

# ELIMINATE UNCERTAINTY AT YOUR AGM AND CORPORATE ACTIONS

Shareholder Identification and Proxy Solicitation Solutions

| CERTAINTY | INGENUITY | ADVANTAGE |

 **computershare**

# Computershare helps you identify your beneficial shareholders and provides proxy solicitation services to maintain good investor relations, get high response rates and positive results for your corporate strategies.

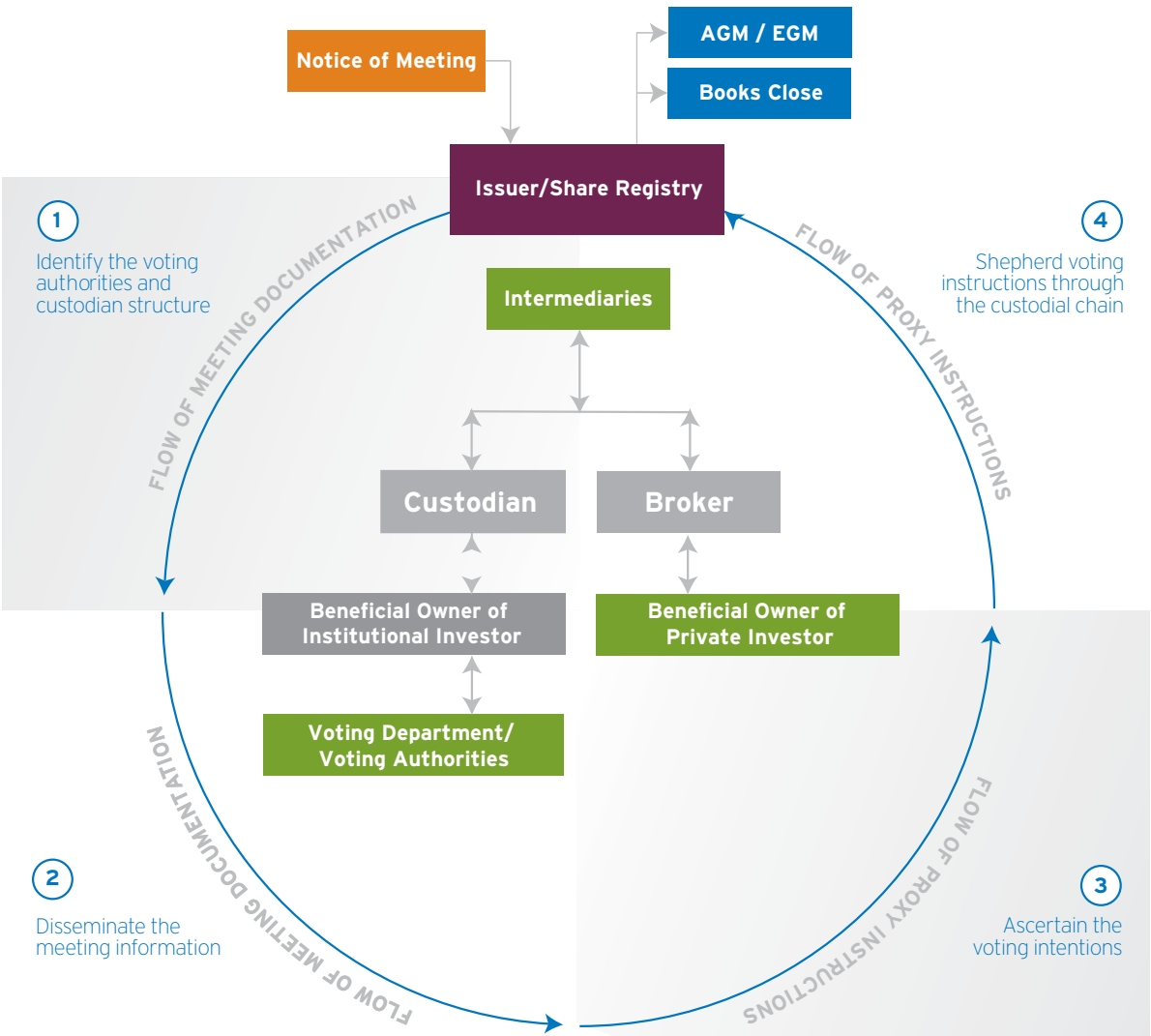
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**Issuers are facing significant challenges: to maintain good investor relations to ensure effective communications with shareholders; to get enough votes and positive results for a successful corporate action in the face of the increasing influence of dissident shareholders, lack of transparency in ownership and average initial shareholder response rates as low as 20%.**

