

# Investor Relations Activities

## Engagement Policy

### Basic Approach

In an attempt to realize sustainable growth and enhance corporate value over the medium to long term, Mitsui Fudosan proactively engages in constructive dialogue with shareholders in an effort to further enhance corporate value. We also make an effort to build long-term relationships of trust through the accurate disclosure of information and constructive dialogue with shareholders and investors.

### Constructive Dialogue System Improvement and Engagement Policy

The Investor Relations Department is the point of contact with regard to the promotion of constructive dialogue with shareholders, which is supervised by the managing director in charge. Furthermore, in addition to complete information disclosure trusted by shareholders, each relevant department exchanges information appropriately. If necessary, the details of dialogue with shareholders are shared with senior management, directors including outside directors, and auditors, and provided as feedback during Executive Management Committee meetings and to the Board of Directors as appropriate.

## Major IR Activities

### Shareholders' Meeting

	Fiscal 2020 results	Fiscal 2021 results	Fiscal 2022 results
Total no. of shareholders (as of March 31)	39,243	38,787	53,464
Percentage of agenda items resolved	100%	100%	100%

### Track Record of Dialogue with Shareholders and Investors

Activity details	Fiscal 2020 results	Fiscal 2021 results	Fiscal 2022 results
Individual meetings for institutional investors	345	290	320
Financial results briefings for investors and analysts	6	6	6
Small meetings with the President	2	2	2
Individual business briefings and property tours	3	4	21
Overseas road shows*1	0	0	0
Briefings for individual investors*2	0	0	0

\*1 To prevent the spread of COVID-19, these activities were not implemented from November 2019.

\*2 To prevent the spread of COVID-19, these activities were not implemented from January 2020.

### Shareholders' Meeting



### Financial results briefings for investors and analysts

