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

Securities Code: 4658 June 8, 2022

To shareholders:

Yoji Tanaka, President & Representative Director **Nippon Air Conditioning Services Co., Ltd.** 239-2, Terugaoka, Meito-ku, Nagoya

# Notice of the 59th Annual General Meeting of Shareholders

We are pleased to announce the 59th Annual General Meeting of Shareholders of Nippon Air Conditioning Services Co., Ltd. (the "Company"), which will be held as indicated below.

Furthermore, at the venue for the General Meeting of Shareholders, measures to prevent the spread of the novel coronavirus disease (COVID-19) will be thoroughly enforced, but we ask that any shareholders attending the General Meeting of Shareholders confirm your own physical health and take precautions to prevent infection when attending. Additionally, necessary measures to ensure the safety of shareholders and prevent infection may be taken at the venue for the General Meeting of Shareholders, based on the judgment of the Company, so we request your cooperation in this regard.

If exercising your voting rights in advance in writing or via the Internet, please review the attached Reference Documents for the General Meeting of Shareholders, refer to the "Instructions for the Exercise of Voting Rights" (pages 3 and 4) (in Japanese only), and exercise your voting rights by mail or via the website for the exercise of voting rights designated by the Company, to ensure that your votes arrive by no later than 5:45 p.m. on Thursday, June 23, 2022 (JST).

- 1. Date and Time: Friday, June 24, 2022 at 10:00 a.m. (reception opens at 9:00 a.m.) (JST)
- 2. Venue: Hilton Nagoya, 5F, Ginsen

3-3, Sakae 1-chome, Naka-ku, Nagoya

(Please note that although it is the same hotel as the previous year, the floor and meeting room are different.)

### 3. Meeting Agenda

#### Items to be reported:

- Report on the content of the Business Report and Consolidated Financial Statements for the 59th Fiscal Year (April 1, 2021 to March 31, 2022), and the audit results of Consolidated Financial Statements by the Accounting Auditor and the Audit & Supervisory Board
- 2. Report on the content of the Non-consolidated Financial Statements for the 59th Fiscal Year (April 1, 2021 to March 31, 2022)

#### Items to be resolved:

**Proposal No. 1** Appropriation of Surplus

**Proposal No. 2** Amendments to the Articles of Incorporation

**Proposal No. 3** Election of Nine Directors

**Proposal No. 4** Payment of Bonuses to Officers

#### 4. Instructions for the Exercise of Voting Rights:

(Please refer to pages 3 and 4 (in Japanese only).)

- The "Company Briefing for Shareholders," which was held separately after the end of the General Meeting of Shareholders in previous years, has been cancelled from the perspective of preventing the spread of COVID-19.
- If attending on the day of the meeting, please submit the enclosed Voting Rights Exercise Form at the venue reception.
- Of the documents to be submitted with this Notice of Convocation, the "Notes to Consolidated Financial Statements in the Consolidated Financial Statements" and the "Notes to Non-consolidated Financial Statements in the Non-consolidated Financial Statements" are posted on the Company's website in accordance with the provisions of laws and regulations and Article 15 of the Company's Articles of Incorporation, and therefore are not provided with this Notice of Convocation. Furthermore, the Consolidated Financial Statements and Non-consolidated Financial Statements audited by the Audit & Supervisory Board Members and the Accounting Auditor consist of each document provided with this notice and its appendix, as well as the Notes to Consolidated Financial Statements and Notes to Non-consolidated Financial Statements provided on the Company's website.
- If any revisions arise to the Reference Documents for the General Meeting of Shareholders, Business Report, Consolidated Financial Statements, or Non-consolidated Financial Statements, the revised versions will be posted on the Company's website.
- Officers and employees of the Company will be dressed in light business wear ("Cool Biz" clothing) on the day of the meeting; your understanding is appreciated.

The Company's website (https://www.nikku.co.jp/en/ir/stockinfo/meeting.html)

### The Company's Measures to Prevent the Spread of COVID-19

- We request that shareholders attending the General Meeting of Shareholders <u>wear masks at the venue</u>, without fail.
- We will take temperatures at the entrance to the venue, and those who are found to have fevers or who appear to be unwell may be refused entry.
- On the day of the meeting, the Company's executives and employees will wear masks, etc.
- Inside the venue, there will be space left between seats, so the number of seats that can be provided will be fewer than in previous years. Therefore, <u>shareholders may be refused entry if there are no seats available.</u>
- If the Company takes new measures to prevent infection and prevent the spread of COVID-19 in accordance with the future status of the spread of COVID-19, information will be posted on the Company's website. We therefore request that shareholders check the Company's website before attending the meeting.

