan, I commend the efforts of the Seiko Group for achieving excellent results on the financial front. The Group positions the Emotional Value Solutions (EVS) Domain, the Devices Solutions (DS) Domain, and the Systems Solutions (SS) Domain as its three strategic domains. During the COVID-19 pandemic, the DS Domain underpinned the Group's performance. Since then, I believe that the Group has continued to make steady progress, with each respective domain developing its strong points, including the success of Grand Seiko (GS) in the Watches Business in the EVS Domain in expanding sales overseas and the solid results also achieved by the SS Domain.

The efforts of the Group to revise its business portfolio and take the next step forward now while it continues to achieve steady growth are also praiseworthy. I pay close attention from an objective standpoint to see whether the Group is not lapsing into short-term perspectives, such as seeking to downsize the DS Domain simply because the domain is not performing at its best. I therefore commend the Group for deciding which of its businesses to invest in and how much it will invest based on a full examination of their future growth potential.

The three strategic domains vary significantly in terms of their characteristics, such as the products they

handle and the value they create, making for an outstanding business portfolio. I believe that the ongoing growth of each domain in a well-balanced manner will lead to growth throughout the Group.

# Evaluation of the Effectiveness of the Board of **Directors and Issues**

# I applaud the organizational culture that facilitates high-level discussions. The strengthening of overseas investor relations (IR) activities will be a key task going forward.

The two years I have spent serving as an Outside Director have given me a solid sense that the Board of Directors of the Seiko Group is highly effective. Above all, the attitude toward deliberations of both the Inside and Outside Directors is particularly outstanding. Thanks to meticulous pre-meeting briefings and other measures, discussions at meetings of the Board of Directors can proceed at a high level from the outset, which consistently enable meaningful and effective meetings. The Board of Directors also comprises members with extensive experience and exceptional insight that they have cultivated throughout their long careers, and clearly operates at a high level in terms of corporate governance. Members fully satisfy the requirements of the Board's skills matrix, which I believe explains why the Board can conduct discussions at such a high level.

I am grateful to the Group for arranging opportunities for Outside Directors to tour "Grand Seiko Studio Shizukuishi" and learn about the Group's initiatives for the environment to allow us to deepen our

understanding of the Group. I believe that we Outside Directors must endeavor to learn about the Group of our own accord as well as through the opportunities arranged for us. With this in mind, I endeavor to further deepen my own understanding of Seiko in a variety of ways, including visiting and speaking with staff at SEIKO HOUSE at Ginza 4-chome and Grand Seiko boutiques in Japan and overseas.

The further shortening of time for explanation and the extension of time for deliberation at meetings of the Board of Directors and the strengthening of overseas IR activities were cited as issues in the fiscal year 2024 evaluation of the effectiveness of the Board of Directors. For the former, the Board has already taken action and shortened the time allotted for explanation. In terms of extending the time for deliberation, it is unavoidable that lively discussions require more time. I am of the opinion that both Inside and Outside Directors can continue to address this issue through their own efforts.

I also regard the strengthening of overseas IR activities as a key issue. Given that the Group operates globally, I often offer opinions and advice on the basis that attracting the attention of overseas investors to a greater degree than ever before will be essential to the future growth of the Group. In the Watches Business, GS has now established itself as a Japanese luxury brand that is clearly distinct from its industry peers relative to a decade ago. In my view, further enhancing the brand power of GS and increasing the sales of global brands other than GS are key to overseas expansion. I see great potential in a strategy of strengthening investments in the EVS Domain, which accounts for a significant proportion of the Group's business activities, and also in the SS Domain, which continues to achieve stable growth, on the basis that these domains are central to the growth of the Group. In particular, I am keen to increase the number of shareholders who will watch over the growth of the Group from a stable, long-term perspective. With plans underway for overseas IR activities in Singapore and other countries in fiscal year 2024, I hope that the Group will engage in these activities with great enthusiasm.

**Becoming a Unique Solutions Company** through the Summation of the Value Provided by the Three Strategic Domains

### I am committed to using my knowledge to enable all employees to maximize Seiko's assets.

The Seiko Group has positioned becoming a solutions company that offers high-added-value products and

services that create excitement and generate substantial profits as what it aims to be in 2026. Companies must increase their profits if they are to grow, but connecting that undertaking to a feeling like excitement is no easy task. The DS Domain and the SS Domain comprise businesses that address social issues for companies and in daily life through their products and services, which makes it relatively easy to view them as solutions companies. On the other hand, it is difficult for the EVS Domain to address social issues directly. However, if, for example, a company can provide a product that brings joy to the person wearing it and energizes them for tomorrow-in other words, if Seiko generates excitement through the products it provides—then surely that company must be, for all intents and purposes, a solutions company. It is my belief that the Group as a whole can realize what it aims to be in 2026 through the summation of the value provided by the EVS, DS, and SS domains.

With a history of more than 140 years, the Seiko Group has an abundance of extremely valuable assets, including finances, human resources, facilities, and customers. The Group can grow to become a stronger company by learning how these assets are viewed from the outside, rather than overlooking them as something to be taken for granted. Ensuring that all employees have a proper understanding of the assets of the Group and cultivating the habit of reflecting on ways to make full use of these assets is crucial when approaching the creation of new businesses and the growth of existing ones. While I understand that they are busy with their daily work, I am keen for employees of the Groupwhich literally deals with time—to use their time wisely by making time to engage with their work and also time to engage with themselves.

The Seiko Group is already advancing a variety of initiatives. It provides opportunities for employees to meet the CEO and the President individually to discuss topics including the Group Purpose while employees hold study sessions and other workshops of their own accord for creating new businesses. These grassroots activities serve to underpin Seiko's current businesses and help grow the businesses of the future. Accordingly, I hope that this movement will continue.

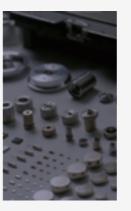
Utilizing my own experience of engaging in co-creation with start-ups, including establishing a corporate venture capital fund, I am already promoting efforts that include introducing start-ups to Inside Directors. I will strive to contribute to the further growth of the Seiko Group by continuing to offer my own knowledge in this business area.

# Introduction of Directors & Officers (as of September 30, 2024)



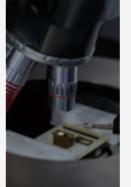
# **SEIKO GROUP CORPORATION**

| Chairman, Group CEO, and |                          | Director,                       | Director,                       | Director,                 |
|--------------------------|--------------------------|---------------------------------|---------------------------------|---------------------------|
| Group CCO                | President                | Senior Executive Vice President | Senior Executive Vice President | Executive Vice President  |
| Shinji Hattori           | Shuji Takahashi          | Akio Naito                      | Jun Sekine                      | Taku Yoneyama             |
| Director,                |                          |                                 |                                 |                           |
| Executive Vice President | Outside Director         | Outside Director                | Outside Director                | Outside Director          |
| Yoichi Endo              | Noboru Saito             | Hideki Kobori                   | Masahiko Uotani                 | Shihoko Urushi            |
| Corporate Auditor        | Corporate Auditor        | Outside Corporate Auditor       | Outside Corporate Auditor       | Outside Corporate Auditor |
| Takashi Nishimoto        | Minoru Nakao             | Hideki Amano                    | Masatoshi Yano                  | Kenji Sakurai             |
| Executive Vice President | Executive Vice President | Senior Vice President           |                                 |                           |
| Makoto Ichimura          | Hiromi Kanagawa          | Hiromi Nakagawa                 |                                 |                           |



# Seiko Instruments Inc.

| President<br>Yoichi Endo | Director,<br>Senior Executive Vice President<br>Kazuhiko Sakamoto |
|--------------------------|---|
| <sup>Director</sup>      | <sup>Director</sup>   |
| Shuji Takahashi          | Taku Yoneyama   |
| Senior Vice President    | Senior Vice President   |
| Tatsuo Sagami            | Makoto Matsuda  |



# **SEIKO NPC CORPORATION**

| Senior Vice President<br>Toshimitsu Ogasawara | Senior Vice President<br>Norio Suzuki     | Senior Vice President<br>Shuji Sakamoto |                                      |                                   |  |
|---|---|---|--------------------------------------|-----------------------------------|--|
| <sup>President</sup><br>Kimio Yomogida        | Senior Vice President<br>Hideaki Tadokoro | Director<br><b>Yoichi Endo</b>          | <sup>Director</sup><br>Taku Yoneyama | Corporate Auditor<br>Minoru Nakao |  |
|   | Director.                                 |   |                                      |                                   |  |

# Seiko Future Creation Inc.

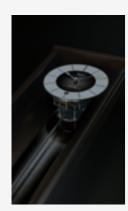
| resident        | Director          |
|-----------------|-------------------|
| Aakoto Ichimura | Hisashi Ujino     |
| Virector        | Corporate Auditor |
| oichi Endo      | Takashi Nishimoto |
|                 |                   |

# **SEIKO Solutions Inc.**

| President                         | Director,<br>Senior Executive Vice President |
|-----------------------------------|--|
| Jun Sekine                        | Yoshiyuki Hashimoto                          |
| Director<br>Makoto Ichimura       | <sup>Director</sup><br>Taku Yoneyama         |
|                                   |  |
| Corporate Auditor<br>Minoru Nakao | Executive Vice President Nobuchika Matsuoka  |

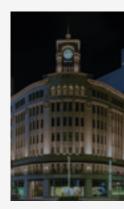
# **SEIKO WATCH CORPORATION**

| Director, Director,<br>Senior Vice President Senior Vice President Director Director | Director<br>Niwasaki Hiromi Kanagawa                      |
|--|---|
| Director, Director,  | Director  |
| •····j································   |   |
| Shinji Hattori Akio Naito Minoru Ishiguro Yoshika                                    | atsu Kawada 🦳 Akira Takakura                              |
|  | Director,<br>acutive Vice President Senior Vice President |



# **SEIKO Time Creation Inc.**

| Shimesu Takizawa | Satoshi Morita | Yasunori Hagiwara  | Osamu Sugita      | Shuji Takahashi   |
|------------------|----------------|--------------------|-------------------|-------------------|
| Director         | Director       | Director           | Corporate Auditor | Corporate Auditor |
| Akio Naito       | Taku Yoneyama  | Atsutoshi Yamamoto | Kenichi Muroya    | Takashi Nishimoto |



