



# NEWS RELEASE

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## The Japan Investor Relations Association Announces Its 21<sup>st</sup> IR Award Winners

The Japan Investor Relations Association (JIRA, Chairman: Shuzo Sumi, Chairman of the Board, Tokio Marine Holdings, Inc.), the only privately-run non-profit organization working for the proliferation and improvement of investor relations (IR) activities in Japan, has announced the 2016 IR Award winners.

The IR Award (Committee Chairman: Tetsuo Kitagawa, Professor of International Management, Aoyama Gakuin University Graduate School) is designed to recognize companies which have been highly accredited in the investment community for their understanding and promotion of IR activities. This year marks the 21<sup>st</sup> year since the start of the IR Award. The 2016 IR Award winners have the following characteristics:

- Top management's active involvement in IR activities. Consistent IR best practices are performed, with good understanding demonstrated by management and good support provided by related departments/divisions, even during an erratic phase of business performance.
- Accountability and clear presentation regarding corporate value creation. Purposeful dialogue (engagement) with investors is taken into account in setting up business strategies. Long-term goals to improve capital efficiency are clearly indicated, while a convincing value creation roadmap is presented based on the companies' current conditions.
- Overall corporate governance policies and framework, including supervision of management, are set up and disclosed as part of IR activities. Environmental, Society, and Governance (ESG) information and other non-financial information are also provided to promote better understanding by individual and other shareholders and investors.

According to Committee Chairman Tetsuo Kitagawa: "As eighteen months have passed since the introduction of the Corporate Governance Code, the companies selected for the IR Award have enhanced dialogue with capital markets. They have also strived to explain their corporate value creation story by using ESG and other non-financial information, which are highly regarded in capital markets. Many of these companies have devised and disclose their own thought-out governance policy. Winners of the Best IR Award for Small and Mid-cap Companies are also highly evaluated for their IR efforts."

Of the JIRA member companies, 258 publicly-traded companies applied for the 2016 IR Award and a total of 14 companies were selected and received awards: the IR Grand Prix were given to two companies, the Best IR Awards to seven, the IR Special Awards to three, and the Best IR Awards for Small and Mid-cap Companies to two. The major reasons for the selection with previous award records for each winner are stated in the Supplementary Information.

## **Winners of each award**

### **IR Grand Prix**

Sumitomo Metal Mining Co., Ltd.

Tokio Marine Holdings, Inc.

### **Best IR Award**

SCSK Corporation

Calbee, Inc.

Komatsu Ltd.

J. Front Retailing Co., Ltd.

Shionogi & Co., Ltd.

NSK Ltd.

Fuji Heavy Industries Ltd.

### **IR Special Award**

Ichigo Inc.

Santen Pharmaceutical Co., Ltd.

Marui Group Co., Ltd.

### **Best IR Award for Small and Mid-cap Companies**

Skylark Co., Ltd.

Seibu Holdings Inc.

## **Details of each award**

### **Best IR Award**

This is the annual award given to the publicly traded companies with IR best practices among members of the Japan Investor Relations Association (JIRA).

### **IR Grand Prix**

This Award, introduced in 2005, is given to companies that have been awarded the Best IR Award twice in the past, and are worthy of being selected for a third time. The Award winners are excluded from consideration for the same award for two years from the year they receive the Award.

### **IR Special Award**

Companies with unique IR practices are given the Award out of the applicants for the Best IR Award. They include companies that take on a leadership role in IR activities in their respective industry, consistently improve IR practices and are highly regarded for promoting their IR to individual investors. This Award was also introduced in 2005.

### **Best IR Award for Small and Mid-cap Companies**

Small and Mid-cap companies with IR best practices are given the Award out of the applicants for the Best IR Award. These companies are listed either on emerging markets or the Second Section of the Tokyo Stock Exchange, or are small and mid-cap companies listed for the less than 10 years on the First Section of the Tokyo Stock Exchange. This Award was launched in 2002.

### **IR Special Award for Small and Mid-cap Companies**

Out of companies that applied for the Best IR Award for Small and Mid-cap Companies, those that

are worthy of the Award, show promise regarding further development or promote unique IR activities, are given the Award. This Award commenced in 2011.

### **Three-step selection process**

- ① The first screening was based on the surveys filled out and submitted by applicant companies. (229 companies were selected into the second screening.)
- ② The second screening was conducted by 14 select committee members, comprising of securities analysts, institutional investors, journalists and other members. They closely examined 207 candidate companies for the IR Grand Prix, Best IR Awards and IR Special Awards, and 22 candidate companies for the Best IR Award for Small and Midcap Companies.
- ③ The final (or third) screening was conducted by all committee members, including academics, attorneys and other experts in addition to the above select members.