### Reference Documents for the General Meeting of Shareholders

### **Proposals and Reference Information**

### **Proposal No. 1** Appropriation of Surplus

The Company recognizes the return of profits to shareholders as an important management issue, and makes decisions concerning the distribution of profits while taking into consideration the enhancement of internal reserves for strengthening business foundations. Accordingly, the Company's basic policy is to continuously enhance profits, which provide the funds for dividends, and maintain a benchmark consolidated dividend payout ratio of 50%.

In accordance with this policy, the Company proposes to pay a year-end dividend for the current fiscal year of ¥14 per share. Accordingly, including the interim dividend of ¥27.5, the annual dividend will total ¥41.5 per share.

- (1) Type of dividend property To be paid in cash.
- (2) Allotment of dividend property to shareholders and their aggregate amount ¥14 per common share of the Company, with a total amount of ¥481,673,962
- (3) Effective date of dividends of surplus June 27, 2022

#### **Proposal No. 2** Amendments to the Articles of Incorporation

### 1. Reasons for the proposal

(1) Addition of purpose

In accordance with the current status of the Company's businesses, a business purpose will be added to Article 2 (Purpose) of the current Articles of Incorporation in response to the increasingly diversified content of the Company's businesses.

(2) Changes related to the system for providing informational materials for the general meeting of shareholders in electronic format

Since the revised provisions provided for in the proviso to Article 1 of the Supplementary Provisions of the "Act Partially Amending the Companies Act" (Act No. 70 of 2019) are to be enforced on September 1, 2022, the Company proposes to make the following changes to its Articles of Incorporation in preparation for the introduction of the system for providing informational materials for the general meeting of shareholders in electronic format.

- 1) Article 15, paragraph 1 in "Proposed amendments" will stipulate that the Company shall take measures for providing information that constitutes the content of reference documents for the general meeting of shareholders, etc. in electronic format.
- 2) Article 15, paragraph 2 in "Proposed amendments" will establish the provision to limit the scope of the items to be stated in the paper-based documents to be delivered to shareholders who requested the delivery of paper-based documents.
- 3) Since the provisions for Internet Disclosure and Deemed Provision of Reference Documents for the General Meeting of Shareholders, Etc. (Article 15 of the current Articles of Incorporation) will no longer be required, they will be deleted.
- 4) Accompanying the aforementioned establishment and deletion of provisions, supplementary provisions regarding the effective date, etc. will be established.

#### 2. Details of the amendments

The details of the amendments are as follows:

|   | (Underlined sections indicate changes.)   |  |  |  |  |
|---|---|--|--|--|--|
| Current Articles of Incorporation   | Proposed amendments   |  |  |  |  |
| (Purpose)   | (Purpose)   |  |  |  |  |
| Article 2. (Omitted)  | Article 2. (Unchanged)  |  |  |  |  |
| Design, installation, maintenance, and management of<br>air conditioning, refrigeration, electrical, and other<br>types of equipment and machinery  | Design, installation, maintenance, and management of air conditioning, refrigeration, electrical.      telecommunications, and other types of equipment and machinery |  |  |  |  |
| 2. – 19. (Omitted)  | 2. – 19. (Unchanged)  |  |  |  |  |
| Articles 3. – 14. (Omitted)   | Article 3. – 14. (Unchanged)  |  |  |  |  |
| Article 15.(Internet Disclosure and Deemed Provision of  Reference Documents of the General Meeting of  Shareholders, Etc.)   |   |  |  |  |  |
| When the Company convenes a general meeting of shareholders, if it discloses information that is to be stated or indicated in the reference documents of the general meeting of shareholders, business report, financial statements and/or consolidated financial statements through the internet in accordance with the provisions prescribed by the Ministry of Justice Order, it may be deemed that the Company has provided this information to shareholders. | (Deleted)   |  |  |  |  |