# WAKO Co., Ltd.

| <sup>Chairman</sup><br>Shinji Hattori | <sup>President</sup><br>Kiyoko Niwasaki | Director,<br>Senior Vice President<br>Kotaro Okajima | Director,<br>Senior Vice President<br><b>Naoki Tajima</b> | <sup>Director</sup><br>Shuji Takahashi |
|---------------------------------------|---|--|---|--|
| Director                              | Corporate Auditor                       | Senior Vice President                                | Senior Vice President                                     |  |
| Akio Naito                            | Takashi Nishimoto                       | Reiko Yamamoto                                       | Takayuki Arai   |  |



| <br>                    |                       |                   |
|-------------------------|-----------------------|-------------------|
| Haruhiko Takagi         | Satoru Ochiai         | Minoru Nakao      |
| Corporate Auditor       | Corporate Auditor     | Corporate Auditor |
| Koji Tomitsuka          | Kazuhisa Onishi       | Hideo Hattori     |
| Exective Vice President | Senior Vice President | Director          |
| Director,               | Director,             |                   |

| Director       | Director       | Director      |
|----------------|----------------|---------------|
| Mitsunaga Yata | Akira Takakura | Taku Yoneyama |
|                |                |               |

| E | irector,<br>xecutive Vice President<br><b>akeshi Ichikawa</b> | Director,<br>Executive Vice President<br><b>Hirofumi Sakamoto</b> | <sup>Director</sup><br>Shuji Takahashi |
|---|---|---|--|
| - | <sup>irector</sup>  | Corporate Auditor   | Corporate Auditor                      |
|   | lideo Hattori   | Akihiro Okuma   | Tsutomu Konomura                       |
|   | xecutive Vice President                                       | Executive Vice President  | Senior Vice President                  |
|   | sutomu Shinkawa   | Tomoyuki Nakayama   | Masao Nakamura                         |

### **Basic Principle of Corporate Governance**

Based on the principle "being a company that is trusted by society", SEIKO GROUP CORPORATION considers "compliance with relevant laws and regulations", "implementation of management transparency and fairness", and "honoring social ethics" as core business goals. In order to achieve these goals, the Company will strengthen and promote its corporate governance framework and strive to achieve the Group's sustainable growth and increase corporate value.

### **Basic Policy**

### (1) Securing the Rights and Equal Treatment of Shareholders

The Company strives to develop a necessary environment that effectively ensures the rights of shareholders including voting rights at the general meeting of shareholders, and provides them with the necessary information accurately so that they can exercise their rights appropriately. The Company is also committed to securing equality among shareholders, such as minority shareholders and foreign shareholders.

### (2) Appropriate Cooperation with Stakeholders Other Than Shareholders

The Company recognizes that its social responsibility is to contribute to the realization of a sustainable society through implementation of the Group's basic principle "being a company that is trusted by society". Under such recognition, the Company strives to cooperate appropriately with its various stakeholders, including its shareholders, customers, business partners, members of local communities and employees.

### (3) Ensuring Appropriate Information Disclosure and Transparency

In order to obtain appropriate evaluation from its various stakeholders including its shareholders, and to engage in a constructive dialogue with shareholders, the Company strives not only to disclose appropriate information in compliance with relevant laws and regulations, but also to disclose other information in a timely and appropriate manner so that such information would be clear and useful for the people who use it.

### (4) Responsibilities of the Board of Directors

The Board of Directors will engage in free and constructive discussions and exchanges of opinions, and will appropriately fulfill its roles and responsibilities for the sustainable growth of the Company and the enhancement of corporate value over the medium to long-term, including making decisions on important management matters such as business strategies, establishing an environment that supports swift and decisive decision-making by the senior management, and enhancing management supervision.

### (5) Dialogue with Shareholders

The Company will promote constructive dialogue with its shareholders to contribute sustainable growth and enhancement of corporate value over the medium to long-term based on "Basic Policy on Constructive Dialogue with Shareholders".

Basic Policy on Constructive Dialogue with Shareholders https://www.seiko.co.jp/en/ir/management/governance/system.html#anc01

# Initiatives to Strengthen Corporate Governance

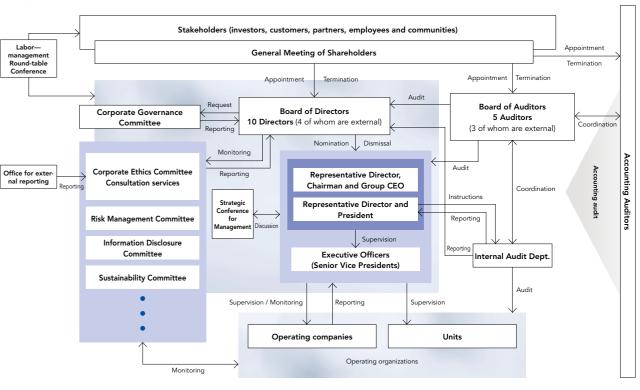


#### **Corporate Governance Structure**

As the holding company, the Company clarifies the management responsibilities in each business and develops an organizational structure for accelerating management decision-making, enhancing the function of business execution and strengthening the management oversight function.

The Board of Directors continually ascertains the circumstances of the operating companies and receives explanations when necessary, as well as carries out quick and appropriate decision-making. The Company holds a Strategic Conference for Management comprising full-time Directors and Executive Officers (Senior Vice Presidents) of the Company for the purpose of working to share the management policy and management information of the Group and discussing medium- to long-term business strategies.

#### **Corporate Governance Structure**



| 2022-  | 2024-   |
|--|---|
|  | 8th   |
| Independent Outside Directors account<br>for one-third of all Directors     Introduction of the System of Executive<br>Officer (Senior Vice President)     Revision of the calculation method for<br>performance-linked compensation<br>(Performance-linked ratio raised,<br>non-financial indicators added to KPIs)<br>risk management operations | <ul> <li>Improvement of opportunities for<br/>exchanges of opinion among Independent<br/>Outside Officers (establishment of<br/>Independent Outside Officers' Opinion<br/>Exchange Meeting)</li> <li>Increase the number of Independent<br/>Outside Directors by one</li> </ul> |
| of a hybrid virtual general meeting of shareholders<br>nual Securities Report (full text) in English   |   |

### Board of Directors

The Board of Directors is composed of 10 Directors (including 1 female Director), of whom 4 are Outside Directors. The Board of Directors, pursuant to the Regulations of the Board of Directors, is engaged in decision-making concerning fundamental management matters and important business execution, in addition to matters set forth in laws and regulations and the Articles of Incorporation, as well as the monitoring of business execution. The Company has introduced an Executive Officer (Senior Vice President) System for the purpose of strengthening supervisory functions of the Board of Directors and accelerating the execution of business, through the separation of management decisionmaking and supervision from the execution of business. There are 4 Outside Directors who have broad experience and considerable insight in business management and in respective fields of specialization. From their independent positions, they contribute to the improvement of management's monitoring functions.

In fiscal year 2023, the Board of Directors focused on discussing matters that included initiatives for each strategic domain; core strategies centered on non-financial factors such as human capital and sustainability, based on the 8th Mid-Term Management Plan (SMILE145) announced in May 2022; the strengthening of IR-related measures; and the evaluation of the effectiveness of the Board of Directors. In fiscal year 2023, the attendance rate at the Board of Directors was 99%.

#### Board of Auditors

The Board of Auditors is composed of 2 Corporate Auditors and 3 Outside Corporate Auditors. Its role is to engage in discussions and make decisions on important matters relating to its audit of the Company. Corporate Auditors audit the compliance and validity of the Directors' business execution by participating in the Board of Directors meetings and other important meetings. Outside Corporate Auditors offer necessary advice, suggestions and opinions, making use of their broad experience and insight in business management and in respective fields of specialization.

In fiscal year 2023, the Board of Auditors mainly discussed the formulation of the audit policy and audit plan; the audit of the development and operational status of the internal control system; consent for the accounting auditor's compensation; the evaluation of the accounting auditor; the audit of business reports, financial statements, and other materials; the preparation of audit reports; deliberations on Key Audit Matters (KAM); and preliminary agreements related to the non-assurance services provided by the auditing firm. In fiscal year 2023, the attendance rate at the Board of Auditors was 98%.

#### Corporate Governance Committee

In order to enhance the objectivity and transparency of management, the Company has established the Corporate Governance Committee, in which Independent Outside Officers account for the majority of members, as an advisory body to the Board of Directors. The Committee deliberates on matters relating to compensation for Officers, nomination of Officer candidates including successor development plans, appointment and dismissal of senior management such as Representative Directors, and other matters regarding corporate governance from a fair and objective perspective, and reports to the Board of Directors.

In fiscal year 2023, in addition to focusing on the selection of candidates for Director and other management roles, the Corporate Governance Committee discussed the amount of performance-linked compensation paid to Officers according to their positions. In fiscal year 2023, the attendance rate at the Corporate Governance Committee was 100%.

