



SARASIN
& PARTNERS

Our ownership discipline¹

2026

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Introduction

Once we have bought a stake in a company, our clients become owners of that company. Ownership confers important rights to select the company's leadership, approve major transactions, the auditor, and senior executives' pay amongst other things. But ownership also entails responsibilities to exercise these rights with due care and consideration.

The collective failure of asset owners and managers to properly monitor and hold executives to account is widely viewed as a weakness in capital markets.² In the end, a passive approach to ownership risks making all of us worse off if capital is allocated inappropriately, executives are not held to account and short-term results are prioritised over long-term productive investment. Against this backdrop, Sarasin & Partners' stewardship philosophy has at its heart an ownership mindset. We stay close to our clients' companies not just to ensure we can monitor developments and the persistence of long-term value drivers, but also so we can effectively scrutinise and hold management to account for their performance.

Like most asset managers, we have a clear set of guidelines that govern our purchase and sale of company shares (our buy and sell disciplines). This document sets out how we act on a day-to-day basis as an owner on behalf of our clients: our ownership discipline.³

It is worth emphasising that our ability to implement our ownership responsibilities varies by jurisdiction due to differences in legal frameworks, culture and market practice. We cannot commit to having the same access to, or influence over, company leadership everywhere we invest. Also, we are inevitably limited by the challenge of diffuse ownership, which means that in most cases our clients' holdings represent a small percentage of the total issued share capital. Finally, engagement can be resource intensive, which means we inevitably have to prioritise those we believe to be most urgent and impactful. Notwithstanding these constraints, we believe it is important to use responsibly governance powers bestowed on us.

We endeavour to implement our ownership discipline as effectively as possible for all our clients' companies. We believe we can – and do – make a difference as owners.

¹This document should be read alongside our annual Stewardship Report, which details our goal to protect and enhance our clients' capital; and our commitment to take a long-term and constructive approach to our clients' companies, but equally our promise to challenge poor or damaging behaviour. This can be found on the Stewardship Section of our website.

²See for instance, the UK government commissioned Kay Review 2012.

³While this paper focuses on how we pursue engagements as a shareholder, we also pursue dialogues with companies where we hold debt instruments. In some cases, the two are combined. The key difference, of course, is that creditors do not have a vote at company meetings. But they can exert influence in many of the other ways outlined here.

Responsibility

Responsibility for ownership rests with every member of the team, our ownership discipline is not solely the responsibility of our stewardship team, or any particular individual to implement.

Each and every member of our asset management team takes on this responsibility. The Stewardship team offers support, advice and challenge for engagements, and will normally jointly lead an engagement in instances where problems have been identified. Our integrated approach is designed to bring together different skill sets to ensure we adopt a holistic and ultimately successful engagement strategy.

Early ownership

The decision to acquire shares in a company is taken on the back of in-depth scrutiny and early communication with company management. We will have established a strong long-term investment case, having taken account of environmental, social and governance considerations. We will have identified any areas for early engagement where we would like to see the company take action. An obvious area for initial dialogue with a company is where their practices or policies fall foul of our corporate governance and voting guidance.

Broader issues could relate to capital structure, financial and non-financial performance and risk, labour treatment, harmful social and environmental impact, strategy, etc.

Following the purchase of the company's shares amounting to £25 million or more, we write to the chair or senior independent director (SID) of the board – to introduce ourselves, outline the basis for our investment thesis and set out the identified areas for engagement. The engagement will normally be led by the company analyst and/or portfolio manager alongside a member of our stewardship team, with regular feedback to the broader team.

Early ownership actions

- Investment case identifies areas for engagement
- Initial introductory letter to chair/SID setting out the basis for our investment and any areas of concern (introducing likely votes against the board)

Ongoing monitoring

Each company is monitored by a dedicated analyst, supported by the wider team. In addition to the engagement topics identified and initiated on purchase of the company's shares, we keep abreast of company news and any emerging issues for dialogue, including areas where we vote against the board. Where concerns are material, we will endeavour to engage with the board prior to and/or after a vote against, and communicate what we wish to see change. If we believe our voting policy produces a perverse outcome, we will over-ride it, recording our rationale. In this way, our voting is an integral part of our ongoing monitoring as well as our engagements.

