

May 1, 2024

Company name Representative

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# Notice Regarding the Renewal and Partial Amendments to the Remuneration System for Directors and Executive Officers upon the Transition to a Company with an Audit and **Supervisory Committee**

At a meeting of the Board of Directors held on January 25, 2024, Sojitz Corporation (hereinafter "Sojitz") passed a resolution to transition from its current "Company with Audit and Supervisory Board" structure to a "Company with an Audit and Supervisory Committee," subject to the approval thereof at its 21st Ordinary General Shareholders' Meeting scheduled to be convened in June 2024 ("this General Shareholders' Meeting").

With this, at the meeting of the Board of Directors held today, Sojitz has resolved to submit a proposal to this General Shareholders' Meeting to establish remuneration limits for Directors (excluding Directors who are Audit and Supervisory Committee Members) and Directors who are Audit and Supervisory Committee Members and to renew and partially amend the system of performancelinked share remuneration (the "System"), which was introduced in the fiscal year ended March 31, 2019, for Directors and Executive Officers (excluding Directors who are Audit and Supervisory Committee Members, Outside Directors, and non-residents in Japan; hereinafter referred to as "Directors"), as follows.

### 1. Establishment of monetary remuneration limits for Directors

Regarding monetary remuneration for Directors of Sojitz (excluding Outside Directors), a remuneration limit of JPY 550 million per year was approved by the 4th Ordinary General Shareholders' Meeting convened on June 27, 2007. Regarding monetary remuneration for Outside Directors, a remuneration limit of JPY 100 million per year was approved by the 18th Ordinary General Shareholders' Meeting convened on June 18, 2021.

With its transition to a Company with an Audit and Supervisory Committee, Sojitz plans to submit proposals to this General Shareholders' Meeting to establish new monetary remuneration limits of JPY 720 million per year for Directors (excluding Outside Directors and Directors who are Audit and Supervisory Committee Members), JPY 60 million per year for Outside Directors (excluding Directors who are Audit and Supervisory Committee Members), and JPY 160 million per year for Directors who are Audit and Supervisory Committee Members.

#### 2. Renewal of the System

- (1) Sojitz will renew the System for Directors with partial amendments thereto, as a remuneration system closely linked to performance and having high transparency and objectivity, with the objective of heightening their awareness toward making contributions to improving Sojitz's performance and increasing its corporate value over the medium-to-long term.
- (2) The System is a share remuneration system that uses a structure called Board Incentive Plan trust (the "BIP Trust"). The BIP Trust is a system similar to the performance-linked share remuneration (Performance Share) and share remuneration with transfer restriction (Restricted Stock) in the U.S. and European markets. Sojitz makes delivery and payment (collectively referred to as "Delivery") of its shares and cash equivalent to the conversion amount of Sojitz shares (collectively referred to as the "Sojitz Shares"), together with dividends on the Sojitz Shares, to Directors, commensurate with factors such as executive rank and achievement level of performance targets.
- (3) As Sojitz will transition to a Company with an Audit and Supervisory Committee, it will extend the trust period of the trust that it has already created (the "Trust") while making partial amendments to the System, subject to the approval of this General Shareholders' Meeting as provided in 3. below.
- (4) For the purpose of ensuring transparency and objectivity in the remuneration-determining process, Sojitz has set up the Remuneration Committee as a voluntary advisory body to the Board of Directors. The Committee is chaired by an Outside Director and the majority of its members are Outside Directors. The renewal and partial amendments to the System were resolved by the Board of Directors after deliberations at the Remuneration Committee.

#### 3. Partial amendments to the System

Upon its transition to a Company with an Audit and Supervisory Committee, Sojitz will partially amend the System as described in the following summary. In all other respects than described hereunder, the System will remain substantially the same as it was after its introduction in the fiscal year ended March 31, 2019 and the partial amendments made in the fiscal year ended March 31, 2022.