#### **Corporate Governance Committee Members**

| Chairperson<br>President              | Shuji Takahashi | Independent Outside Director | Noboru Saito    | Independent Outside<br>Corporate Auditor | Hideki Amano   |
|---------------------------------------|-----------------|------------------------------|-----------------|--|----------------|
|                                       |                 | Independent Outside Director | Hideki Kobori   | Independent Outside                      |                |
| Chairman, Group CEO, and<br>Group CCO |                 | Independent Outside Director | Masahiko Uotani | Corporate Auditor                        | Masatoshi Yano |
|                                       | Shinji Hattori  | Independent Outside Director | Shihoko Urushi  | Independent Outside<br>Corporate Auditor | Kenji Sakurai  |

Sustainability Committee https://www.seiko.co.jp/en/csr/sustainability\_policy/#title02

Corporate Ethics Committee / Risk Management Committee https://www.seiko.co.jp/en/ir/management/governance/system.html#anc03

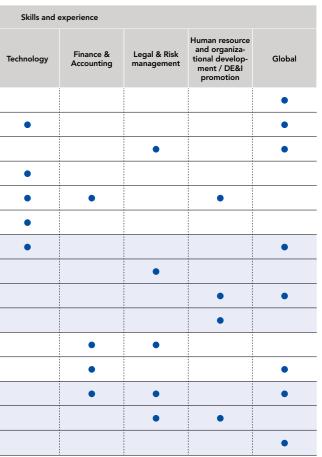
# **Skills Matrix for Directors and Corporate Auditors**

| Position             | Name              | Corporate<br>management | Brand culture | Marketing |   |
|----------------------|-------------------|-------------------------|---------------|-----------|---|
|                      | Shinji Hattori    | ٠                       | •             | •         |   |
|                      | Shuji Takahashi   | ٠                       |               | •         |   |
|                      | Akio Naito        | ٠                       |               | •         |   |
|                      | Jun Sekine        | ٠                       |               | •         |   |
|                      | Taku Yoneyama     |                         |               | •         |   |
| Director             | Yoichi Endo       | ٠                       |               | •         |   |
|                      | Noboru Saito      | ٠                       |               | •         |   |
|                      | Hideki Kobori     | ٠                       | •             | •         |   |
|                      | Masahiko Uotani   | ٠                       | •             |           |   |
|                      | Shihoko Urushi    | ٠                       |               | •         |   |
|                      | Takashi Nishimoto |                         |               |           | - |
|                      | Minoru Nakao      |                         |               |           |   |
| Corporate<br>Auditor | Hideki Amano      |                         |               |           |   |
|                      | Masatoshi Yano    | ٠                       |               |           |   |
|                      | Kenji Sakurai     | •                       |               | •         |   |

Independent Outside Officer

## Composition of the Board of Officers (as of June 27, 2024)





## **Evaluation of the Effectiveness of the Board of Directors**

As part of efforts to strengthen and promote the corporate governance system, the Company evaluates the effectiveness of the Board of Directors, based on its Basic Principle of Corporate Governance.

# Analysis and Evaluation Methods

All Directors and Corporate Auditors were asked to fill out a questionnaire regarding the effectiveness of the Board of Directors, and replies were collected from all of them. The responses received were aggregated and analyzed by an outside consultant while ensuring anonymity.

The questionnaire was prepared based on initiatives and discussions on the Company's corporate governance to date, and the following evaluation items were set.

4. The Corporate Governance Committee

5. Relationships with investors and shareholders

- 1. The status of deliberations and operation of the Board of Directors
- 2. The composition and roles of the Board of Directors
- **3.** The support system for Outside Directors

The analysis was conducted by external consultants based on the aforementioned process and content, and the results were reported to the Board of Directors. Using the results as a reference, the Board of Directors conducted an evaluation of its effectiveness and confirmed future measures. According to the results of the evaluation, it was confirmed that the Board of Directors of the Company was functioning properly and its effectiveness had mostly been assured. As for the issues raised in fiscal year 2023, due to taking the following measures, improvements to the issues were confirmed.

| Issues for FY2023   | Status of Measures   |
|---|--|
| (1) Further strengthening IR measures   | • Reporting IR measures to the Board of Directors and discussing further strengthening of IR measures  |
| (2) Enhancing understanding of the<br>Company and communication<br>among Outside Officers | <ul> <li>Tours of major facilities, meetings with employees to exchange opinions, etc.</li> <li>Holding of "Independent Outside Officers' Opinion Exchange Meeting", solely for Outside Officers (scheduled to be held twice a year in the future)</li> <li>Sharing of internal training for Officers with Outside Officers</li> </ul> |

### Future Initiatives

Based on the results of the above self-evaluation, opinions that call for "further shortening of time spent on giving explanations and enhancing time for deliberation at Board of Directors meetings" were observed, and the Company has decided to set these as new issues to be addressed in the future. In addition, as a result of measures in response to issue (1) in the previous fiscal year, it was confirmed that further strengthening of overseas IR activities is necessary, and the Company has decided to set "further strengthening of overseas IR activities" as an issue to be addressed in the future.

The Company will strive to further strengthen its corporate governance system by addressing these above issues.

## Issues Raised Thus Far and Our Responses

lss

|        | FY2019   | FY2020  | FY2021   | FY2022  |
|--------|--|---|--|---|
| sues   | <ol> <li>Discussions of medium-<br/>and long-term issues by<br/>the Board of Directors</li> <li>Further enhancing discus-<br/>sions at the Corporate<br/>Governance Committee</li> </ol>   | <ol> <li>(1) Discussions of medium-<br/>and long-term issues by<br/>the Board of Directors</li> <li>(2) Enhancing communication<br/>and information sharing<br/>among Outside Officers</li> </ol>   | <ol> <li>Discussions of medium-<br/>and long-term issues by<br/>the Board of Directors</li> <li>Composition of the Board<br/>of Directors as a whole</li> <li>Feedback by investors on<br/>the Company's evaluation,<br/>etc.</li> </ol>   | <ol> <li>Enhance information sharing regarding the capital market's evaluation of the Company</li> <li>Improvement of the Board's discussion on nonfinancial items such as human capital and sustainability</li> </ol>  |
|        |  |   |  |   |
| ponses | <ul> <li>(1) Establishment of specific agenda items (Mid-Term Management Plan, business strategies, etc.) and holding of discussions on mediumto long-term key issues</li> <li>Reduction in the number of current agenda items and shortening of explanation times to secure time for deliberating key issues</li> <li>(2) Scheduling of increase in the frequency of, and the number of agenda items for, regular Corporate Governance Committees in the next fiscal year and beyond to further increase time for discussions</li> <li>Confirmation of plans to hold discussions at informal forums on a regular basis going forward</li> </ul> | <ul> <li>(1)• In addition to matters to<br/>be resolved and matters<br/>to be reported, establish-<br/>ment and operation of<br/>matters to be deliberated<br/>as a new agenda category<br/>for discussing key issues</li> <li>Use of written reports to<br/>secure time for deliberat-<br/>ing key issues</li> <li>(2)• Holding of informal gath-<br/>erings and expansion of<br/>opportunities for commu-<br/>nication between Officers<br/>and Outside Officers using<br/>prior briefings on materi-<br/>als for meetings of the<br/>Board of Directors</li> <li>Provision of opportunities<br/>for Outside Officers to<br/>tour Group business bases<br/>and facilities and attend<br/>proposal meetings for<br/>new products</li> <li>Increase in the frequency<br/>of meetings of the<br/>Corporate Governance<br/>Committee</li> </ul> | <ul> <li>(1)• Prioritizing and scheduling key issues</li> <li>Clarifying the discussion points of the key topics (sharing the background for being placed on the agenda and discussion points, etc.)</li> <li>Further reviewing the allocation of discussion time and improving prior explanations</li> <li>(2)• Conducting discussions on the diversity of the expertise, experience, etc., of the members comprising the Board</li> <li>(3)• Improving the reports on the status of IR activities at the Board of Directors</li> </ul> | <ul> <li>(1)• Reporting the status of IR activities, including communication with investors, to the Board of Directors, and discussing future IR measures, etc.</li> <li>• Sharing analyst reports issued after financial results announcements with Outside Officers on a quarterly basis</li> <li>(2)• Reporting and discussing the progress of the Mid-Term Management Plan or human capital and sustainability to the Board of Directors</li> </ul> |

# **Compensation for Officers**

Basic Policy of the Compensation for Officers

- To ensure transparency and objectivity of compensation as well as to set the compensation level appropriate for their roles and responsibilities.
- To encourage the execution of duties in line with the management philosophy and management strategy, and to the Group and to enhance corporate value in the mid- to long term.

The level of compensation for Officers is determined based on results of the survey on compensation for Officers by third parties targeting similar companies in terms of business contents and scale, etc.

For determining compensation for Officers of the Company, the basic policy is as follows:

motivate the achievement of management objectives, in order to achieve sustainable growth of the Company and

#### Compensation System for Officers

Compensation for Directors who execute business duties consists of "basic compensation" which is a fixed compensation, and "bonuses" (short-term incentive compensation) and "stock compensation" (mid- to long-term compensation), which are performance-linked compensation.

Performance indicators related to performance-linked compensation shall consist of the significant management indicators set forth in the 8th Mid-Term Management Plan (SMILE145) for 5 years from fiscal year 2022 to fiscal year 2026.

| Type of Compensation                  | , etc.                | Policy for Determining the Contents and Amounts of Compensation, etc.  | Performance Indicators   |
|---------------------------------------|-----------------------|--|--|
| Basic compensation                    | Fixed<br>compensation | Basic compensation shall be monthly fixed compensation. The amount shall be<br>determined by taking into account comprehensive factors, while considering the<br>level of peer companies and the length of service, etc., according to their roles<br>and responsibilities.  | _  |
|                                       |                       | For bonuses, a standard payment shall be the amount obtained by multiplying the<br>basic compensation by a coefficient determined for each position. The individual<br>payments for Chairman and President shall be determined by multiplying the stan-<br>dard payment by the payment ratio according to the performance achievement  | 1) Consolidated operating profit   |
|                                       | Bonuses               | ratio. The individual payments for Executive Directors other than Chairman and<br>President and Executive Officers (Senior Vice Presidents) shall be determined by<br>adding the amounts obtained by multiplying the standard payments by the pay-<br>ment ratio according to the performance achievement ratio, to the amounts        | 2) Consolidated gross profit margin  |
|                                       |                       | obtained by multiplying the standard payments by the payment ratio based on<br>qualitative evaluations. Bonuses shall fluctuate in the range of 0 to 200% depend-<br>ing on the degree of achievement of the target values.  | 3) Evaluation of individuals   |
| Performance-linked compensation, etc. |                       | For stock compensation, points obtained by converting the individual benefits into<br>the number of shares shall be granted each fiscal year. The individual benefits shall  | 1) Consolidated operating profit   |
|                                       |                       | be the amounts determined by adding the standard benefits (fixed portion)<br>obtained by multiplying the basic compensation by a coefficient determined for<br>each position, to the amount obtained by multiplying the standard benefits by the<br>payment ratio based on financial and non-financial (ESG) evaluations (performance- | 2) Consolidated gross profit margin  |
|                                       |                       | linked portion). The performance-linked portion of the stock compensation shall fluctuate in the range of 0 to 200% depending on the degree of achievement of the target values. The guideline for the ratio of the fixed portion and the perfor-  | 3) Consolidated ROIC   |
|                                       |                       | mance-linked portion shall be 50%, respectively (when the performance achieve-<br>ment ratio is 100%).   | <ol> <li>Evaluation of ESG: CO<sub>2</sub> emissions<br/>reduction rate (Scope 1 and 2), etc.</li> </ol> |

### Compensation Ratio of Each Type

With regard to the compensation ratio of each type for Executive Directors and Executive Officers (Senior Vice Presidents), the level of peer companies shall be considered so that it will be an appropriate ratio as an incentive to contribute to the enhancement of the corporate value of the Company. After being deliberated on by the Corporate Governance Committee, a majority of the members of which are independent Outside Officers, as an advisory body for the Board of Directors, the said policy shall be determined at the Board of Directors based on the deliberations. The guideline for the compensation ratio of each type shall be shown on the right (when the performance achievement ratio and the payment ratio based on qualitative evaluations are 100%):

#### **Representative Directors**



Directors who execute business duties other than Representative Directors and Executive Officers (Senior Vice Presidents)





## Appointment and Dismissal of Senior Management and Nomination of Candidates for Directors and **Corporate Auditors**

The Company believes that it is essential that candidates for senior management, Directors and Corporate Auditors have the character and knowledge suitable for their respective duties. Based on this concept, in the appointment of senior management and the nomination of candidates for internal Directors, comprehensive consideration is given from the standpoint of appointing the right person for the right position, so that talent is appointed in a well-balanced manner to cover functions of the Company as a holding company as well as the Group's business fields, while ensuring accurate and timely decision-making.