We monitor company public statements, sell-side and ESG research, proxy guidance, general media as well as information provided by regulatory and non-governmental entities. We look for independent third-party perspectives on significant developments; and we actively seek exchanges with civil society or government bodies that have company or sector-specific campaigns. As a responsible owner, we believe it is important to monitor public perceptions and reactions to our clients' companies.

Ongoing monitoring

- Look to wide sources of information, including non-governmental and governmental analysis
- Embed our voting decisions into company engagement. Where possible, seek a dialogue with the board around votes against the board, to resolve any concerns
- Seek direct discussions with civil society and government where pertinent

Addressing problems

Our investment process will tend to screen out companies with major concerns. But problems arise from time to time. This may pertain to a change in leadership; a shift in strategy; a damaging revelation around misconduct; or an external event that leaves our clients' company vulnerable in some way. Every situation will be assessed on its own merits, but the critical point is that we approach such matters as an engaged owner, not a passive bystander.

Our first step in such cases is to collect all available information. Information gathering may take place through investor relations and third parties, where relevant. We will consider whether we can play a constructive role to either support or challenge the company in its response. In certain cases, we may decide to sell the company's shares (see below on our investment implications).

In the event that we decide to proceed with a focused engagement, the lead analyst, portfolio manager(s) and stewardship team work together to initiate direct dialogue with senior executives, the company chair, lead independent director, or other board members.

In the first instance, exchanges are normally undertaken privately in writing and through calls and/or face-to-face meetings. We consider whether to work alone or alongside other shareholders at all stages.

We are guided by our responsible long-term ownership mindset. We would not, for instance, encourage a management team to look for a quick fix, or to shift blame or costs in a way that leaves the underlying problem unresolved or harms others unfairly. Such a course would run contrary to our philosophy and, in our view, would be more likely to push problems into the future and quite often exacerbate the harm done, backfiring on the company (and its investors).

Of course, the team's assessment of any situation will necessitate judgements, and there will be cases where the appropriate course of action is uncertain. We are also realistic about our ability to effect change and may limit our intervention to setting out our perspective as a concerned shareholder to the board (see below on "Knowing when not to engage").

Addressing problems

- Undertake initial due diligence to establish the facts, including information from company and third-party sources
- Determine whether to remain invested, and whether engagement is worthwhile
- Initiate a direct dialogue through correspondence and/or meetings with identified directors where possible

Escalation procedure

If our effort to persuade a company through private exchanges to take a particular course of action falls of deaf ears, we may escalate our engagement.

We will do this if we believe that a more determined and potentially public approach is necessary, likely to have an impact, in line with local regulatory rules and ultimately helpful to our clients' interests.

If we decide to escalate, we may draw up an engagement plan. These plans are sufficiently high-level to permit flexibility as events unfold and new information is revealed. They are important to ensure we maintain clarity around the desired outcome of the engagement, and how we believe this will benefit our clients.

Shareholders have a range of options to apply greater pressure on boards, including:

Collective shareholder engagements

A common escalation step is to join with other concerned shareholders in a shared engagement effort. While rules around collective engagement vary between markets, in markets like the UK it is encouraged as part of promoting better dialogue and more robust governance at companies.

Voting against directors

A central pillar of good governance is that individual directors can be held personally accountable for shareholder outcomes. We therefore use our votes thoughtfully and do not automatically vote for directors. Where relevant, we communicate with proxy advisory agencies to ensure they are aware of long-term shareholder concerns.

The power of the vote varies by jurisdiction, but is not limited to the legal rights it conveys. Heavy votes against individual directors (for example, more than a 10% vote against) can be influential through the reputational impact they have and the signal they send. Also, it is important to understand the board dynamic to identify those who might be sympathetic to our cause and take a differentiated approach reflecting this.

Filing shareholder resolutions/proposing directors
Shareholders often have powers to file shareholder resolutions, including proposing independent directors for the board. This can be an effective tool to ensure the board has the right leadership, or to press a board to undertake a particular action they

are otherwise resisting. Even where the shareholder proposals are not ultimately passed, if sufficient support is garnered, this sends a strong signal to the board that it needs to act. They can also provide a stepping stone for director accountability (see above).