#### (1) Our view on the amendments to the System

In addition to designating the Directors eligible under the System pursuant to its transition to a Company with an Audit and Supervisory Committee, Sojitz will amend the System by raising the proportion of the remuneration within the remuneration structure for Directors and revise the weightings of the performance-linked indicators (KPIs). These amendments will be made with a view to achieving the targets set under Medium-term Management Plan 2026, while further motivating Directors to contribute to improving Sojitz Group's performance and increasing its corporate value over the medium-to-long term.

For the overall policy on the remuneration for Directors of Sojitz, including the performance-linked portion, please refer to the Reference hereunder.

### (2) Outline of the System after the amendments

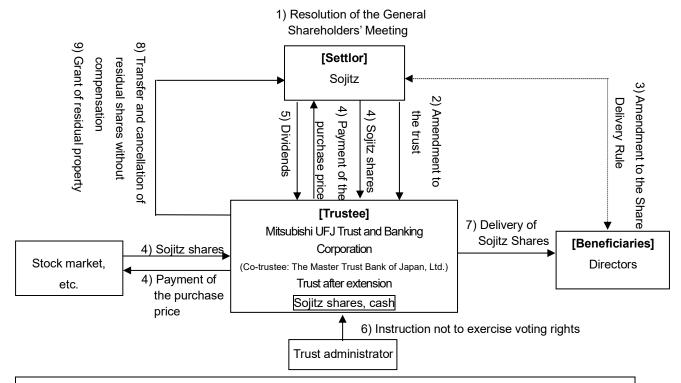
Persons eligible for the System	Directors and Executive Officers (excluding Directors who are Audit and
	Supervisory Committee Members, Outside Directors, and non-residents
Tor the Cystem	in Japan)

2)Applicable period	Three fiscal years, from the fiscal year ending March 31, 2025, to the fiscal year ending March 31, 2027, (the fiscal years covered under Medium-term Management Plan 2026) (Note 1)			
Upper limit of trust fund contributed by Sojitz	JPY 3.6 billion in total for a period of three fiscal years (Note 2)			
4) Upper limit of the number of Sojitz Shares subject to Delivery to Directors	The upper limit of the Share Delivery Points (as defined in 5) below) to be granted to Directors for three fiscal years during the trust period shall be 1.5 million points (equivalent to 1.5 million shares) (Note 3) (Note 4)			
	In June of each year, Directors shall be granted basic points commensurate with their individual rank. After the expiry of the applicable period, the number of Sojitz Shares subject to Delivery to Directors shall be determined, based on the number of points (the "Share Delivery Points") that shall be calculated by multiplying the number of basic points accumulated during the applicable period (the "Accumulated Points") by the performance-linked factor based on the achievement level of the performance-linked indicators (KPIs). For Directors who retired (or died) or became a non-resident of Japan during the applicable period, the Accumulated Points at that point in time shall be deemed as the Share Delivery Points.  The performance-linked factor is designed to vary within a range between 60% and 200%, where 100% is given when performance targets are achieved.  [Performance-linked indicators (KPIs) for the three fiscal years from the fiscal year ending March 31, 2027 (*1)]			
5) Method for calculating the number of Sojitz Shares subject to Delivery to Directors	Performance-linked indicators (KPIs)	Performance targets	Evaluation weighting factors	
	Accumulated consolidated net profit (*2) in the period (three fiscal years) covered by the Medium-Term Management Plan	JPY 360billion	40%	
	Sojitz share price growth rate (*3)	110%	40%	
	ESG-related criteria (*4)	Established for each evaluation item	20%	
	<ul> <li>(*1) Performance-linked indicators (KPIs) for the fiscal year endin March 31, 2028, and onwards shall be decided separately be the Board of Directors.</li> <li>(*2) Refers to profit for the year attributable to owners of the Company. The same shall apply hereinafter.</li> <li>(*3) Evaluation shall be made based on a relative comparison between the total shareholder return (TSR) of Sojitz and TOPI (including dividends).</li> <li>(*4) The level of achievement of the ESG targets (such a decarbonization, initiatives for addressing social issued diversity, and improvement in major employee awareness survey items) upheld in the Medium-term Management Plashall be evaluated by the Remuneration Committee.</li> </ul>			

