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(Securities Code: 8114) May 31, 2018

## To Our Shareholders:

# NOTICE OF THE 61ST ANNUAL GENERAL MEETING OF SHAREHOLDERS

You are cordially invited to attend the 61st Annual General Meeting of Shareholders of DESCENTE LTD. (the "Company") to be held as described below.

If you are unable to attend the meeting in person, you may exercise your voting rights in writing (by mail). Please review the attached Reference Documents for the Annual General Meeting of Shareholders and exercise your voting rights by 5:30 p.m. on Wednesday, June 20, 2018.

1. Date and Time: Thursday, June 21, 2018, at 10:00 a.m.

- 2. Place: Descente Osaka Office, Hall B1 floor, 1-11-3 Dogashiba, Tennoji-ku, Osaka
- 3. Meeting Agenda:

## Matters to be reported:

- 1. Operations Report, Consolidated Financial Statements for the 61st Business Term (from April 1, 2017, to March 31, 2018)
- 2. Audit Report concerning Consolidated Financial Statements by the Accounting Auditor and the Audit Board

## Matters to be resolved:

Proposal 1: Appropriation of Surplus

Proposal 2: Election of Ten Directors

# **Reference Documents for the Annual General Meeting of Shareholders**

## **Proposals and References**

# **Proposal 1: Appropriation of Surplus**

Considering the Company's performance for the fiscal year ended March 31, 2018 and future business development, the year-end dividend for the fiscal year ended March 31, 2018, is proposed to be as following.

# (1) Type of dividend property

Cash

- (2) Allocation of dividend property and total amount thereof
   ¥23 per share of common stock of the Company
   Total amount of dividends: ¥1,733,574,308
- (3) Effective date of dividends from surplus Friday, June 22, 2018

## **Proposal 2: Election of Ten Directors**

The terms of office of all of the ten current directors will expire at the conclusion of this Annual General Meeting of Shareholders. Accordingly, the election of 10 directors is proposed. The candidates for directors are as indicated below.

| No. | Name   | Positions and responsibilities at the Company, and   | Number of shares of |
|-----|--|--|---------------------|
| NO. | (Date of birth)  | significant concurrent positions   | the Company held    |
| 1   | Ichiro Nakamura<br>(August 5, 1955)                      | <ul> <li>April 2014 Senior Managing Executive Officer of<br/>ITOCHU Corporation, Chief Executive Officer<br/>of Latin America and Chief Executive Officer<br/>&amp; President of Itochu Brazil S.A</li> <li>April 2016 Advisor of ITOCHU Corporation<br/>(to present)</li> <li>June 2016 Director, Chairman (to present)</li> </ul>  | 5,000               |
|     | Reasons for<br>nomination as a<br>candidate for Director | Mr. Nakamura has abundant international business experience and knowledge<br>accumulated as the Senior Managing Executive Officer at the general trading company,<br>ITOCHU Corporation. Since 2016, as the Chairman, he has been making appropriate<br>decisions on the management of the entire Descente group as well as supervision of<br>the business of other Directors. We consider that he realizes put management<br>philosophy and his global perspectives will be able to carry out advanced proposals<br>and management oversight for its management. For that reasons, we nominate him<br>for the position of Director. |                     |