In the nomination of candidates for internal Corporate Auditors, comprehensive consideration is given from the standpoint of whether the candidate possesses knowledge of the Group's businesses as well as insight regarding finance, accounting and legal affairs, and whether the candidate can contribute to ensuring the soundness of management.

In the nomination of candidates for Outside Directors, comprehensive consideration is given from the standpoint of whether the candidate possesses abundant experience and high degree of knowledge of corporate management and specific fields.

In the nomination of candidates for Outside Corporate Auditors, comprehensive consideration is given from the standpoint of whether the candidate possesses insight regarding finance, accounting and legal affairs, as well as abundant experience and high degree of knowledge of specific fields.

eration by the Corporate Governance Committee, the majority of which comprises independent Outside Officers. In addition, with regard to the dismissal of senior management, in situations in which dismissal standards determined by the Board of Directors apply, such as when senior management is not fully fulfilling his or her function in light of evaluations including the Company's performance, the Corporate Governance Committee conducts deliberations in a timely manner, and the Board of Directors, based on the results of such deliberations, determines the dismissal of senior management.

# **Support System for Directors and Corporate Auditors**

The Company deliberates on, mediates, and provides monetary support for the necessary preparation and guidance, such as seminars conducted by outside organizations, for Directors and Corporate Auditors, at the time of their appointment and thereafter, in order for them to acquire the knowledge and information needed to fulfill their roles and responsibilities. As part of providing information to Outside Directors and Outside Corporate Auditors, the Company invites them to attend inspection tours of an exhibition of watches which proposes a collection of new products and examples of merchandise on display at stores and to visit customer watch retailers, as well as its business locations, and holds Independent Outside Officers' Opinion Exchange Meetings.

#### **Cross-Shareholdings**

From the perspective of improving the corporate value of the Group in the medium to long term, the Company has adopted a policy to reduce shares that are deemed to be of no significance, comprehensively taking into consideration the Company's management strategy, business relationships with clients, and the benefits and risks, etc., associated with the holding of such shares in view of capital costs.

The Company's Board of Directors verifies each year the rationale for all listed shares held as cross-shareholdings by the Group through examination of the importance of the issuer as a business partner and the benefits and risks of shareholdings in light of capital costs and other factors. Most recently, an individual verification was conducted at the meeting of the Board of Directors held in August 2024. With regard to certain shares, which were determined to be of no significance or lacking in rationale to justify their continued holding, the Company proceeds with discussions toward their disposal. Based on the above policy on cross-shareholdings, the Company sold two stocks among the shares held by its subsidiaries in fiscal year 2023.

### Standards for Exercising Voting Rights on Cross-Shareholdings

With regard to the exercise of voting rights on cross-shareholdings, the Company exercises its voting rights, upon fully respecting management policies and strategies, etc., of the issuing company, by comprehensively determining on whether the proposal contributes to the sustained growth and the mid-to long-term enhancement of corporate value of the issuing company, and whether or not it undermines shareholder value, among other factors. In addition, in making such decisions for particularly important proposals, the Company holds dialogue with the issuing company, as necessary. The proposals deemed important by the Company are as follows.

• Proposals on appointments of Directors and Corporate Auditors • Proposals on takeover defense measures • Proposals on reorganization of corporate structure including mergers • Other proposals that may undermine shareholder value

#### **Internal Control System**

The Company, in accordance with its basic policy on the internal control system, has established a Group-wide internal control system, including the Group's business management, corporate ethics, compliance with laws and regulations, risk management and internal audits. Furthermore, the Company monitors the operational status of internal controls and periodically reports the results to the Board of Directors.

- Based on the above policy, the Board of Directors determines the candidates proposed by the Representative Directors, upon delib-

# Risk Management

The Seiko Group identifies Group Significant Risks and works to maintain and strengthen its risk management structure to quickly and appropriately address a variety of business risks in relation to the operation of its businesses.

## **Group Risk Management Structure**



In order to perform centralized management of risks that could greatly influence the Group's business, the Seiko Group is engaged in the development and strengthening of the risk management structure for the entire Group as well as responses to risks that must be addressed in a cross-organizational manner, led by the Risk Management Committee, with the president of the Company as chairperson. In addition, each operating company independently promotes risk management, while the Company's Risk Management Committee supports the risk management at each company through collecting risk information and managing the status of responses to the risks. Furthermore, for the smooth promotion of Group risk management in close cooperation and coordination among the Group, the Group Risk Management Committee, made up of the presidents of each operating company, has been established to verify and share information on the risks facing the Group.

The Company has also established the Crisis Management Manual in preparation for times of crisis. In normal times, the Company has set out a system capable of responding to crises, such as prompt collection of the necessary information for an appropriate response.

For more detailed analysis of climate-related risks, the Sustainability Committee conducts scenario analysis to identify, assess, and resolve particularly impactful climate change risks for Group companies, and is implementing measures to address these risks with each Group company.

In addition, the Corporate Ethics Committee chooses the risks to focus on addressing based on information that it collects both internally and externally regarding corporate ethics and compliance risks. The committee then promotes risk countermeasures while cooperating with Group companies.

### Business Risks

Risks that may seriously affect the operating results and/or financial position of the Group are outlined on the right. The Group considers brand-impairment risks and risks that affect the safety and health of employees and others to be critical risks. Both are medium-term risks, apart from the risks that have a significant impact on the business results in the short term.

| <ol> <li>(1) Risks associated with economic fluctuations and other changes</li> <li>(2) High dependence on procurement from specific suppliers</li> <li>(3) Market environment of the DS Business</li> <li>(4) Country risks pertaining to manufacturing</li> </ol> | <ul> <li>(8) Intellectual property rights</li> <li>(9) Currency exchange rate fluctuations</li> <li>(10) Interest rate fluctuations</li> <li>(11) Market price fluctuations</li> <li>(12) Environmental issues</li> </ul> |
|---|---|
| bases overseas  | (13) Information security   |
| (5) Dependence on sales to major customers  | (14) Natural disasters and impacts of infec-<br>tious diseases  |
| <ul><li>(6) Shortages and increase in prices of resources</li><li>(7) Quality issues and production liability</li></ul>   | tious diseases<br>(15) Compliance risks   |
|   |   |

**Initiatives to Address Significant Risks** 

The Group defines risks that could cause tremendous loss in business terms to the management of each Group company as Significant Risks. The Risk Management Committee of each Group company selects the Significant Risks each fiscal year and addresses them led by the departments responsible for the risks.

impact on compliance and sustainability, respectively.

The SEIKO GROUP CORPORATION Risk Management Committee selects Group Significant Risks as Significant Risks to be addressed on a group-wide basis from among these Significant Risks, establishing measures to prevent and address Group Significant Risks.

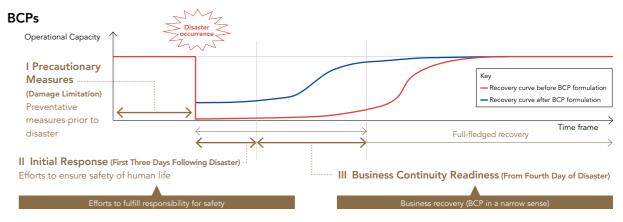
The Group Risk Management Liaison Committee, comprising risk management personnel from Group companies, supports the promotion of measures to address the Significant Risks of each Group company through collaboration and cooperation among all Group companies.

#### Group Significant Risks in FY2024

| Major Themes   | Activities to Address Risks  |
|--|--|
| Operational risks due to IT<br>problems (such as cyberattacks)<br>and major IT infrastructure issues | <ul> <li>Examination of the state of s</li> <li>Examination of the state of t</li> <li>Measures to address information of integrated m</li> <li>Revision of structure and registering</li> </ul>   |
| Leaks and theft of personal information  | <ul> <li>Systematic examination into<br/>information within the Group</li> <li>Revision and deployment th<br/>guidelines and overseas per<br/>ment of a structure for ongo</li> </ul>  |
| Natural disaster and accident risks<br>that require business continuity<br>plans (BCPs)              | <ul> <li>Implementation of Group jo</li> <li>Implementation of Group butiveness of BCPs at major Gr</li> <li>Evaluation of the validity and major issues identified in the new plans and the implementation of the second s</li></ul> |

### Case Study Natural and Accident Risks That Require BCPs

The Group has long endeavored to establish and operate BCPs (comprising precautionary measures, initial responses, and business continuity readiness). In fiscal year 2024, the Group reestablished the Group's business continuity readiness (BCP in a narrow sense) while evaluating the effectiveness of the existing BCPs of major Group companies by conducting interviews and other processes in cooperation with external specialists. Based on the results of these evaluations, the Group studied and implemented measures to address the issues identified. Meanwhile, the Group will conduct practical drills based on the reestablished BCPs of Group companies to enhance the effectiveness of the plans. The Group will continue to enhance the effectiveness of BCPs by conducting practical drills on a regular basis and addressing the issues identified, making revisions accordingly.