| Current Articles of Incorporation | Proposed amendments  |
|-----------------------------------|--|
|                                   | Article 15.(Measures, etc. for Providing Information in Electronic Format)   |
| (Newly established)               | When the Company convenes a general meeting of shareholders, it shall take measures for providing information that constitutes the content of reference documents for the general meeting of shareholders, etc. in electronic format.  |
|                                   | 2. Among items for which the measures for providing information in electronic format will be taken, the Company may exclude all or some of those items designated by the Ministry of Justice Order from statements in the paper-based documents to be delivered to shareholders who requested the delivery of paper-based documents by the record date of voting rights.   |
| Articles 16. – 47. (Omitted)      | Articles 16. – 47. (Unchanged)   |
| (Newly established)               | (Supplementary Provisions)   |
| (Newly established)               | 1. The amendment to the Articles of Incorporation pertaining to Article 15 shall be effective from September 1, 2022, which is the date of enforcement of the revised provisions provided for in the proviso to Article 1 of the Supplementary Provisions of the Act Partially Amending the Companies Act (Act No. 70 of 2019) (hereinafter referred to as the "Date of Enforcement").  2. Notwith steading the provision of the proceeding. |
|                                   | 2. Notwithstanding the provision of the preceding paragraph, Article 15 of the Articles of Incorporation (Internet Disclosure and Deemed Provision of Reference Documents for the General Meeting of Shareholders, Etc.) shall remain effective regarding any general meeting of shareholders held on a date within six months from the Date of Enforcement.   |
|                                   | 3. These Supplementary Provisions shall be deleted on the date when six months has elapsed from the Date of Enforcement or three months has elapsed from the date of the general meeting of shareholders in the preceding paragraph, whichever is later.   |

### **Proposal No. 3** Election of Nine Directors

The terms of office of all six Directors will expire at the conclusion of this meeting. Therefore, the Company proposes the election of nine Directors, increasing the number of Directors by three.

The candidates for Director are as follows:

| Candidate<br>No. | Name                 | Current position in the Company   |  |
|------------------|----------------------|---|--|
| 1                | Yoji Tanaka          | President & Representative Director   | Reelection                             |
| 2                | Koji Kusano          | Director, Executive Officer, and General Manager of<br>General Affairs Dept.                          | Reelection                             |
| 3                | Toshiaki Yorifuji    | Executive Officer, General Manager of Corporate Planning Dept., and General Manager of Overseas Dept. | New election                           |
| 4                | Masato Suwa          | Executive Officer and General Manager of Human Resources Dept.  | New election                           |
| 5                | Kazuhiko Shiraishi   | Executive Officer and General Manager of Nagoya Office  | New election                           |
| 6                | Toshiaki Murotani    | Director  | Reelection                             |
| 7                | Toshio Tanaka        | Director  | Reelection<br>Outside<br>Independent   |
| 8                | Tsuyoshi Higashimoto | Director  | Reelection<br>Outside<br>Independent   |
| 9                | Hiromi Kitagawa      | _   | New election<br>Outside<br>Independent |

Reelection: Candidate for Director to be reelected
New election: Candidate for Director to be newly elected