### **The award ceremony will be held as part of the “IR Conference 2016.”**

December 15, 2016, from 11:50am at the Belle Salle Tokyo Nihonbashi in Tokyo

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#### **About the Japan Investor Relations Association (JIRA):**

JIRA, founded in 1993, is a non-profit organization which promotes IR practices in Japan. It has 571 members as of October 1, 2016. Its major activities include IR education, surveys and research, and hosting opportunities for interchanges among member companies.

## **【Supplementary Information】**

### Major Reasons for the Selection of Awards and Other Information

#### **IR Grand Prix**

##### **Sumitomo Metal Mining Co., Ltd.**

(Received the Best IR Award in 2011 and 2013)

Sumitomo Metal Mining's top management is consistently engaged in purposeful engagement with investors and its management strategy is incorporated and presented with due consideration to the outcome of dialogue. Although there are few listed companies in a similar business category, the IR Division prepares detailed materials and organizes facility visits and business presentations to encourage a better understanding of its strategy and business. Such efforts are highly acclaimed by investors. The company's consistent disclosure attitude, even in an adverse business environment, has led to an increase in the number of meetings with and visits by investors. Sumitomo Metal Mining is also willing to make use of non-financial information in dialogue with shareholders and emphasize ESG in preparing an integrated report.

##### **Tokio Marine Holdings, Inc.**

(Received the Best IR Award in 2010 and 2014 and the IR Special Award in 2008)

Tokio Marine's top management has demonstrated leadership in IR activities and has been fortifying its communication. The business strategy as a global company is clear and its overseas business strategy, roadmap to raise capital efficiency, and content of business presentations are easy to understand. The IR Division makes sincere efforts to prepare thorough presentation materials, arrange for management to conduct dialogue with investors, and also makes good use of feedback from investors in its management. Tokio Marine is also enhancing IR for individual investors: it is holding meetings nationwide, with some having its top management as a speaker, and improving its website content.

#### **Best IR Award**

##### **SCSK Corporation**

(First time recipient of the Best IR Award)

Top management's proactive involvement in IR activities and the CFO's logical explanations are highly regarded in the investment community. SCSK's management has clearly articulated the management vision, including the transformation of the business structure and the shift to growth areas, and has been engaged in meaningful dialogue with investors. The IR Division has consistently maintained the level of disclosure regardless of the environment and its newly-held business presentations are well regarded. SCSK's ESG-related initiatives, such as improving the work environment so that it is "an Enjoyable and Rewarding Place to Work," are also attracting attention.

##### **Calbee, Inc.**

(First time recipient of the Best IR Award)

Top management is extremely good at sending messages and talks candidly in its own words. They regularly meet with investors and conduct dialogues on management issues and other topics. The IR Division fully understands the views of top management and continues useful discussions on management strategies with investors and analysts. Calbee actively hosts facility visits, holds presentation on its businesses, and is accessible to outside people. The company has established the Calbee Corporate Governance Code and its initiatives, which are

presented in an easily understandable manner and highly regarded.

### **Komatsu Ltd.**

(Received the IR Grand Prix in 2010 and the Best IR Award in 2007, 2008, and 2013)

Komatsu's broad dialogue and engagement with stakeholders are highly appreciated by investors from the perspective of sustainable growth. The IR Division has been continuously improving timely, easy-to-understand disclosure of information desired by investors and their initiatives are well renowned. In particular, Komatsu is highly praised for conducting top management's thorough briefings on its medium to long-term strategy, plant visits, and business presentations during the time when their business environment was harsh. This is Komatsu's second Best IR Award, following the IR Grand Prix in 2010, and demonstrates its high-level of IR activities.

### **J. Front Retailing Co., Ltd.**

(First time recipient of the Best IR Award)

J. Front Retailing's top management is highly conscious of the importance of IR activities, which is shared company-wide. In addition to top management's attitude and presentation skills, the convincing argument regarding its management strategy earned high marks. The IR team is resourceful and highly accessible. The team promptly makes efforts related to governance-related matters, which include ensuring enough time for shareholders to consider agenda items of the General Meeting of Shareholders and enhanced fair information disclosure. Moreover, the company provides great IR tools, such as the Fact Book, Annual Report, and Supplementary Data for Financial Results Briefing.