The Corporate Ethics Committee and the Sustainability Committee address Significant Risks that could have a major

security and IT organizations

f the Company-wide management of information assets to be protected nation security in the management of personal information

monitoring to detect incidents

equlations for security

to the outsourcing of storage methods and the handling of personal

throughout the Group of personal information protection regulations and ersonal information protection regulations and guidelines, and establishoing dissemination and training

joint regular drills to enhance initial response effectiveness

business continuity management (BCM) to continuously enhance the effec-Group companies

nd effectiveness of BCPs at major Group companies. Efforts to address he evaluation, such as through the revision of BCPs and formulation of entation of simulation exercises to ensure the effectiveness of BCPs

# Corporate Ethics and Compliance

SEIKO GROUP CORPORATION has established the Corporate Ethics Action Guidelines based on its Basic Principles of Corporate Ethics and consistently promotes training, awareness-raising efforts, consultations, reporting, auditing, and evaluations in accordance with these guidelines.

#### **Basic Principles of Corporate Ethics**

With adherence to laws and respect for social ethics as its starting point, the Company has created sound and sensible corporate ethics to enable it to fulfill its social responsibilities as a company. The Company has set forth its Basic Principles of Corporate Ethics, which takes this approach as its basic stance. Under these principles, the Company has established the Corporate Ethics Action Guidelines to create and practice corporate ethics that can be learned and embraced by every officer and employee and accepted by society at large.

Basic Principles of Corporate Ethics and Corporate Ethics Action Guidelines https://www.seiko.co.jp/en/group/philosophy/ethics.html#anchor\_idea

#### Compliance Promotion Structure

In accordance with its Basic Principles of Corporate Ethics, the Company has established the Corporate Ethics Committee and consistently promotes training, awareness-raising efforts, consultations, reporting, auditing, and evaluations for officers and employees. Group companies have also established corporate ethics structures and created codes of conduct according to their own business characteristics and relevant laws. In the event of a corporate ethics issue arising at a Group company, the Group companies in question take responsibility for addressing the issue. The Company provides comprehensive cooperation and support to address the issue as requested by the Group companies.

#### **Compliance Promotion Activities**

#### Corporate Ethics Seminars

The Company holds corporate ethics training on an ongoing basis for officers and employees as an initiative for strengthening corporate governance and its compliance structure, which it has defined as one of its issues of materiality. In fiscal year 2023, the Company held participation-oriented workshops and other training for officers and employees at Group companies on the topic of the distinction between appropriate guidance and abuse of power. In fiscal year 2024, the Company will work to strengthen its compliance structure by holding seminars on the protection of personal information and the Subcontract Act.

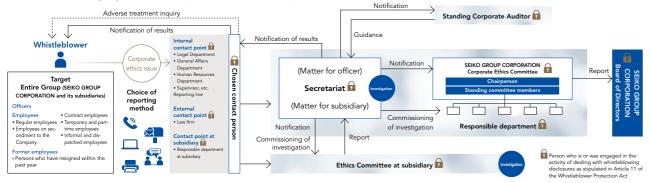
#### Confirming the Maintenance and Promotion Status of the Compliance Structure through Audits

The Company conducts audits led by the Internal Audit Department to confirm the maintenance and promotion status of its compliance structure on a regular basis. Internal control system audits under the Companies Act confirm the establishment and dissemination of basic policies and codes of conduct in relation to compliance and the implementation status of risk management structures at eight large companies, including the Company, as prescribed by the Companies Act.

### Whistleblowing System

The Company has established a Corporate Ethics Helpline as a contact point for consultations and reports from employees regarding issues related to corporate ethics and compliance. In addition to this internal contact point, the Company has set up an external contact point at a law firm, thereby putting in place an environment that facilitates consultations and reports in support of users of this system. Moreover, the Company accepts consultations and reports more broadly than the scope stipulated by this system and strive to address a wide range of issues. To ensure that helpline users are not subjected to adverse treatment on the grounds of making a consultation or report, the Company strictly controls the user information and the details of consultations and reports.

#### Whistleblowing System (Corporate Ethics Helpline) Framework



# Dialogue with Shareholders and Investors Building Strong Relationships of Trust with Shareholders and Investors

#### Approach to Dialogue with Shareholders and Investors

The Group is committed to engaging in dialogue with its shareholders and investors to contribute to sustainable growth and medium- to long-term corporate value improvement. In addition to disclosing information in a timely and appropriate manner, the Group also strive daily to improve the usefulness of this disclosed information for everyone who uses it, keeping in mind honest and transparent communication.

Going forward, the Group will continue to build strong relationships of trust through dialogue with shareholders and investors.

#### M

| All Activities (F12023) |     |  |                           |       |                                       |      | <ul><li> 2Q financial results briefing</li><li> Issuance of Value Report</li></ul> |     |          |  |                                 |     |                     |                       |
|-------------------------|-----|--|---------------------------|-------|---------------------------------------|------|--|-----|----------|--|---------------------------------|-----|---------------------|-----------------------|
|                         |     | aancial results brie<br>e previous fiscal ye |                           | tours |                                       |      |  |     |          | <ul> <li>Briefir<br/>invest</li> </ul> | ngs for individual<br>tors      |     | • 3Q fir<br>briefir | aancial results<br>ng |
| Apr.                    | May | Jun.   | Jul.                      | Aug.  | Sep.                                  | Oct. | N  | ov. | De       | ec.                                    | Jan.                            | Fel | <b>ɔ</b> .          | Mar.                  |
|                         |     |  |                           |       |                                       |      | •  |     | ies in a | ddition                                | ences sponsor<br>to holding inc |     |                     |                       |
|                         |     |  | ral Meeting of<br>holders | 1     | nancial results brie<br>ess briefings | fing |  |     |          |  |                                 |     |                     |                       |

#### **Regular Dialogue with Shareholders and Investors**

| •  | •  |           |   |   |  |
|--|--|-----------|---|---|--|
| Target                                   | Activities                                       | Frequency | Responsible Person  | Holding Method, Theme, etc.   |  |
| Shareholders                             | General Meeting of<br>Shareholders               | June 2023 | _   | Implementation of a hybrid virtual General Meeting of Shareholders<br>(live streaming)  |  |
| Institutional<br>investors /<br>Analysts |  | A         | CEO, President, Senior Executive                                    | The financial results briefing in May 2023 was held under a hybrid format while other financial briefings were held online.                 |  |
|  | Financial results briefings                      | 4 times   | Vice President in charge of each<br>domain, officer in charge of IR | Briefing materials and summary of Q&A are disclosed on the Company's website (Japanese and English).  |  |
|  | Business briefings                               | 1 time    | President of an operating<br>company                                | Theme Expansion of high-end products business (luxury domain) centered on Grand Seiko   |  |
| (Japan and                               | Individual interviews 151 times                  |           | Officer in charge of IR   | Online or face-to-face dialogue   |  |
| overseas)                                | Conferences sponsored<br>by securities companies |           | Officer in charge of IR   | Every year, we participate in conferences held by securities companies<br>in order to create opportunities for dialogue with new investors. |  |
|  | e da sa  | 4.5       | E du  | Various facility tours held to promote understanding of the Group   |  |
|  | Facility visits                                  | 1 time    | Facility manager  | (Track record) "Grand Seiko Studio Shizukuishi"   |  |

# Case Study Efforts to Improve the Effectiveness of Dialogue and Enhance Information Disclosure

- Strengthening overseas IR activities
- Increasing the number of facility tours held in response to requests from investors and analysts
- Reviewing the annual cycle for various IR activities aimed at constructive dialogue with investors and analysts
- Enhancing information provision through notices of the General Meeting of Shareholders, financial results briefing materials, Value Reports, etc.

# Shareholders and Investors Feedback Based on Dialogue with Management

The Group share the contents of questions and comments from individual interviews with investors and analysts with management and related departments on a monthly basis, and also share analyst reports issued by securities companies. Furthermore, IR activities are reported to the Board of Directors once a year.

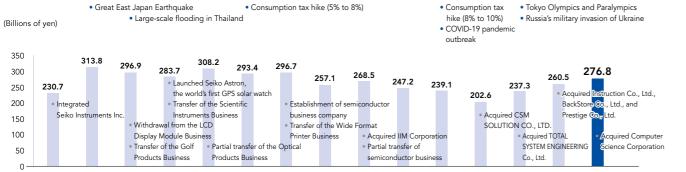
Under the ongoing SMILE145, the 8th Mid-Term Management Plan, the Group have also considered the opinions of investors and analysts in disclosing cash allocation and setting ROIC and ROE as KPIs, and the Group have worked to expand the disclosed information in financial results briefing materials and enhance the content in Value Reports.





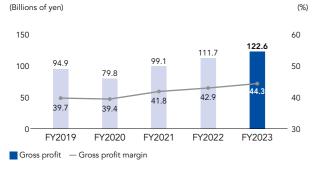
# **Financial Highlights**

### **15-Year Net Sales Transition**

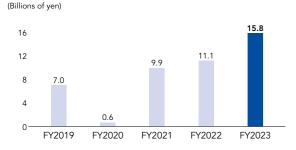


FY2009 FY2010 FY2011 FY2012 FY2013 FY2014 FY2015 FY2016 FY2017 FY2018 FY2019 FY2020 FY2021 FY2022 FY2023

### Gross Profit / Gross Profit Margin



### **Ordinary Profit**



#### Net Interest-Bearing Debt / Equity Capital Ratio (Billions of yen) (%)



Net interest-bearing debt Cash and deposits (Total: Interest-bearing debt) - Equity capital ratio

Net interest-bearing debt = Interest-bearing debt - Cash and deposits Interest-bearing debt = Borrowings + Lease obligations

The Group has applied IFRS 16 "Leases" at consolidated subsidiaries overseas, excluding those in the U.S., from 1Q FY2019.