Computershare's Shareholder Identification and Proxy Solicitation Solutions help companies identify, locate and communicate the right message to key shareholders to secure the votes they require. We specialise in complex solicitations - such as hostile and friendly acquisitions, Schemes of Arrangement, proxy fights and takeover defences - and manage every step of the proxy solicitation process. Computershare's share ownership analysis delivers comprehensive information on the target shareholders' registers, including multiple foreign listings and American Depositary Receipts (ADRs). Our analysis also identifies who has ultimate voting responsibility.

Utilising our strong knowledge of proxy advisory firms, we often understand the vote behaviour of their institutional shareholders and can work with you to appropriately target their shareholders.

Our shareholder identification abilities mean we can also focus on a selected group before the commencement of a project. Our goal is to deliver you a smooth running project.



## With a wealth of knowledge and a comprehensive understanding of your shareholder base, you can:

- Enhance your decision-making process
- Identify and locate target shareholders
- Create and deliver an effective, targeted investor relations strategy
- Proactively contact institutional shareholders regarding your corporate action
- Reduce the discrepancies between current information and public information

## Our experienced and multi-lingual team will manage every step of the proxy solicitation process, helping you to:

- Increase your readiness for your meetings by having relevant, accurate voting information
- Ensure your shareholders' responsiveness is maximised
- Reduce the considerable risks related to voting outcomes

## Global footprint

As part of the Computershare group, Shareholder Identification and Proxy Solicitation Solutions is the only proxy solicitor to offer true global 'on-the-ground' presence, with offices in all of the major financial markets. From London to New York, Beijing to Hong Kong, we offer clients of all sizes real local knowledge and international experience.

## Why shareholder identification and proxy solicitation solutions in Asia-Pacific?

- A Proxy Solicitor with local presence in Hong Kong and China
- Working closely with Computershare Hong Kong Investor Services Limited to provide services to clients
- Proven track record in Hong Kong and China with client references available
- More than 150 full time staff working in over 12 offices around world
- Oldest Proxy Solicitor with more than 70 years experience
- Over 1,000 proxy solicitations, proxy fights and other strategic shareholder transactions every year
- The world's leading advisor in M&A solicitations

## The shareholder identification and proxy solicitor of choice

We work with worldwide leading companies listed in various financial markets:

- Agricultural Bank of China Limited
- Bank of Communications Company Limited
- Be Semiconductor Industries N.V.
- China Petroleum & Chemical Corporation
- China Railway Construction Corporation
- HSBC Plc
- Link Real Estate Investment Trust
- Mitsubishi UFJ Financial Group
- Panasonic Corporation
- Swiss Life
- Shiseido Corporation
- SoftBank Corp.
- Vitasoy International Holdings Ltd.

## High profile special shareholder meetings

We worked on many of the largest corporate action deals, including:

- Kraft Foods Inc. - Bid for Cadbury Plc
- NYSE Inc. - Merger with Euronext N.V.
- Peugeot - AGM
- Prudential Plc - Bid for AIG

High Profile Shareholder Meetings in 2015, including:

- Beijing Capital International Airport Co. Ltd. - AGM - Continuing Connected Transactions
- Tong Ren Tang Technologies Co. Ltd. - AGM - Revision of the Distribution Framework Agreement
- Shanghai Pharmaceuticals Holding Co., Ltd. - AGM - Connected Transactions
- China Railway Group Ltd. - H Share Class Meeting - Non-Public Issuance of New A Shares
- China Galaxy Securities Co., Ltd. - H Share Class Meeting - Issuance of New H Shares
- Guangzhou Baiyunshan Pharmaceutical Holdings Co. Ltd.- Class Meeting of Holders of Overseas Listed Foreign Capital Shares
- China CNR Corporation Limited - H Share Class Meeting - Merger of CNR and CSR
- Huadian Power International Corporation Ltd. - EGM - Non-Public Issuance of A Shares
- China Eastern Airlines Corporation Ltd. - EGM - The Aircraft Finance Lease Framework Agreement