### **Shionogi & Co., Ltd.**

(Received the Best IR Award in 2015 and the IR Special Award in 2014)

Shionogi's top management places emphasis on dialogue with investors and makes use of IR in the creation of corporate value. As a pharmaceutical company, Shionogi is making consistent efforts to address social issues and to incorporate them into social contributions and the creation of corporate value. The thoughtful management strategy is clear and persuasive. Investors highly evaluate Shionogi's explanation of its drug development capability, an important element to support its competitive advantage. The company has carried out excellent IR practices for some years and this year's further enhancement has led to its award for the second consecutive year.

### **NSK Ltd.**

(First time recipient of the Best IR Award)

NSK's timely quarterly information disclosure and presentation materials with extensive information are highly commended. Less-easy-to-understand aspects of its business model, which stem partly from being engaged in a B-to-B business, has been well complemented by excellent materials and useful data for analysis. Top management openly engages with investors and always explains matters clearly. The IR Division thoroughly responds to analysts and institutional investors, as well as to inquiries from individual investors, by keeping appropriate disclosure in mind. Given their recent high IR evaluation, ESG information disclosure is something to look forward to in the future.

### **Fuji Heavy Industries Ltd.**

(Received the Best IR Award in 2013)

Fuji Heavy's top management, the CFO, and other executives all understand the interests of investors and capital market participants and provide accurate updates on the progress of the medium-term business plan and shareholder return. The company's growth strategy and capital strategy are clear and coherent. High commendation also extends to the IR Division's fine-tuned activities, such as the presentation meeting on automatic driving technology, the next-generation platform, and other areas of interest to investors. The use of the website for prompt information disclosure has been strengthened, demonstrating the company's sincere efforts at fair disclosure.

### **IR Special Award**

#### **Ichigo Inc.**

(First time recipient of the IR Special Award)

While Ichigo's business model has been changing with more complex operations, the company, led by top management, has strived for good explanation by linking it with the enhancement of corporate value. Such efforts to become better understood by investors and capital market participants are highly acclaimed. The head of the IR Division, as one of directors, is abreast of various data and provides clear, quick responses to questions. Despite the existence of many business segments, each director in charge responds flexibly, thereby contributing to consistent efforts aimed at a better understanding of the overall company.

#### **Santen Pharmaceutical Co., Ltd.**

(First time recipient of the IR Special Award)

Santen's top management tries to reflect the voices of investors and capital market participants in the company's management. Strategy presentation is easy to understand and consistent, leading to high evaluation. Noteworthy is Santen's recent improvement in its IR activities. For example, reflecting some requests of investors, certain items are added in the data book, which is updated every six months. Santen is forthcoming with explanation of changes in the environment and the impact of acquisitions, by clarifying its strategy from the perspective of raising sustainable corporate value.

#### **Marui Group Co., Ltd.**

(First time recipient of the IR Special Award)

In recent years, Marui Group has made efforts to enhance its IR activities. The company carefully listens to investors, and has made its capital policy more convincing by using Key Performance Indicators (KPI) such as Return on Equity (ROE) and Return on Invested Capital (ROIC). The IR Division has improved its results briefings to make them easily understood and has also held presentation meetings on business details and ESG. The hosting of the Marui IR Day, the publication of the "Co-Creation Management Report", and the presentation meeting on its integrated report are highly praised in the investment community as unique and useful initiatives.

### **Best IR Award for Small and Mid-cap Companies**

#### **Skylark Co., Ltd.**

(First time recipient of the Best IR Award for Small and Mid-cap Companies)

After being listed on the Tokyo Stock Exchange in October 2014, Skylark's articulate explanation of its strategy drew attention. In 2015, the company held over 400 IR meetings, including the briefings for analysts and institutional investors, to build a relationship with capital markets.

Among IR activities, its materials, with a focus on the data analysis of its stores, are regarded as excellent and its information disclosure is highly praised. It is noted that the IR Division is easy to access and its communication skills are favorably viewed. The number of analysts who cover Skylark has increased significantly.

**Seibu Holdings Inc.**

(First time recipient of the Best IR Award for Small and Mid-cap Companies)

Seibu Holdings, which is primarily engaged in railway and hotel businesses, was listed on the Tokyo stock Exchange in April 2014. The IR Division has actively distributed information with an emphasis on the hotel industry and has strengthened activities to help understand themes concerning inbound tourists (foreign visitors to Japan). In addition, small meetings with the person in charge of a business division and other IR activities are highly commended as well planned. Despite the small IR team, active communication with investors has led to a better understanding of the company in the investment community.

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