Equity capital ratio = Equity capital/Total assets x 100

# **Operating Profit / Operating Profit Margin**

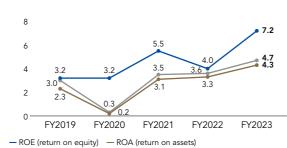


# Profit Attributable to Owners of Parent



### ROE / ROA / ROIC

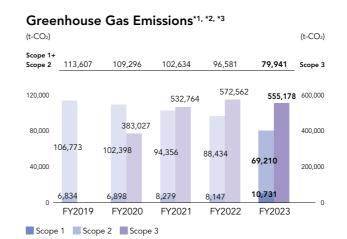
(%)

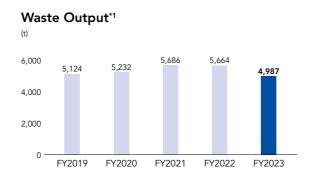


- ROIC (return on invested capital)

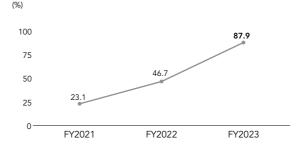
- ROE = Profit attributable to owners of parent/([Equity capital at beginning of fiscal year + Equity capital at end of fiscal year]/2) x 100
- ROA = Ordinary profit/[[Total assets at beginning of fiscal year + Total assets at end of fiscal year]/2) x 100
- ROIC = (Ordinary income after income taxes + Interest expense)/(Interest-bearing debt + Net assets) x 100

# Non-Financial Highlights





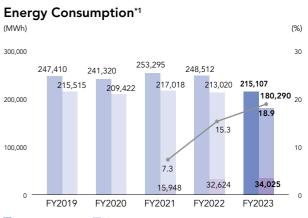
# Rate of Male Employees Taking Childcare Leave\*6



### **Employee Composition**

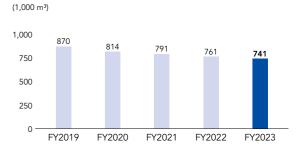
| Percentage of overseas<br>employees* <sup>7</sup> | Ratio of male and female regular em |              |
|---|-------------------------------------|--------------|
| 47.7%   | Male 70.0%                          | Female 30.0% |

- \*1 Scope of calculation: SEIKO GROUP CORPORATION and all operating companies in Japan and overseas (waste output and water intake figures are only for sites where activity data is available.
- \*2 The following CO<sub>2</sub> emission coefficients are used: Electricity: In Japan, we use emission factors as det ned by the emissions output for each separate electric power utility, as specified in the Act on Promotion of Global Warming Countermea
- Overseas, the International Energy Agency (IEA) emission factors for each country are Overseas, the International Energy Agency (IEA) emission factors for each country and the standard reference. Fuel: Both in Japan and overseas, emissions are measured as the calorific value by type of fuel and emission factors for fuel use, as specified in the Act on Promotion of Global Warming Countermeasures. Chilled/heated water: Emission factors provided by suppliers are used.
- \*3 The scope of the statistics for FY2020 covers the main 6 businesses of SEIKO WATCH
- CORPORATION and Seiko Instruments Inc.
- \*4 Quantity of electricity used that originates from renewable energy sources, including purchases made through certificates
- \*5 Proportion of renewable energy in electricity consumption



Energy consumption Electricity consumption Renewable energy consumption\*4 — Renewable energy ratio\*5

# Water Withdrawal<sup>\*1</sup>



# Ratio of Female Employees in Managerial Positions



|  | FY2019 | FY2020 | FY2021 | FY2022 | FY2023 |
|--|--------|--------|--------|--------|--------|
| Average years of<br>employee service*9 (years) | 17.9   | 19.8   | 20.0   | 19.5   | 18.8   |
| 3-year turnover rate $^{\star_{10}}$ (%)       | 5.8    | 10.6   | 3.4    | 9.7    | 13.0   |
| Ratio of employees with disabilities*11 (%)    | 2.3    | 2.7    | 2.3    | 2.4    | 2.4    |

\*6 Childcare leave usage rate = Percentage of employees among those eligible who started childcare leave during the year in question Scope of calculation: SEIKO GROUP CORPORATION and 7 operating companies in Japan

\*7 As of March 31, 2024 (Consolidated)

\*8 As of April 1, 2024

Scope of calculation: SEIKO GROUP CORPORATION and 19 operating companies in Japan \*9 Scope of calculation: SEIKO GROUP CORPORATION and 7 operating companies in Japan (as of the end of each fiscal year)

\*10 Turnover rate of new graduates within three years of employment Scope of calculation: SEIKO GROUP CORPORATION and 7 operating companies in Japan \*11 The ratio of employees with disabilities for June 1 in the following fiscal year is displayed as the

ratio as of the end of that fiscal year. Scope of calculation: SEIKO GROUP CORPORATION and 8 companies certified as Group companies including special subsidiaries