Outside: Candidate for outside Director

Independent: Independent officer as defined by the securities exchange

| Candidate<br>No. | Name<br>Date of birth  |   | summary, position and responsibility in the and significant concurrent positions outside the Company   | Number of the<br>Company's<br>shares owned by<br>the candidate |  |  |
|------------------|--|---|--|--|--|--|
|                  |  | June 2004   | Joined the Company   |  |  |  |
|                  |  | Apr. 2007   | General Manager of Accounting Dept.  |  |  |  |
|                  |  | Jan. 2010   | Director of Suzhou Nikku Suntec<br>Electromechanical Technology Co., Ltd.<br>(current position)  |  |  |  |
|                  |  | May 2011  | Director of Nippon Air Conditioning Tohoku Co., Ltd.   |  |  |  |
|                  |  | May 2013  | Director of Nippon Air Conditioning System Co., Ltd.   |  |  |  |
|                  |  | June 2013   | Director of Nippon Air Conditioning Gifu<br>Co., Ltd.<br>Director of Nippon Air Conditioning<br>Hokuriku Co., Ltd.<br>Director of Nippon Air Conditioning Tokai<br>Co., Ltd.                                   |  |  |  |
|                  | Yoji Tanaka<br>(August 14, 1956)                               | Apr. 2014   | Executive Officer and General Manager,<br>Accounting Dept. of the Company  | 50,700   |  |  |
| 1                |  | June 2014   | Director, Executive Officer, and General Manager of Accounting Dept.   |  |  |  |
|                  |  | Oct. 2015   | Director, Executive Officer, General<br>Manager of Corporate Planning Dept., and<br>General Manager of Accounting Dept.  |  |  |  |
|                  |  | Mar. 2016   | Managing Director of NACS Singapore Pte. Ltd.  |  |  |  |
|                  |  | Apr. 2016   | Director, Executive Officer, and General<br>Manager of Corporate Planning Dept. of the<br>Company  |  |  |  |
|                  |  | Sept. 2017  | Authorized Representative of NACS ENGINEERING VIETNAM CO., LTD.  |  |  |  |
|                  |  | Apr. 2018   | President & Representative Director of the Company (current position)  |  |  |  |
|                  | and other administrative depart                                | nd career experi<br>etments. According to enhance the | ence, particularly in finance and accounting, cor<br>lingly, the Company has judged that he will be a<br>ne corporate value of the Company group (the "Company group")   | ble to continue  |  |  |
|                  |  | Apr. 1993   | Joined the Company   |  |  |  |
|                  | Koji Kusano<br>(March 20, 1958)                                | Apr. 2011   | General Manager of General Affairs Dept.,<br>Administration and Education Div.   |  |  |  |
| 2                |  | Apr. 2014   | Executive Officer and General Manager of General Affairs Dept.   | 20,200   |  |  |
|                  |  | June 2014   | Director, Executive Officer, and General<br>Manager of General Affairs Dept. (current<br>position)   | _0,_00   |  |  |
|                  |  | May 2020  | Director of Nippon Air Conditioning System Co., Ltd. (current position)  |  |  |  |
|                  | internal controls, and other ad and operation of the Group's § | nd career exper<br>ministrative de<br>governance syst | ector] rience, particularly in general affairs, public relat partments, and he has endeavored to strengthen t tems. Accordingly, the Company has judged that the Group, and has therefore nominated him as a c | he development he will be able to                              |  |  |

| Candidate<br>No. | Name<br>Date of birth  |  | Career summary, position and responsibility in the Company, and significant concurrent positions outside the Company   |                                 |  |  |
|------------------|--|--|--|---------------------------------|--|--|
|                  |  | Apr. 1987<br>Apr. 2013   | Joined the Company<br>General Manager of Yokohama Office, East<br>Japan Div.   |                                 |  |  |
|                  |  | Apr. 2014  | Executive Officer and General Manager of Yokohama Office   |                                 |  |  |
|                  | Toshiaki Yorifuji<br>(March 15, 1967)                        | Apr. 2015  | Executive Officer and General Manager of Kyushu Office   | 11,400                          |  |  |
| *3               | (Match 13, 1967)   | Apr. 2022  | or. 2022 Executive Officer, General Manager of Corporate Planning Dept., and General Manager of Overseas Dept. (current position)  |                                 |  |  |
|                  |  | May 2022   | Director of Nippon Air Conditioning<br>Hokuriku Co., Ltd. (current position)   |                                 |  |  |
|                  | and he also has technical kno facility construction business | wledge and exp<br>. Accordingly, the titiveness and                        | as such as General Manager of key sites in Japan erience developed over many years of involvemente Company has judged that he will be able to ut corporate value of the Group, and has therefore             | ent in the building ilize these |  |  |
|                  | Masato Suwa<br>(August 27, 1965)                             | Apr. 1984<br>Apr. 2004   | Joined the Company General Manager of Chugoku Office   |                                 |  |  |
|                  |  | Apr. 2007  | (currently Chushikoku Office) Toyohashi Group Manager of Mikawa Office (currently Nagoya Office)   |                                 |  |  |
|                  |  | Apr. 2008  | General Manager of Mikawa Office   |                                 |  |  |
|                  |  | Apr. 2010  | General Manager of Kanto Office  |                                 |  |  |
|                  |  | May 2011   | Leader of Human Resources Dept.,<br>Administration and Education Div.  |                                 |  |  |
|                  |  | Apr. 2014  | General Manager of Human Resources<br>Dept.  | 14,000                          |  |  |
| *4               | (138,300 27, 15 00)  | Apr. 2019  | Executive Officer and General Manager of Human Resources Dept.   |                                 |  |  |
| .4               |  | May 2020   | Director of Nippon Air Conditioning<br>Hokuriku Co., Ltd.  |                                 |  |  |
|                  |  | July 2020  | Executive Officer and General Manager of<br>Corporate Planning Dept. of the Company  |                                 |  |  |
|                  |  | Apr. 2022  | Executive Officer and General Manager of Human Resources Dept. (current position)  |                                 |  |  |
|                  |  | May 2022   | Director of Nikku Business Services Co.,<br>Ltd. (current position)  |                                 |  |  |
|                  | served in important positions<br>Company has judged that he  | nowledge and e<br>such as Genera<br>will be able to u<br>arces Dept. to en | ector]  xperience concerning sales and business adminis  I Manager and Director of subsidiaries in Japan.  tilize his knowledge and experience developed a  nhance the corporate value of the Group, and has | Accordingly, the as General     |  |  |