6) Timing of Delivery of the Sojitz Shares to Directors	After retirement
7) The Trust's method for acquiring Sojitz shares	The acquisition is planned to be made from Sojitz (through the disposal of treasury stock) or from the stock market.
8)Other	Conditions have been established whereby Sojitz may wholly or partially withhold Delivery of the Sojitz Shares, or may request the return of all or part of the Sojitz Shares for which Delivery has already been made or the cash equivalent thereto, if a resolution is passed by the Board of Directors for a post-closing correction of accounts due to serious accounting errors or fraud, or wrongdoing by the relevant Director is confirmed by the Board of Directors, or the Director retired for personal reasons against Sojitz's intention, or changed job to an industry peer without the approval of Sojitz.

- (Note 1) The trust period following the extension shall be three years from September 1, 2024, to August 31, 2027 (scheduled). Sojitz may renew the System repeatedly upon the expiry of the extended trust period of the Trust by amending the trust agreement and making additional funding to the Trust. In such case, the trust period of the Trust shall be extended for another three years, and the three fiscal years after the extension of the trust period shall be the applicable period. Sojitz shall, for each such extended trust period, make additional contributions, not exceeding the upper limit of the trust fund as approved by this General Shareholders' Meeting, thereby continuing to grant Directors points during the extended trust period. Such extension of the trust period shall not be limited to once, and the Trust may be renewed likewise thereafter. In the event that the Trust is terminated, if, upon expiry of the trust period (in the case where the Trust has been continued, upon expiry of the extended trust period), Directors who may meet the beneficiary requirements remain in service, the Trust must not be terminated immediately, and the trust period of the Trust shall be extended for a period not exceeding 10 years until such time as Directors retire and Delivery of Sojitz Shares is completed. However, in such case, no points shall be newly granted to Directors.
- (Note 2) If the System is, upon the expiry of the extended trust period of the Trust, renewed repeatedly as aforementioned by amending the trust agreement and making additional funding to the Trust, Sojitz may, for each such extended trust period, make additional contributions, not exceeding the upper limit of the trust fund as approved at this General Shareholders' Meeting. In the event of such additional contribution to the Trust, however, if there remain in the trust property Sojitz shares (excluding Sojitz shares corresponding to the number of the Share Delivery Points granted to Directors for which Delivery has not been made), as well as cash ("Residual Shares" collectively) as of the final day of the trust period before the extension, the combined amount of the Residual Shares and the amount of the trust fund additionally contributed shall not exceed the upper limit of the trust fund as approved at this General Shareholders' Meeting.
- (Note 3) The upper limit has been established based on the upper limit of the trust fund, as well as in consideration of the share price as of the date of this document.
- (Note 4) Each point is equivalent to one Sojitz share. In the event of an increase or decrease in the number of Sojitz shares held in the Trust due to share split, gratis allotment of

shares, or share consolidation, Sojitz shall adjust the number of the Sojitz Shares subject to Delivery for each point, depending on the ratio of such increase or decrease.



- Sojitz will obtain approval at this General Shareholders' Meeting for the partial amendments to the System.
- 2) Sojitz will, based on the consent to the amendment to the trust agreement, make a monetary contribution to the Trust not exceeding the limit as approved by the resolution of the General Shareholders' Meeting in 1) above, thereby extending the trust period of the trust for the benefit of Directors who meet the beneficiary requirements.
- 3) Upon renewal of the System, Sojitz will make partial amendments to the Share Delivery Rule.
- 4) The Trust will, under the instruction of the trust administrator, acquire Sojitz shares from Sojitz (through the disposal of treasury stock) or the stock market, using cash remaining as part of the trust property at the time of the amendment to the trust agreement, as well as cash contributed in 2). The number of shares to be acquired by the Trust after the extension of the trust period shall not exceed the limit as approved by resolution of the General Shareholders' Meeting in 1).
- 5) Payment of dividends for Sojitz shares held in the Trust shall be treated in the same way as other Sojitz shares.
- 6) Voting rights for Sojitz shares held in the Trust shall not be exercised throughout the trust period.
- 7) Each year during the trust period, Directors shall be granted a certain number of basic points commensurate with their individual rank. After the expiry of the applicable period, the number of the Share Delivery Points shall be determined by multiplying the number of the Accumulated Points by the achievement ratio, etc. of the performance-linked indicators (KPIs). Directors who meet certain beneficiary requirements shall, after their retirement from the office of Directors, receive delivery of Sojitz shares equivalent to a designated percentage of the Share Delivery Points accumulated ("Accumulated Share Delivery Points"), while receiving, after conversion of the number of Sojitz shares equivalent to the rest of the Accumulated Share Delivery Points pursuant to the provisions of the trust agreement, the cash proceeds from the conversion, as well as the cash dividends paid in 5) on Sojitz shares held in the Trust,