Voting against the auditor and/or annual report and accounts

Shareholders often have a binding vote on the auditor's appointment (and even non-binding votes can be powerful). This is because the auditor plays a critical role in protecting investors from misleading reporting of performance and capital strength. This vote (and associated engagement with the auditor) can be influential since, by pressing an auditor to look more deeply into specific material issues, it can push management to reveal information they might otherwise wish to conceal. Similarly, a vote against an annual report and accounts sends a strong signal that shareholders lack faith in what is being reported.

Public statements

Depending on the situation, a public statement by one or more shareholders challenging a company's actions or directors can help to draw broader market scrutiny and prove effective in generating a response.

Submitting formal complaints to regulators

Where a breach has occurred, for instance inadequate shareholder disclosure, misrepresentation or poor treatment of a stakeholder, then a complaint to the relevant regulator may be an appropriate tool to drive change.

Litigation

While there are frequently high hurdles to overcome in any legal action, in extreme cases it may be appropriate to consider legal action against directors – or supporting someone else in their legal action – for failures to uphold, for instance, their fiduciary duties. The threat of legal action can also prove influential.

Escalation

- In the event that our initial engagement fails to progress, we assess whether or not to escalate
- We draw up an engagement plan, with clear objectives and based on an assessment of likely impact
- We consider escalation measures such as forming a collective shareholder engagement; exercising our votes against directors/auditors/annual reports; filing shareholder resolutions; lodging complaints with regulators; public outreach and – in extreme cases – litigation
- We ensure necessary internal communication, review and legal checks

Strategic engagement

Just as we are committed to fulfilling our clients' ownership responsibilities, it is equally important to know our limits to effect change, either alone or as part of a broader group. There will inevitably be cases where our ability to drive change will be remote. Likewise, there will be cases where we fail to achieve our objective. In these instances, beyond clearly setting out our concerns to the board, we will deploy our efforts elsewhere. We will also carefully review our conviction in the investment case to determine whether or not we should continue to hold the company's securities.

Stopping engagement

- In the event that we decide not to engage / abandon an engagement, we record the reasons for this decision
- A review of our investment case is undertaken, taking account of the abandoned engagement

Investment implications

Our engagements give us important investment insights. We gain or lose conviction in a board's ability to address concerns; their openness to investor perspectives; and their culture. It is also through our engagements that we seek to drive changes that underpin our investment thesis. For instance, getting a board to publish a sensitivity analysis for a 1.5°C scenario helps to support our conviction of their resilience to this scenario.

These impacts and insights, where material, are recorded through our company-specific ESG assessment and reflected in adjustments of fair value.

Consequently, our experience with an engagement may be a driver for a decision to increase or sell an investment.

Even where an engagement is progressing well, however, we may decide to sell the securities where new information comes to light that causes us to reassess the investment case, or the security's price rises to the levels close to our fair value.

The long-term nature of some engagements always needs to be balanced with the need to take sale decisions. The portfolio manager retains the final decision about whether or not to sell a company's securities, and will take this decision with a clear understanding of any ongoing dialogue and expectations over progress. The rationale will be detailed in any final sell note.

Investment Implications

- Engagement insights and impacts feed into the investment thesis through changes to our ESG ratings
- In the event that our portfolio managers decide to sell a company's shares during an engagement process, the team will coordinate to ensure appropriate communication with the company, and other partners or entities involved
- A sell note will detail the rationale for the sale, including how the engagement experience was taken into account

Conclusion

Inevitably, our ability to implement our ownership responsibilities varies by jurisdiction due to differences in legal frameworks, culture and market practice.

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Important note: we do not need to be 'taken inside'

We operate in public markets and all of our interactions are governed by local laws and regulations that seek to ensure a level playing field for all investors. We are clear that we do not normally wish to receive any material non-public information. In the rare case where we are in receipt of 'inside' information, we have policies to ensure we abide by the required procedures to prevent the spread of this information or any associated trading.



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