|   |  | June 2008 Director of the Board  |                           |
|---|--|--|---------------------------|
|   |  | June 2008 Director of the Board  |                           |
|   | Masatoshi Ishimoto                                       | June 2013 President and Representative Director                              | 000 405                   |
|   | (March 30, 1962)   | (to present)   | 932,135                   |
|   |  | September 2016 Director of the Board of Descente                             |                           |
|   |  | Japan Ltd. (to present)  |                           |
|   |  | Since 2013, Mr. Ishimoto has implemented a variety of change                 | -                         |
| 2 | Reasons for nomination as a                              | establishment of the global headquarters, the development of the             | ousiness in China,        |
|   |  | mainly by the joint ventures and as President and Representati               | ve Director of the        |
|   |  | Company. He has made approximate decisions on important                      | business execution,       |
|   | candidate for Director                                   | such as strengthening our global business and overseeing the                 | execution of duties of    |
|   | candidate for Director                                   | other Directors. We consider that he will carry out further glob             | al business strategies of |
|   |  | our group and realize our management philosophy and the fou                  | ndation spirit. For that  |
|   |  | reasons, we nominate him for the position of Director.                       |                           |
|   |  | June 2007 Director of the Board  |                           |
|   |  | April 2017 Director, Senior Managing Executive Officer                       |                           |
|   | Yoshikazu Tanaka   | CPO  | 05.000                    |
|   | (March 11, 1957)   | le coq sportif, arena & Munsingwear Brand                                    | 35,800                    |
|   |  | Management, Hong Kong Office, R&D Center                                     |                           |
|   |  | (to present)   |                           |
| 3 |  | Mr. Tanaka has extensive experience and insight for marketing                | and manufacturing. In     |
|   | Reasons for<br>nomination as a<br>candidate for Director | addition to that he has made appropriate decisions on importar               | nt business execution as  |
|   |  | Senior Managing Executive Officer and Chief Product Officer.                 |                           |
|   |  | will fulfil believes that he will fulfill our management philosophy          |                           |
|   |  | brand business strategy. For that reasons, we nominate him f                 |                           |
|   |  | Director.  | ,                         |
|   |  | June 2008 Director of the Board  |                           |
|   | Hisashi Mitsui   | April 2017 Director, Managing Executive Officer                              |                           |
|   | (October 12, 1954)                                       | President and CEO, Descente Japan Ltd.                                       | 33,000                    |
|   |  | (to present)   |                           |
|   |  | Mr. Mitsui has extensive experience and insight as responsi                  | l<br>ble for the          |
|   | Reasons for<br>nomination as a<br>candidate for Director |  |                           |
| 4 |  | domestic sales division, and has made appropriate decisions on important     |                           |
|   |  | business execution and supervising the execution of duties as a Director,    |                           |
|   |  | Managing Executive Officer, President and CEO of Descente Japan Ltd. such as |                           |
|   |  | making significant improvements in the profitability of the Ja               |                           |
|   |  | consider that he will fulfil our management philosophy and in                | •                         |
|   |  | business strategy in Japan. For that reason, we nominate hi                  | m for the position of     |
|   |  | Director.  |                           |
| 5 | Hitoshi Haneda   | June 2000 Director of the Board  | 16,300                    |

|   | (May 21, 1955)   | April 2017 Director, Managing Executive Officer<br>CSO   |                       |  |
|---|--|--|-----------------------|--|
|   |  | Global Planning, Operations & Business   |                       |  |
|   |  | Development (to present)   |                       |  |
|   |  | Mr. Haneda has extensive experience and insight as director of overseas business<br>and overseas subsidiaries, and has been appropriately conducting a decision on |                       |  |
|   |  |  |                       |  |
|   | Reasons for  | important business execution matters, such as the promotion of important business  |                       |  |
|   | nomination as a  | execution, and promotion of global management as CSO. W  |                       |  |
|   | candidate for Director                                   |  |                       |  |
|   |  | Group and carry out its global business strategy. For that rea   | asons, we nominate    |  |
|   |  | him for the position of Director.  |                       |  |
|   |  | June 2001 Director of the Board  |                       |  |
|   |  | April 2017 Director, Managing Executive Officer  |                       |  |
|   | Kenichi Tsujimoto  | CFO  |                       |  |
|   | (December 30, 1955)                                      | Administration   | 20,400                |  |
|   |  | Director, Managing Executive Director,   |                       |  |
|   |  | Descente Japan Ltd.  |                       |  |
| 6 |  | Administration (to present)  |                       |  |
|   |  | Mr. Tsujimoto has extensive experience and insight as a hea  | ad of the Human       |  |
|   |  | Resources and General Affairs and Accounting Department, and has made  |                       |  |
|   | Reasons for  | appropriate decisions on important business matters and supervising the execution  |                       |  |
|   | nomination as a  | of duties, such as supervising the general staff of the management department.   |                       |  |
|   | candidate for Director                                   | We consider that he will fulfill our management philosophy and will able to carry  |                       |  |
|   |  | out its global business strategy and support the promotion. F  | For that reasons, we  |  |
|   |  | nominate him for the position of Director.   |                       |  |
|   | Hoon-Do Kim<br>(October 1, 1968)                         | June 2014 Director of the Board (to present)   |                       |  |
|   |  | January 2010 President and CEO, DESCENTE KOREA   |                       |  |
|   |  | LTD.   |                       |  |
|   |  | (to present)   |                       |  |
|   |  | January 2015 President and CEO, DESCENTE GLOBAL  | 1,000                 |  |
|   |  | RETAIL LTD. (to present)   |                       |  |
| 7 |  | April 2017 Director, Managing Executive Officer  |                       |  |
|   |  | DESCENTE Brand Management  |                       |  |
|   |  | (to present)   |                       |  |
|   | Reasons for  | Mr. Kim has extensive experience and insight as responsible  | e for the business in |  |
|   | Reasons for<br>nomination as a<br>candidate for Director | South Korea, and has made appropriate decisions on impor   | tant business         |  |
|   |  | matters and supervising the execution of duties, such as been  | coming a driving      |  |
|   |  | force for the expansion of the global business of the Compa  | ny as a Director,     |  |