# Ten-Year Financial Summary

|  |                  |                  |                   |                  |                  |                   |                   |                   |                   | (Millions of yen) |
|--|------------------|------------------|-------------------|------------------|------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
|  | FY2014           | FY2015           | FY2016            | FY2017           | FY2018           | FY2019            | FY2020            | FY2021            | FY2022            | FY2023            |
| Consolidated Statements of Income  |                  |                  |                   |                  |                  |                   |                   |                   |                   |                   |
| Net sales (by segment)*1   |                  |                  |                   |                  |                  |                   |                   |                   |                   |                   |
| Emotional Value Solutions  | 188,525          | 195,141          | 161,796           | 168,049          | 169,833          | 163,444           | 127,835           | 150,890           | 170,795           | 188,351           |
| Watches*2  | 159,075          | 164,453          | 134,592           | 140,156          | 141,788          | 135,475           | 105,054           | 125,744           | 144,220           | 160,071           |
| Others/Adjustments*3   | 29,450           | 30,687           | 27,204            | 27,892           | 28,044           | 27,969            | 22,781            | 25,146            | 26,575            | 28,280            |
| Devices Solutions*4  | 88,684           | 87,351           | 78,662            | 76,632           | 50,133           | 46,962            | 47,536            | 61,060            | 64,530            | 58,396            |
| Systems Solutions  | 21,142           | 19,455           | 20,287            | 27,411           | 30,809           | 32,839            | 34,114            | 34,413            | 36,626            | 40,454            |
| Others<br>Adjustments  | 1,264<br>(6,144) | 1,235<br>(6,478) | 961<br>(4,591)    | 1,047<br>(4,610) | 1,218<br>(4,701) | 1,222<br>(5,319)  | 1,274<br>(8,090)  | 1,052<br>(10,035) | 1,109<br>(12,557) | 1,206<br>(11,602) |
| Consolidated total   | 293,472          | 296,705          | 257,115           | 268,529          | 247,293          | 239,150           | 202,671           | 237,382           | 260,504           | 276,807           |
| Gross profit   | 104,266          | 108,540          | 96,292            | 102,297          | 96,338           | 94,928            | 79,866            | 99,178            | 111,798           | 122,686           |
| Gross profit to sales ratio (%)  | 35.5%            | 36.6%            | 37.5%             | 38.1%            | 39.0%            | 39.7%             | 39.4%             | 41.8%             | 42.9%             | 44.3%             |
| Selling, general and administrative  | 92,599           |                  |                   |                  | 86,943           |                   |                   |                   |                   |                   |
| expenses   | 92,399           | 95,233           | 88,804            | 91,461           | 00,943           | 88,794            | 77,672            | 90,408            | 100,564           | 107,948           |
| Operating profit (by segment)*1  |                  |                  |                   |                  |                  |                   |                   |                   |                   |                   |
| Emotional Value Solutions  | 11,746           | 12,934           | 7,185             | 8,166            | 11,086           | 10,138            | 5,206             | 8,295             | 11,575            | 17,262            |
| Watches <sup>*2</sup>  | 12,334           | 12,722           | 7,615             | 7,902            | 10,391           | 10,158            | 5,600             | 7,638             | 11,123            | 15,644            |
| Others/Adjustments* <sup>3</sup><br>Devices Solutions* <sup>4</sup>              | (587)<br>2,741   | 211<br>3,382     | (429)<br>4,291    | 264<br>5,917     | 695<br>1,129     | (19)<br>668       | (393)<br>1,365    | 656<br>5,638      | 452<br>5,059      | 1,617<br>2,117    |
| Systems Solutions  | 327              | 3,362            | 1,283             | 1,605            | 2,401            | 3,010             | 3,538             | 3,946             | 4,367             | 4,715             |
| Others   | 249              | 160              | 159               | 229              | 229              | 264               | 284               | 216               | 171               | 219               |
| Adjustments  | (3,398)          | (3,532)          | (5,432)           | (5,082)          | (5,452)          | (7,947)           | (8,200)           | (9,326)           | (9,940)           | (9,577)           |
| Consolidated total   | 11,667           | 13,307           | 7,487             | 10,836           | 9,394            | 6,134             | 2,194             | 8,770             | 11,233            | 14,737            |
| Operating profit to sales ratio (%)  | 4.0%             | 4.5%             | 2.9%              | 4.0%             | 3.8%             | 2.6%              | 1.1%              | 3.7%              | 4.3%              | 5.3%              |
| Ordinary profit  | 12,373           | 11,879           | 6,671             | 10,911           | 11,410           | 7,004             | 633               | 9,939             | 11,167            | 15,894            |
| Ordinary profit to sales ratio (%)   | 4.2%             | 4.0%             | 2.6%              | 4.1%             | 4.6%             | 2.9%              | 0.3%              | 4.2%              | 4.3%              | 5.7%              |
| Profit attributable to owners of parent  | 21,778           | 12,142           | 5,392             | 11,541           | 9,249            | 3,394             | 3,475             | 6,415             | 5,028             | 10,051            |
| Profit attributable to owners of parent  | 7.4%             | 4.1%             | 2.1%              | 4.3%             | 3.7%             | 1.4%              | 1.7%              | 2.7%              | 1.9%              | 3.6%              |
| to sales ratio (%)   |                  |                  |                   |                  |                  |                   | ,.                | ,                 |                   |                   |
| Advertising and sales promotion  | 16,624           | 18,366           | 15,882            | 16,393           | 16,905           | 18,845            | 14,929            | 15,985            | 18,348            | 20,141            |
| expenses   |                  |                  |                   |                  |                  |                   |                   |                   |                   |                   |
| Salaries and wages   | 36,060           | 37,200           | 34,819            | 34,639           | 32,454           | 32,163            | 28,827            | 32,970            | 36,890            | 39,503            |
| Provision for bonuses  | 2,202            | 2,074            | 1,867             | 1,986            | 1,879            | 1,913             | 2,023             | 2,365             | 2,820             | 2,901             |
| Retirement benefit expenses<br>Research and development expenses*5               | 1,928<br>4,112   | 1,610<br>4,023   | 770<br>3,901      | 1,383<br>4,669   | 1,470<br>4,190   | 1,371<br>4,607    | 1,224<br>4,095    | 1,294<br>4,106    | 1,149<br>3,980    | 982<br>3,606      |
| Consolidated Balance Sheets  | 4,112            | 4,023            | 3,901             | 4,007            | 4,170            | 4,007             | 4,075             | 4,100             | 3,700             | 3,000             |
| Cash and deposits  | 41,292           | 39,131           | 35,355            | 34,229           | 33,844           | 26,112            | 32,611            | 30,740            | 36,324            | 32,683            |
| Inventories  | 62,910           | 65,196           | 66,177            | 57,011           | 58,305           | 65,734            | 68,424            | 73,048            | 83,776            | 84,382            |
| Interest-bearing debt*6  | 137,250          | 127,560          | 136,586           | 113,387          | 106,022          | 115,261           | 131,242           | 121,728           | 138,861           | 124,325           |
| Net assets   | 92,589           | 102,692          | 107,161           | 105,170          | 110,415          | 104,273           | 113,082           | 121,624           | 131,748           | 151,334           |
| Total assets   | 333,701          | 329,115          | 328,857           | 305,297          | 303,036          | 299,990           | 319,671           | 327,533           | 355,915           | 376,262           |
| Consolidated Statements of Cash Flows  |                  |                  |                   |                  |                  |                   |                   |                   |                   |                   |
| Net cash provided by (used in) operating   | 16,562           | 15,096           | 4,209             | 27,885           | 17,508           | 2,704             | 2,874             | 20,358            | 9,261             | 32,726            |
| activities<br>Net cash provided by (used in) investing                           |                  |                  |                   |                  |                  |                   |                   |                   |                   |                   |
| activities   | 46,254           | (8,334)          | (13,200)          | (17,430)         | (7,093)          | (10,688)          | (7,838)           | (9,318)           | (15,535)          | (15,095)          |
| Net cash provided by (used in) financing   | (66,816)         | (6,645)          | 5,713             | (11,759)         | (10,670)         | 678               | 10,465            | (13,909)          | 10,564            | (23,017)          |
| activities<br>Free cash flow   |                  |                  |                   |                  |                  |                   |                   |                   |                   |                   |
| Depreciation   | 62,816<br>10,892 | 6,762<br>10,325  | (8,991)<br>10,959 | 10,455<br>10,128 | 10,414<br>8,980  | (7,983)<br>10,315 | (4,963)<br>10,690 | 11,040<br>10,879  | (6,274)<br>12,359 | 17,630<br>13,301  |
| Purchase of property, plant and  |                  |                  |                   |                  |                  |                   |                   |                   |                   |                   |
| equipment  | (9,350)          | (13,054)         | (12,138)          | (6,954)          | (6,341)          | (8,852)           | (17,735)          | (8,797)           | (12,182)          | (11,023)          |
| Management Indicators  |                  |                  |                   |                  |                  |                   |                   |                   |                   |                   |
| Overseas net sales   | 154,025          | 150,864          | 122,285           | 125,499          | 107,296          | 101,635           | 89,561            | 112,978           | 127,897           | 129,329           |
| Overseas net sales ratio (%)   | 52.5%            | 50.8%            | 47.6%             | 46.7%            | 43.4%            | 42.5%             | 44.2%             | 47.6%             | 49.1%             | 46.7%             |
| ROE (return on equity) (%)*7   | 28.4%            | 13.1%            | 5.6%              | 11.4%            | 8.7%             | 3.2%              | 3.2%              | 5.5%              | 4.0%              | 7.2%              |
| ROA (return on assets)*8   | 3.5%             | 3.6%             | 2.0%              | 3.4%             | 3.8%             | 2.3%              | 0.2%              | 3.1%              | 3.3%              | 4.3%              |
| ROIC (return on invested capital) (%)*9<br>PER (price earnings ratio) (times)*10 | 4.5%<br>5.8      | 4.5%<br>7.6      | 2.6%<br>17.4      | 4.1%<br>9.2      | 4.4%<br>11.7     | 3.0%<br>21.2      | 0.3%<br>22.3      | 3.5%<br>14.7      | 3.6%<br>23.8      | 4.7%<br>17.1      |
| PBR (price book-value ratio) (times) *11   | 1.4              | 1.0              | 17.4              | 1.0              | 1.0              | 0.7               | 0.7               | 0.8               | 0.9               | 1.1               |
| Equity capital   | 90,410           | 94,521           | 98,119            | 104,010          | 109,221          | 103,050           | 111,695           | 120,067           | 129,792           | 149,100           |
| Equity capital ratio (%)*12  | 27.1%            | 28.7%            | 29.8%             | 34.1%            | 36.0%            | 34.4%             | 34.9%             | 36.7%             | 36.5%             | 39.6%             |
| Net interest-bearing debt*13   | 95,957           | 88,428           | 101,230           | 79,158           | 72,178           | 89,148            | 98,631            | 90,988            | 102,536           | 91,641            |
| Net D/E ratio (times)* <sup>14</sup>   | 1.0              | 0.8              | 0.9               | 0.7              | 0.6              | 0.8               | 0.8               | 0.7               | 0.7               | 0.6               |
| Basic earnings per share (yen)*15, *16   | 526.95           | 293.81           | 130.71            | 280.01           | 224.42           | 82.36             | 84.30             | 155.56            | 121.86            | 244.33            |
| Net assets per share (yen)*15, *17   | 2,187.60         | 2,287.18         | 2,380.50          | 2,523.54         | 2,649.99         | 2,499.97          | 2,709.17          | 2,911.17          | 3,144.81          | 3,657.61          |
| Dividends per share (yen)*15   | 50.00            | 62.50            | 75.00             | 75.00            | 75.00            | 75.00             | 37.50             | 50.00             | 75.00             | 80.00             |
| Dividend payout ratio (%)  | 9.5%             | 21.3%            | 57.4%             | 26.8%            | 33.4%            | 91.1%             | 44.5%             | 32.1%             | 61.5%             | 32.7%             |
| Exchange Rate (fiscal year average) (JPY)  |                  |                  |                   |                  |                  |                   |                   |                   |                   |                   |
| USD  | 109.9            | 120.1            | 108.4             | 110.8            | 110.9            | 108.7             | 106.1             | 112.4             | 135.5             | 144.7             |
| EUR  | 138.7            | 132.6            | 118.8             | 129.7            | 128.4            | 120.8             | 123.8             | 130.6             | 141.0             | 156.8             |

**Major Topics** 

#### FY2015

(Millions of you)

The domestic Watches Business performed well, partly thanks to the increase in inbound demand, particularly from Chinese tourists.

#### FY2016

The Watches Business struggled due to fluctuations in inbound demand and a slump in the affordable watches market. The Group launched the Global Brands Strategy in this business.

#### FY2017

To strengthen its financial base and concentrate resources on its core Watches Business and Systems Solutions Business, the Group sold off part of its semiconductor business in its Devices Solutions Business (sale completed in FY2019).

### FY2020

Due to the spread of COVID-19, restrictions on economic activity led to a deterioration in earnings performance across the Group.

#### FY2021

As the impact of COVID-19 eased and personal consumption bounced back, the Group's overall earnings performance recovered.

## FY2023

#### FY2016 to FY2023

the 32nd consecutive quarter.

- \*2 The previous Watches Business
- Value Solutions Business
- \*6 Interest-bearing debt = Borrowings + Lease obligations

- \*10 PER = Stock price/Basic earnings per share \*11 PBR = Stock price/Net assets per share
- \*12 Equity capital ratio = Equity capital/Total assets x 100
- \*13 Net interest-bearing debt = Interest-bearing debt Cash and deposits
- \*14 Net D/E ratio = Net interest-bearing debt/Net assets
- values on the left reflect the share consolidation
- during the period

Earnings Review https://www.seiko.co.jp/en/ir/financial/highlight.html

The yen continued to weaken, boosting the number of tourists from overseas. Notably, inbound demand from European and American tourists increased, and the Watches Business was the driving force behind 10-year-high profits for the Group.

The Systems Solutions Business achieved year-on-year quarterly growth in sales and profits for

\*1 Due to the change in the reporting segments from FY2022, the results for FY2021 and earlier have been reclassified to reflect the new segments. Figures after reclassification prior to FY2020 are unaudited reference values.

\*3 Including some of the businesses included in the previous Electronic Devices Business, the Time Creation Business, and the Wako Business previously not included in reported segments, and adjustments in the Emotional Value Solutions Business \*4 The businesses previously in the Electronic Devices Business, other than those that have been integrated with the Emotional

\*5 Total of research and development expenses included in general and administrative expenses and manufacturing costs

The Group has applied IFRS 16 "Leases" at consolidated subsidiaries overseas, excluding those in the U.S., from 1Q FY2019.

