

**PERSIMMON PLC
REMUNERATION COMMITTEE
TERMS OF REFERENCE**

References to "the Committee" shall mean the Remuneration Committee.

References to "the Board" shall mean the Board of Directors.

These revised Terms of Reference were adopted by the Board on 25 February 2004.

1. Membership

- 1.1. Members of the Committee shall be appointed by the Board, on the recommendation of the Nomination Committee in consultation with the Chairman of the Remuneration Committee. The Committee shall be at least 3 non-executive directors who are independent of management and free of any business or other relationship which could interfere with the exercise of their independent judgement.
- 1.2. Only members of the Committee have the right to attend Committee meetings. However, other individuals such as the Chief Executive and external advisers may be invited to attend for all or part of any meeting as and when appropriate.
- 1.3. Appointments to the Committee shall be for a period of up to three years, which may be extended for two further three-year periods provided the director remains independent..
- 1.4 The Board shall appoint the Committee Chairman who shall be an independent non- executive director. In the absence of the Committee Chairman and/or an appointed deputy, the remaining members present shall elect one of themselves to chair the meeting. The Chairman of the Board shall not be Chairman of the Committee.

2. Secretary

- 2.1. The Company Secretary or his nominee shall act as the Secretary of the Committee.

3. Meetings

- 3.1. The quorum necessary for the transaction of business shall be 2. A duly convened meeting of the Committee at which a quorum is present shall be competent to exercise all or any of the authorities, powers and discretions vested in or exercisable by the Committee.
- 3.2. The Committee shall meet not less than once a year and at such other times as the Chairman of the Committee shall require.
- 3.3. Meetings of the Committee shall be summoned by the Secretary of the Committee at the request of any of its members.

- 3.4 Unless otherwise agreed, notice of each meeting confirming the venue, time and date together with an agenda of items to be discussed, shall be forwarded to each member of the Committee, any other person required to attend and all other non-executive directors, no later than 2 working days before the date of the meeting. Supporting papers shall be sent to Committee members and to other attendees as appropriate, at the same time.
- 3.5 The Secretary shall minute the proceedings and resolutions of all Committee meetings, including the names of those present and in attendance.
- 3.6 Minutes of Committee meetings shall be circulated promptly to all members of the Committee and, once agreed, to all members of the Board, unless a conflict of interest exists.
- 3.7 The Chairman of the Committee shall attend the Annual General Meeting prepared to respond to any shareholder questions on the Committee's activities.
- 3.8 The Chairman of the Board and Chief Executive shall be invited to attend meetings to discuss the performance of executive directors and make proposals as necessary.
- 3.9 The Chief Executive will also report to the Committee on significant group-wide changes in salary structure and terms and conditions affecting other employees at senior executive level.
- 3.10 The Chief Executive may attend meetings of the Committee at the Committee Chairman's invitation, except where matters relevant to his own remuneration package are being discussed.
- 3.11 Attendance may be in person or by video conference call or telephone, provided that all persons participating in the meeting are able to hear and speak to each other throughout such meeting.

4. Duties

The Committee shall:

- 4.1. determine and agree with the Board the framework or broad policy for the remuneration of the company's Chief Executive, Chairman, the executive directors, the divisional boards and such other senior executives as it is designated to consider. The remuneration of non-executive directors shall be a matter for the Chairman and the executive members of the Board. No director or executive shall be involved in any decisions as to their own remuneration;
- 4.2. in determining such policy, take into account all factors which it deems necessary. The objective of such policy shall be to ensure that members of the executive management of the company are provided with appropriate incentives to encourage enhanced performance and are, in a fair and responsible manner, rewarded for their individual contributions to the success of the company;
- 4.3. review the ongoing appropriateness and relevance of the remuneration policy;

- 4.4. approve the design of, and determine targets for, any performance related pay schemes operated by the company and approve the total annual payments made under such schemes;
- 4.5. review the design of all share incentive plans for approval by the Board and shareholders. For any such plans, determine each year whether awards will be made, and if so, the overall amount of such awards, the individual awards to executive directors and other senior executives and the performance targets to be used;
- 4.6. determine the policy for, and scope of, pension arrangements for each executive director and other senior executives;
- 4.7. within the terms of the agreed policy and in consultation with the Chairman and/or Chief Executive as appropriate, determine the total individual remuneration package of each executive director and other senior executives including bonuses, incentive payments and share options or other share awards;
- 4.8. in determining such packages and arrangements, give due regard to any relevant legal requirements, the provisions and recommendations in the Combined Code and the UK Listing Authority's Listing Rules and associated guidance;
- 4.9. agree the policy for authorising claims for expenses from the Chief Executive and Chairman;
- 4.10. ensure that all provisions regarding disclosure of remuneration as set out in the Directors' Remuneration Report Regulations 2002 and the Combined Code are fulfilled;
- 4.11. be exclusively responsible for establishing the selection criteria, selecting, appointing and setting the terms of reference for any remuneration consultants who advise the committee: and to obtain reliable, up-to-date information about remuneration in other companies. The Committee shall have full authority to commission any reports or surveys which it deems necessary to help it fulfil its obligations.
- 4.12. review and note annually the remuneration trends across the company or group;
- 4.13. oversee any major changes in employee benefits structures throughout the company or group;
- 4.14. ensure that contractual terms on termination, and any payments made, are fair to the individual, and the company, that failure is not rewarded and that the duty to mitigate loss is fully recognised;

5. Reporting Responsibilities

- 5.1. The Committee Chairman shall report formally to the Board on its proceedings after each meeting on all matters within its duties and responsibilities.

- 5.2. The Committee shall make whatever recommendations to the Board it deems appropriate on any area within its remit where action or improvement is needed.
- 5.3. The Committee shall produce an annual report of the company's remuneration policy and practices which will form part of the company's Annual Report and ensure each year that it is put to shareholders for approval at the AGM.

6. Authority

- 6.1. The Committee is authorised by the Board to seek any information it requires from any employee of the company in order to perform its duties.
- 6.2. In connection with its duties the Committee is authorised by the Board to obtain, at the company's expense, any outside legal or other professional advice.

7. Other

- 7.1. The Committee shall, at least once a year review its own performance, constitution and terms of reference to ensure it is operating at maximum effectiveness and recommend any changes it considers necessary to the Board for approval.

Neil Francis
Company Secretary