- commensurate with the number of the Accumulated Share Delivery Points as of the dividend record date.
- 8) If residual shares occur upon the expiry of the trust period, due to reasons such as the failure to achieve the performance targets during the trust period, Sojitz will, by amending the trust agreement and making additional contributions to the Trust, continue to renew and use the Trust after extension as part of the System as it is, or as part of a similar but new share remuneration system, or alternatively, will transfer the residual shares from the Trust to Sojitz without compensation, to achieve cancellation thereof based on the resolution by the Board of Directors.
- 9) At the termination of the Trust, any residual property remaining after the distribution to the beneficiaries will belong to Sojitz to the extent of the trust expense reserve, which is the trust fund less the share acquisition fund, while the portion in excess of the trust expense reserve will be donated to organizations that have no interests in Sojitz or the Directors.
- \* If it becomes likely, during the trust period, that the number of Sojitz shares held in the Trust may fall short of the required number of Sojitz shares to cover the Accumulated Share Delivery Points as prescribed for Directors during the trust period, or that the amount of cash as part of the trust property may not be enough to pay the trust fees and expenses, additional cash may be transferred into the Trust, not exceeding the upper limit of the trust fund as set out in (2) 3) above.

#### (Reference) Details of the trust agreement

1)	Type of trust	Cash trust other than individually-operated designated trust of cash (third-party benefit trust)
2)	Purpose of trust	Providing incentives to Directors
3)	Settlor	Sojitz
4)	Trustee	Mitsubishi UFJ Trust and Banking Corporation
		(Co-trustee: The Master Trust Bank of Japan, Ltd.)
5)	Beneficiaries	Directors who satisfy the beneficiary requirements
6)	Trust administrator	A third party that does not have any interest in Sojitz (certified public accountant)

7) Trust agreement date
August 3, 2018 (scheduled to be changed to August 2024)

8) Trust period
From August 3, 2018 to August 31, 2024 (scheduled to be extended to August 31, 2027 in accordance with the above change)

9) System start date after August 2024 (scheduled) extension

10) Exercise of voting No exercise rights

11) Type of acquired Common shares of Sojitz shares

12) Upper limit of trust JPY 3.6 billion (scheduled) (including trust fees and expenses) fund

13) Method of acquisition Acquisition from Sojitz (through disposal of treasury stock) or from of shares the stock market

14) Holder of vested right Sojitz

15) Residual property Residual property that Sojitz (holder of vested right) may receive shall be within the amount of trust expense reserve, which is the

trust fund less the share acquisition fund.

## (3) Other

For the details of the System before the amendments, please refer to the <u>"Announcement Regarding Renewal and Partial Amendments of a System of Performance-Linked Share Remuneration for Directors, etc."</u> (sojitz.com) dated April 30, 2021.