\*7 ROE = Profit attributable to owners of parent/([Equity capital at beginning of fiscal year + Equity capital at end of fiscal year]/2) x 100

\*8 ROA = Ordinary profit/([Total assets at beginning of fiscal year + Total assets at end of fiscal year]/2) x 100

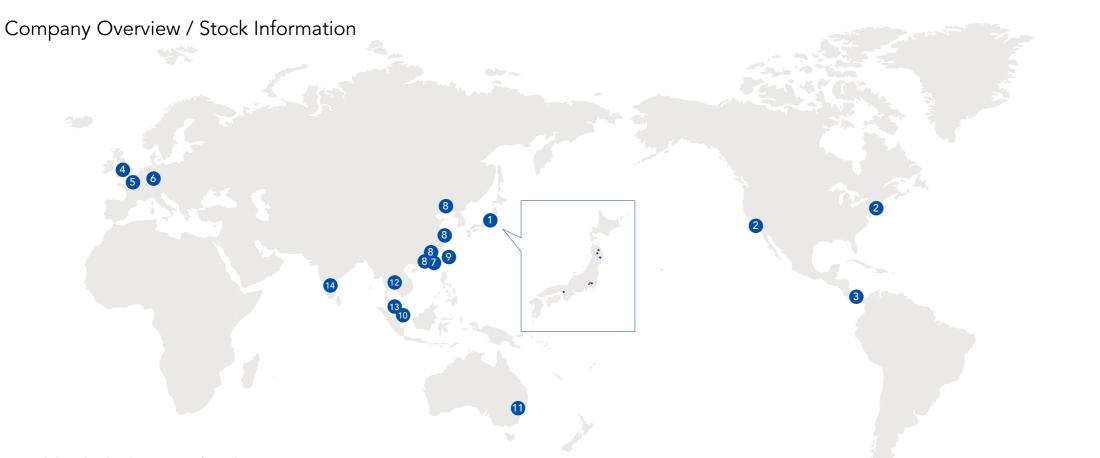
\*9 ROIC = (Ordinary income after income taxes + Interest expense)/(Interest-bearing debt + Net assets) x 100

The Group has applied Partial Amendments to Accounting Standard for Tax Effect Accounting (ASBJ Statement No. 28, February 16, 2018) from the beginning of FY2018, and the indices for FY2017 are presented after reclassification.

\*15 The Group conducted a share consolidation of every five shares of its common stock into one share as of October 1, 2017. The

\*16 Profit attributable to owners of parent pertaining to common stock/Average number of shares of common stock outstanding

\*17 Net assets at end of fiscal year related to common stock/Number of shares of common stock at end of fiscal year



### Consolidated Subsidiaries (as of April 1, 2024)

#### 1 Japan

| 1 Japan                            |                        |        |
|------------------------------------|------------------------|--------|
| SEIKO WATCH CORPORATION            | Chuo-ku, Tokyo         | EVS    |
| SEIKO TIME LABS CO., LTD.          | Koto-ku, Tokyo         | EVS    |
| CRONOS Inc.                        | Chiyoda-ku, Tokyo      | EVS    |
| SEIKO Retail Marketing Corporation | Chuo-ku, Tokyo         | EVS    |
| SEIKO Time Creation Inc.           | Koto-ku, Tokyo         | EVS    |
| WAKO Co., Ltd.                     | Chuo-ku, Tokyo         | EVS    |
| SEIKO NPC CORPORATION              | Taito-ku, Tokyo        | DS     |
| IIM Corporation                    | Chuo-ku, Tokyo         | SS     |
| CSM SOLUTION CO., LTD.             | Koto-ku, Tokyo         | SS     |
| GCC CO., LTD.                      | Koto-ku, Tokyo         | SS     |
| Instruction Co., Ltd.              | Chuo-ku, Tokyo         | SS     |
| BackStore Co., Ltd.                | Chuo-ku, Tokyo         | SS     |
| Prestige Co., Ltd.                 | Chuo-ku, Tokyo         | SS     |
| Computer Science Corporation       | Shinagawa-ku, Tokyo    | SS     |
| KYOBASHI KIGYO (K.K.)              | Chuo-ku, Tokyo         | Others |
| Shirakawa Estate Co., Ltd.         | Chuo-ku, Tokyo         | Others |
| Morioka Seiko Instruments Inc.     | Shizukuishi-cho, Iwate | EVS    |
| Ninohe Tokei Kogyo Co., Ltd.       | Ninohe-shi, Iwate      | EVS    |
| Tono Seiki Co., Ltd.               | Tono-shi, Iwate        | EVS    |
| Michinoku Service Co., Ltd.        | Shizukuishi-cho, Iwate | EVS    |
| Seiko Instruments Inc.             | Mihama-ku, Chiba       | DS     |
| SII Printek Inc.                   | Mihama-ku, Chiba       | DS     |
| Seiko EG&G Co., Ltd.               | Mihama-ku, Chiba       | DS     |
| Seiko Future Creation Inc.         | Mihama-ku, Chiba       | DS     |
| SII Crystal Technology Inc.        | Mihama-ku, Chiba       | DS     |
| SEIKO Solutions Inc.               | Mihama-ku, Chiba       | SS     |
| Human Capital Co., LTD.            | Mihama-ku, Chiba       | Others |
| TOTAL SYSTEM ENGINEERING Co., Ltd. | Chuo-ku, Osaka         | SS     |
| Others, 1 company                  |                        |        |

#### Equity-Method Affiliates (as of April 1, 2024)

| CLOCKWORK HOLDINGS INC.     | Chuo-ku, Tokyo           | EVS    |
|-----------------------------|--------------------------|--------|
| Jedat Inc.                  | Chuo-ku, Tokyo           | DS     |
| SEIKO OPTICAL PRODUCTS CO., | LTD. Chuo-ku, Tokyo      | Others |
| SII Logistics Inc.          | Mihama-ku, Chiba         | Others |
| OHARA INC.                  | Sagamihara-shi, Kanagawa | Others |

### 2 USA

Grand Seiko Corporation of America Seiko Watch of America LLC SEIKO Time Corporation Seiko Instruments U.S.A., Inc.\* \* Seiko Instruments U.S.A., Inc. also operates the EVS Business.

#### 3 Panama SEIKO Panama, S.A.

**4** United Kingdom SEIKO U.K. Limited

5 France Grand Seiko Europe S.A.S. Seiko Watch Europe S.A.S.

#### 6 Germany Seiko Instruments GmbH

Hong Kong SEIKO Hong Kong Ltd. SEIKO Manufacturing (H.K.) Ltd.

Time Module Ltd. SEIKO CLOCK (Hong Kong) Ltd. Seiko Instruments Trading (H.K.) Ltd.

# China

Guangzhou SII Watch Co., Ltd. Grand Seiko (Shanghai) Co., Ltd. SEIKO Watch (Shanghai) Co., Ltd. SEIKO CLOCK (Shenzhen) Co., Ltd. Dalian Seiko Instruments Inc. Seiko Instruments (Shanghai) Inc. Seiko Instruments Technology (Shanghai) Inc.

| Panama City, Panama                        | EVS        |
|--|------------|
| Maidenhead, U.K.                           | EVS        |
| Paris, France<br>Neuilly-sur-Seine, France | EVS<br>EVS |
| Neu-Isenburg, Germany                      | DS         |

New Jersey, U.S.A.

New Jersey, U.S.A.

New York, U.S.A.

Torrance, U.S.A.

Kowloon, Hong Kong Kowloon, Hong Kong

Kowloon, Hong Kong Kowloon, Hong Kong EVS Kowloon, Hong Kong

> Guangzhou, China Shanghai, China EVS Shanghai, China EVS Shenzhen, China EVS Dalian, China DS Shanghai, China DS Shanghai, China DS

# 9 Taiwan SEIKO Taiwan Co., Ltd. Seiko Instruments Taiwan Inc. Singapore Grand Seiko Asia-Pacific Pte. Ltd.

SEIKO Manufacturing (Singapore) Pte. Ltd. Singapore, Singapore Asian Electronic Technology Pte. Ltd. Seiko Instruments Singapore Pte. Ltd.

# Singapore, Singapore Singapore, Singapore

Singapore, Singapore

Macquarie Park, Australia

Bangkok, Thailand

Pathumthani, Thailand

Pathumthani, Thailand

Johor Bahru, Malaysia EVS

Taipei, Taiwan EVS

. Taipei, Taiwan DS

1 Australia SEIKO Australia Pty. Ltd.

#### 12 Thailand SEIKO (Thailand) Co., Ltd. SEIKO Precision (Thailand) Co., Ltd.

Seiko Instruments (Thailand) Ltd.

# 13 Malaysia

Instruments Technology (Johor) Sdn. Bhd.

14 India SEIKO Watch India Pvt. Ltd.

Bangalore, India EVS

| 1 |                                 |
|---|---------------------------------|
|   | EVS : Emotional Value Solutions |
|   | DS : Devices Solutions          |
|   | ss : Systems Solutions          |

| Company name              | SEIKO GROUP CORPORATION   |  |
|---------------------------|---|--|
| Year of establishment     | 1881  |  |
| Capital                   | ¥10 billion   |  |
| Number of employees       | 169 / 11,740 (consolidated)   |  |
| Operating revenue         | ¥15.2 billion   |  |
| Consolidated net sales    | ¥276.8 billion  |  |
| Head office address       | 26-1, Ginza 1-chome, Chuo-ku, Tokyo 104-8110, Japan<br>Phone: +81-3-3563-2111 |  |
| Registered office address | 5-11, Ginza 4-chome, Chuo-ku, Tokyo   |  |

#### Company Overview (as of March 31, 2024)

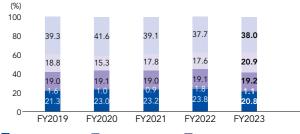
### Stock Information (as of March 31, 2024)

| Total number of shares authorized to be issued | 149,200,000 |
|--|-------------|
| Total number of shares issued and outstanding  | 41,404,261  |
| Lot size                                       | 100         |
| Number of shareholders                         | 13,664      |

#### Status of Major Shareholders (as of March 31, 2024) Number of

| Name  | shares<br>(x 1,000) | Ratio (%) |
|---|---------------------|-----------|
| Sanko Kigyo K.K.  | 4,436               | 10.7      |
| The Master Trust Bank of Japan, Ltd. (Trust Account)                        | 3,814               | 9.2       |
| Etsuko Hattori  | 3,613               | 8.7       |
| Shinji Hattori  | 2,279               | 5.5       |
| The Dai-ichi Life Insurance Company, Limited                                | 1,800               | 4.4       |
| Hideo Hattori   | 1,622               | 3.9       |
| Custody Bank of Japan, Ltd. (Trust Account)                                 | 1,203               | 2.9       |
| GOLDMAN SACHS INTERNATIONAL<br>(Standing proxy: Goldman Sachs (Japan) Ltd.) | 836                 | 2.0       |
| SHIMIZU CORPORATION   | 744                 | 1.8       |
| FUJI BUILDING Co., Ltd.   | 671                 | 1.6       |

# **Distribution of Shares**



Financial institutions Securities companies Other Japanese companies Foreign companies, etc. Individuals/Other