| Candidate<br>No. | Name<br>Date of birth   |  | Career summary, position and responsibility in the Company, and significant concurrent positions outside the Company   |                                    |  |
|------------------|---|--|--|------------------------------------|--|
|                  |   | Apr. 1986                                  | Joined the Company   |                                    |  |
|                  |   | Apr. 2013                                  | General Manager of Chugoku Office, West<br>Japan Div. (currently Chushikoku Office)  |                                    |  |
|                  | Kazuhiko Shiraishi  | July 2015                                  | President & Representative Director of<br>Nippon Air Conditioning Shikoku Co., Ltd.  | 7.000                              |  |
|                  | (March 29, 1968)  | Oct. 2015                                  | Director   | 7,800                              |  |
| *5               |   | Apr. 2020                                  | Executive Officer and General Manager of Chushikoku Office of the Company  |                                    |  |
| *5               |   | Apr. 2021                                  | Executive Officer and General Manager of Nagoya Office (current position)  |                                    |  |
|                  | experience developed over man<br>Accordingly, the Company has                                     | ny years of inv<br>s judged that he        | can over many years, and he also has technical keep to lovement in the building facility maintenance but will be able to utilize these qualities to enhance roup, and has therefore nominated him as a cand  | usiness.                           |  |
|                  | competitiveness and corporate   |  | •  | lidate for Director.               |  |
|                  | Toshiaki Murotani   | Apr. 1972                                  | Joined the Company   |                                    |  |
|                  |   | Oct. 1977                                  | Transferred to Nippon Air Conditioning Hokuriku Co., Ltd.  |                                    |  |
|                  |   | Apr. 1991                                  | General Manager of Sales Dept. of Nippon<br>Air Conditioning Hokuriku Co., Ltd.  |                                    |  |
|                  |   | Sept. 1992                                 | Director   |                                    |  |
|                  | (May 5, 1953)   | May 2003                                   | Managing Executive Officer   | 73,840                             |  |
|                  |   | May 2005                                   | Director   |                                    |  |
| 6                |   | May 2006                                   | President & Representative Director  |                                    |  |
| -                |   | June 2016                                  | Director of the Company (current position)   |                                    |  |
|                  |   | May 2022                                   | Chairman of Nippon Air Conditioning<br>Hokuriku Co., Ltd. (current position)   |                                    |  |
|                  | Hokuriku Co., Ltd., a subsidian<br>Representative Director of Nip<br>Company has judged that he w | in important porty of the Compon Air Condi | ector] positions in the sales departments of Nippon Air C pany, and has experience and achievements as Pr tioning Hokuriku Co., Ltd. over many years. Ac ontinue fulfilling a sufficient role in making dec ing the execution of business, and has therefore | esident & cordingly, the isions on |  |

