

# PROXY SOLICITATION

Preparation is key to achieving a successful shareholder meeting. With the increasing influence of proxy advisors, the heightened risk of shareholder activists and the narrow window between receiving votes and your shareholder meeting, effective shareholder engagement is essential. At Georgeson we have one goal: remove the surprises from your corporate actions.



## Proxy Advisors Outreach

Proxy Advisor recommendations have a big influence on your shareholder meeting. We give you the right tools to engage with this community and prepare your team for the types of questions that proxy advisors might ask. We contact proxy advisors directly to make sure they have the information they need to make their recommendations.



## Shareholder Engagement

We engage with your investors to find out how they are going to vote at your upcoming shareholder meeting. If the investor has any issues with your agenda, we let you know and liaise with them to support your case. If investors will not vote "for" the board, we work with you to understand the impact.



## Proxy Advisor Risk Analysis (PARA)

Our PARA reports provide a quantifiable analysis to show the influence of proxy advisors on your institutional shareholders. If a proxy advisor recommends against one of your resolutions, we provide insight into how this will affect your meeting results.



## Vote Matching

During any live shareholder engagement programme we monitor your votes and cross-check them against your shareholder feedback. We review your votes on a daily basis and report any negative votes as they appear. This provides you with clarity that instructions have not gone missing. It also gives you the opportunity to engage with shareholders who may have changed their vote since the outreach period.

With 86+ years at the forefront of corporate governance issues, Georgeson will help you achieve a successful outcome for your company.

CERTAINTY

INGENUITY

ADVANTAGE

Computershare

Georgeson



2018 Continuing connected transaction in relation to finance lease & financial service agreement



2019 Issuance of 21.95m class B shares to connected grantees of restricted share units



2020 Privatization by way of general offer & Acceptance of 4.59bn H shares by Huaneng Group



2020 \$930m Privatization by way of scheme of arrangement



2020 Privatisation by Haier Smart Home Co., Ltd by way of scheme of arrangement (delisting 359m H shares)



2020 Delist ADR & IPO and listing of no more than 12 bn RMB ordinary shares (A Shares)



2020 Share option incentive scheme by granting 190m shares to scheme participants



2021 Article amendment & Re-designate Class A & Class B ordinary Shares as ordinary shares



2021 Code amendment & Directors re-election



2021 Incentive scheme by granting 7.5m restrictive shares to scheme participants



2021 Continuing connected transactions and disclosable transactions with group finance company



2021 Proxy Fight & Director election



2021 Takeover defense plan



2021 Partial offer by S.F. Holding Co., Ltd. to acquire 930m shares of Kerry Logistics Network Limited



2021 Merger with Pingzhuang Energy through share swap & Purchase of assets through cash payment RMB5.7bn