|    |   | Managing Executive Officer and president of DESCENTE K<br>consider that he will realize our management philosophy and<br>fulfill our global business strategy especially in Korea. For th<br>nominate him for the position of Director.<br>June 2016 Director of the Board (to present)  | d will be able to   |
|----|---|--|---|
|    | Motonari Shimizu<br>(February 3, 1964)                              | (significant concurrent position)<br>April 2018 Executive Officer, Chief Operating Officer,<br>Apparel Division (to present)   | -   |
| 8  | Reasons for<br>nomination as a<br>candidate for Director            | Mr. Shimizu has extensive experience in China and insight of<br>apparel gained from general trading company. Since 2016, I<br>appropriate decisions on the importance of management of<br>supervising the execution of duties. We consider that he will<br>management philosophy and will able to propose and super<br>management based on its expertise and global perspective.<br>we nominate him for the position of Director.  | he has been making<br>the entire Group and<br>fulfill our<br>vise our Company's                 |
|    | Masako li<br>(February 8, 1963)                                     | June 2013 Outside Director of the Board<br>(to present)<br>(significant concurrent position)<br>April 2005 Professor Graduate School of Economics,<br>School of International and Public Policy<br>(to present)  | -   |
| 9  | Reasons for<br>nomination as a<br>candidate for Outside<br>Director | Ms. Ii has been making appropriate decisions on management<br>execution of duties by directors from a wide range of experience<br>university professor. In addition to that she has abundant exp<br>position of the Executive Committee of the Japan Broadcasting<br>member of the Tax Commission, Cabinet Office, and a member<br>Council of Japan. We consider that she can continuously prov<br>supervision and advice to the Company's management. For t<br>nominate her for the position of Outside Director. | e and knowledge as a<br>erience as her<br>Corporation, the<br>of the Science<br>vide the proper |
| 10 | Ungyong Shu<br>(October 19, 1962)                                   | June 2017 Outside Director of the Board<br>(to present)<br>(significant concurrent position)<br>November 2013 President and Chief Executive Officer of<br>Core Value Management Company, Limited<br>(to present)<br>June 2015 Director, The Dai-ichi Life Insurance<br>Company, Limited<br>(to present)  | -   |

|  |                       | Mr. Shu has abundant experience and high insights as the management of the          |  |
|--|-----------------------|---|--|
|  | Reasons for           | financial institution. Based on his objective, he has made appropriate decisions on |  |
|  | nomination as a       | management from neutral and global perspective. We consider that he can             |  |
|  | candidate for Outside | continuously provide appropriate supervision and advice to the Company's            |  |
|  | Director              | management. For that reasons, we nominate him for the position of Outside           |  |
|  |                       | Director.   |  |

(notes)

- 1. Masako li's name on the family register is Masako Kassai.
- 2. Ms. Masako li and Mr. Ungyong Shu are the candidates for independent outside directors of the Board.
- 3. The following items are related to candidates for the independent outside directors.
  - (1) Term of office as an independent outside director
    - Ms. Masako li : 5 years at the conclusion of this meeting
    - Mr. Ungyong Shu: 1 year at the conclusion of this meeting.
  - (2) Summary of the Limited Liability Contract

The Company has concluded a liability limitation contract with Ms. Masako li and Mr. Ungyong Shu in accordance with Article 427, Paragraph 1 of the Japanese Companies Act. The maximum amount of liability under the aforementioned contract shall be the amount prescribed in above law. If the two are reappointed, we will continue the limited liability agreement with them.

(3) Both Ms. Masako Ii and Mr. Ungyong Shu are to be appointed as an independent officer as defined by the Tokyo Stock Exchange. If both are reappointed, we will continue to designate them as independent directors.

Masatoshi Ishimoto President DESCENTE LTD. 1-11-3 Dogashiba, Tennoji-ku, Osaka 543-8921 Japan