| Candidate<br>No.   | Name<br>Date of birth   |  | Career summary, position and responsibility in the Company, and significant concurrent positions outside the Company  |       |  |  |
|--|---|--|---|-------|--|--|
|  |   | Oct. 1983  | Joined Tohmatsu Awoki & Co. (currently Deloitte Touche Tohmatsu LLC)  |       |  |  |
|  |   | Mar. 1987  | Registered as certified public accountant   |       |  |  |
|  |   | June 1987  | Resigned from Tohmatsu Awoki & Co.  |       |  |  |
|  |   | July 1987  | Registered as Partner of Crowe Toyo & Co.   |       |  |  |
|  | Toshio Tanaka   | Dec. 1987  | Registered as certified public tax accountant   |       |  |  |
|  | (January 22, 1954)  | Jan. 2007  | Senior Partner of ION Corp. (current position)  | 1,300 |  |  |
|  |   | Sept. 2007                                       | Senior Partner of Crowe Toyo & Co.  |       |  |  |
| 7  |   | Aug. 2016  | Retired from post of Senior Partner of Crowe Toyo & Co.   |       |  |  |
|  |   | June 2020  | Outside Director of the Company (current position)  |       |  |  |
|  | outside Director, as a person we recommendations on occasions | ho can be expe<br>when importa<br>and experience | scordingly, the Company has nominated him as a<br>setted to continue providing appropriate advice ar<br>ant management decisions are being made within<br>e as a certified public accountant. | nd    |  |  |
|  |   | Apr. 1989  | Joined Mitsubishi Heavy Industries, Ltd.  |       |  |  |
|  |   | Mar. 2012  | Resigned from Mitsubishi Heavy Industries, Ltd.   |       |  |  |
|  | Tsuyoshi Higashimoto<br>(August 31, 1962)                     | Mar. 2017  | Graduated from Graduate School of<br>Management, Kyoto University (acquired<br>MBA)   | 5,200 |  |  |
|  |   | June 2020  | Outside Director of the Company (current position)  |       |  |  |
| [Reasons for nomination as candidate for outside Director and outline of expected role] Tsuyoshi Higashimoto does not have past experience in corporate management other than as an outline but he has knowledge related to management from having acquired an MBA at the Graduate Scho Management, Kyoto University. Additionally, he has overseas career experience totaling 10 years many locations, including China and Taiwan, in his previous employment, and he played an active administration manager (manager supervising operation and administration) of major projects in e Based on his abundant practical experience, he provides meaningful advice concerning the oversed development of the Group. Accordingly, the Company has nominated him as a candidate for outside a person who can continue to fulfill a sufficient role in strengthening group business administration Company. |   |  |   |       |  |  |

| Candidate<br>No. | Name<br>Date of birth  | Career s<br>Company, as | Number of the<br>Company's<br>shares owned by<br>the candidate  |   |  |  |
|------------------|--|-------------------------|---|---|--|--|
|                  |  | Apr. 1996               | Registered as an attorney at law<br>Joined Nankan Legal Professional<br>Corporation (currently Nankan Kitagawa<br>Kimura Legal Professional Corporation)                    |   |  |  |
|                  | Hiromi Kitagawa<br>(November 4, 1962)  | July 2003               | Partner and Attorney at Law of Nankan<br>Kitagawa Legal Professional Corporation<br>(currently Nankan Kitagawa Kimura Legal<br>Professional Corporation) (current position) | 0 |  |  |
|                  |  | Apr. 2014               | Director of CHUBU Federation of Bar<br>Association  |   |  |  |
| *9               |  | July 2016               | Deputy Chairman of Aichi Bar Association  | ļ |  |  |
|                  |  | Apr. 2017               | Professor of Nanzan School of Law, Nanzan University (current position)   |   |  |  |
|                  | [Reasons for nomination as candidate for outside Director and outline of expected role] Hiromi Kitagawa does not have past experience in general operating company management, but she has abundant career experience as an attorney at law, as well as experience of playing an active role in a wideranging manner across the legal field over many years, including serving as Deputy Chairman of the Aichi Association and a university professor. Accordingly, the Company has nominated her as a candidate for out Director, as a person who can be expected to provide appropriate advice and recommendations on occasion when important management decisions are being made within the Company, based on her abundant experie and expert knowledge in the legal field. |                         |   |   |  |  |

Notes:

- 1. New candidates for Director are indicated by an asterisk (\*).
- 2. There is no special interest between any of the candidates and the Company.
- 3. The "Number of the Company's shares owned by the candidate" shows the number of shares held as of March 31, 2022.
- 4. Toshio Tanaka, Tsuyoshi Higashimoto and Hiromi Kitagawa are candidates for outside Director.
- 5. Toshio Tanaka and Tsuyoshi Higashimoto are currently outside Directors of the Company. At the conclusion of this meeting, both candidates' tenure as outside Director of the Company will have been two years.
- 6. ION Corp., where Toshio Tanaka serves as Senior Partner, received business consignment remuneration from Nishi Nippon Air Conditioning Management Co., Ltd., Nippon Air Conditioning Gifu Co., Ltd., and Nippon Air Conditioning Tokai Co., Ltd., which were subsidiaries of the Company. However, over the past five fiscal years, the total annual transaction amount averaged ¥0.1 million for Nishi Nippon Air Conditioning Management Co., Ltd., ¥0.2 million for Nippon Air Conditioning Gifu Co., Ltd., and ¥0.4 million for Nippon Air Conditioning Tokai Co., Ltd., and each of these amounts was equivalent to less than 0.01% of average consolidated net sales over the same period. Accordingly, the Company has judged that his independence is not affected. Furthermore, agreements with each company have already ended, and the Company has no plans to enter into new agreements.
- 7. Pursuant to the provisions of Article 427, paragraph (1) of the Companies Act, the Company has entered into agreements with Non-executive Directors Toshiaki Murotani, Toshio Tanaka, and Tsuyoshi Higashimoto to limit their liability for damages as set forth in Article 423, paragraph (1) of the same. The maximum amount of liability for damages pursuant to this agreement will be ¥5 million or the minimum amount of liability set forth in Article 425, paragraph (1) of the Companies Act, whichever is greater. In the event that the reelection of each candidate is approved and passed, the Company intends to continue these agreements with each candidate. If the election of Hiromi Kitagawa is approved and passed, the Company plans to enter into the same limited liability agreement with her.
- 8. The Company has entered into a directors and officers liability insurance policy with an insurance company, as provided for in Article 430-3, paragraph (1) of the Companies Act, and an outline of the content of this insurance policy is provided on page 28 of the Business Report (in Japanese only). If the election of each candidate for Director is approved, they will be included in the insured parties under this insurance policy. In addition, the Company intends to renew this insurance policy with the same content at the time of next renewal.
- 9. The Company has submitted notification of the designation of Toshio Tanaka and Tsuyoshi Higashimoto as independent officers as provided for by the Tokyo Stock Exchange and the Nagoya Stock Exchange, and if their reelections are approved and passed, the Company plans to submit notification of their continued designation as independent officers to both exchanges.
- 10. Hiromi Kitagawa satisfies the requirements for an independent officer as provided for by the Tokyo Stock Exchange and the Nagoya Stock Exchange, and if her election is approved and passed, the Company plans to submit notification of her designation as an independent officer to both exchanges.

## <Reference> Skills Matrix of Director Candidates

|                      |  |  | Expertise of the candidate        |       |             |   |  |                      |
|----------------------|--|--|-----------------------------------|-------|-------------|---|--|----------------------|
| Name                 | Current position in the Company  | Attributes                             | Manage-<br>ment and<br>governance | Sales | Finance and |   | Human<br>resources<br>develop-<br>ment | Overseas<br>business |
| Yoji Tanaka          | President &<br>Representative<br>Director  |  | •                                 |       | •           |   |  | •                    |
| Koji Kusano          | Director, Executive<br>Officer, and General<br>Manager of General<br>Affairs Dept.                                   |  | •                                 |       |             |   | •                                      | •                    |
| Toshiaki Yorifuji    | Executive Officer,<br>General Manager of<br>Corporate Planning<br>Dept., and General<br>Manager of<br>Overseas Dept. | [New election]                         |                                   | •     |             | • | •                                      |                      |
| Masato Suwa          | Executive Officer<br>and General<br>Manager of Human<br>Resources Dept.  | [New election]                         | •                                 |       |             | • | •                                      |                      |
| Kazuhiko Shiraishi   | Executive Officer<br>and General<br>Manager of Nagoya<br>Office  | [New election]                         |                                   | •     |             | • | •                                      |                      |
| Toshiaki Murotani    | Director   |  | •                                 | •     |             |   | •                                      |                      |
| Toshio Tanaka        | Outside Director   | [Outside]<br>[Independent]             | •                                 |       | •           |   |  |                      |
| Tsuyoshi Higashimoto | Outside Director   | [Outside]<br>[Independent]             | •                                 |       |             |   |  | •                    |
| Hiromi Kitagawa      | _  | [New election] [Outside] [Independent] | •                                 |       |             |   | •                                      |                      |

<sup>\*</sup> Up to three of the main areas of expertise of each candidate are noted.

### **Proposal No. 4** Payment of Bonuses to Officers

The Company proposes to pay a total amount of ¥10 million in bonuses to officers for two Directors (two Executive Directors) as of the end of the current fiscal year, in consideration of factors such as business performance in the current fiscal year.

Furthermore, the Company proposes that the specific amount, timing, method, and other details of payment to each recipient be entrusted to the Board of Directors. In addition, the Company's policies concerning the determination of the content of individual remuneration, etc. for Directors are provided on pages 28 through 31 of the Business Report (in Japanese only).

The Company has judged that this proposal is appropriate, after comprehensively considering factors such as the business performance of the Company and results in the departments overseen by said Directors.