## **Executive Remuneration Policy**

Executive Remuneration Policy				
	Sojitz's basic view on remune	eration for Directors (excluding Directors who		
	are Audit and Supervisory Committee Members; the same applies			
	hereinafter) and Executive O	fficers (hereinafter collectively referred to as the		
	"Officers") is based on the following two considerations.			
	1	ncentives to pursue ongoing growth and		
Basic view		eases in corporate value in order to facilitate the		
Dasio view		vo types of value—value for Sojitz and value for		
	· ·	vo types of value—value for cojitz and value for		
	society.			
	• Remuneration systems shall be structured to drive us toward our vision			
	for 2030 of becoming a "general trading company that constantly			
	cultivates new businesses	,		
	<u> </u>	all be linked to medium- to long-term		
		e value improvements as well as to short-term		
	performance.			
	<ul> <li>Remuneration systems shad</li> </ul>	all be linked to the new value Sojitz creates and		
	provides in the digital socie	ety as it practices ESG management.		
Basic policies		all be linked to the shareholder value of Sojitz.		
	<u> </u>	all provide a sufficient level of remuneration to		
	recruit and retain globally of	•		
		ermined through a process with a high degree		
		• •		
	of transparency and object	ivity.		
	◆ Level of remuneration			
		es, the level of remuneration shall stay		
		ate with the job responsibilities of each of the		
		neration shall be determined in consideration of		
		ral trading companies, surveys conducted by		
	third parties on executive remuneration at listed corporations in Japan,			
	along with the level of employee salary. The level of Sojitz's executive			
	remuneration shall be subject to review as appropriate depending on the			
	changes in the external but	siness environment.		
	◆ Structure of remuneration			
	Sojitz's remuneration consi	ists primarily of basic remuneration and		
	performance-linked remuneration. Medium- to long-term performance-			
	linked remuneration applies a "pay for mission" approach, which takes into			
	consideration factors such	as the fulfillment of corporate philosophy and		
Breakdown of	the creation and provision	of the two types of value.		
remuneration	- Basic remuneration	Monetary remuneration determined by the		
	(fixed remuneration):	individual's rank, commensurate with job		
	,	responsibilities		
	- Performance-linked	Monetary remuneration linked to corporate		
	remuneration (short-	performance in a single year as well as the		
	term):	progress made with the Medium-Term		
	,	Management Plan		
	- Performance-linked	Share remuneration linked to the		
	remuneration	achievement of the Medium-Term		
	(medium- to long-	Management Plan and the increase in		
	term):	corporate value (in terms of ESG and share		
		price)		
	◆ Remuneration mix	r··/		
	[Officers (excluding Outside	Directors)]		
		remuneration among total compensation will be		
	lowered to between approximately 40% and 64%, based			
iowered to between approximately 40% and 64%, based on				

	responsibilities, and the proportion of performance-linked remuneration				
	will be raised.				
	Basic remuneration	Performance-linked	Performance-linked		
		remuneration	remuneration		
		(short-term)	(medium- to long-		
			term)		
	40% – 64%	20% – 22%	16% – 40%		
	[Outside Directors (excluding Directors who are Audit and Supervisory				
	Committee Members)]				
	Remuneration consists wholly of basic remuneration, while special allowance shall be paid separately to the Chairperson of the Board of				
	Directors, and the chairs of the Nomination Committee and the				
	Remuneration Committee.				
	◆ Timing of the payment of remuneration				
	- Basic remuneration: Paid monthly				
		nuneration (short-term)	: Paid once a year at a		
	certain time				
Determination	- Performance-linked remuneration (medium- to long-term): After retirement				
method of	Determined based on factors such as the level of achievement of targets,				
performance-	progress made with the Med				
İinked	contribution to corporate pe	rformance.			
remuneration					
Forfeiture of	If a resolution is passed by t				
remuneration	correction of accounts due to serious accounting errors or fraud, or if				
(claw-back clause,	wrongdoing by an Officer is confirmed by the Board of Directors, Sojitz may restrict the payment of performance-linked remuneration or request the				
malus clause)	refund of the remuneration t				
	The amount of remuneration				
	the Board of Directors, after deliberations at the Remuneration Committee				
Governance over	chaired by an Outside Director, with the majority of committee members				
remuneration	being Outside Directors. The amount of remuneration for Directors who are				
	Audit and Supervisory Committee Members shall be determined through				
	discussion between the Directors who are Audit and Supervisory Committee Members.				
	i Monibolo.				