

IFM INVESTORS: ANSWERS TO QUESTIONS ON NOTICE

CO-IFM01QON

Question: How many members of the boards of ISH and IFM overlap?

Answer: Two.

CO-IFM02QON

Question: So how would we work out, in a particular industry – let's use the banks, if you like, the big four – what percentage of funds IFM actually has control over?...Of the shares does IFM have control over, if they're not registered in IFM's name?

Answer: Under current law a person must notify a listed company if they acquire a substantial holding. "Substantial holding" is defined by the Corporations Act to mean a relevant interest of 5 per cent or more of the total number of votes in the listed company.

Information about substantial holdings is provided to ASIC and is available to the public. Each of the big four banks also report the names of substantial shareholders in their annual reports. IFM does not have a substantial holding in any ASX 100 company, including any of the big four banks.

CO-IFM03QON

Question: Is it possible that an organisation could have direct shareholding in something and shareholding through IFM and perhaps through another equity manager and it's all showing up in different names, so it's actually difficult to work out who in fact the true beneficial owners are?

Answer: Complex company structures and current disclosure rules can make it difficult to readily identify the beneficial ownership of shares. It is possible for an organization to hold shares in a company under different names. ASIC can issue a tracing notice to a person requiring them to disclose their relevant interest in a listed company.

CO-IFM04QON

Question: To the best of your knowledge, has IFM ever given an ultimatum to a board or board directors that, if they do or do not do an act, they will lose your support in voting at an AGM and/or their positions?



Answer: IFM believes that environmental, social and governance (**ESG**) factors can impact the value of our investee companies over time. We therefore take an active stewardship approach to our investments in listed companies to encourage responsible corporate behavior and improved transparency around how material ESG risks are being managed. As part of this approach, we regularly engage with companies and exercise our ownership rights to vote on company resolutions at AGMs.

When we have concerns about an investee company's approach to a particular matter we will engage with that company. Sometimes if the matter is not resolved through this engagement, it may be appropriate to vote against management at an AGM.

Further details about how we engage and vote can be found in our most recent Responsible Business Report available here: https://www.ifminvestors.com/docs/default-source/insights/ifm-investors-responsible-business-report-2020.pdf?sfvrsn=27312205_5