

PIONEER HIGH INCOME TRUST

Form DEFA14A

September 18, 2012

D. F. King & Co., Inc.  
Telephone Script  
Pioneer Floating Rate Trust-Preferred  
Pioneer High Income Trust-Preferred  
Special Meeting of Shareholders: September 18, 2012

Introduction

SCREEN 1:

Hello, my name is [STATE YOUR FIRST AND LAST NAME] and I am calling from D.F. King & Co. on behalf of the [STATE PIONEER FUND NAME] May I speak with Mr. /Mrs. /Ms. [SHAREHOLDER'S LAST NAME]?

[IF THE SHAREHOLDER IS NOT AVAILABLE]

I am calling regarding The Annual Meeting of Shareholders scheduled for September 18, 2012. May I leave a call back number so that he/she may get more information regarding the matter? Or is there a better time to reach him/her?

[ONCE SHAREHOLDER IS ON THE LINE]

Mr. /Mrs. /Ms. [SHAREHOLDER'S LAST NAME] my name is [STATE YOUR FIRST AND LAST NAME] and I'm calling on a recorded line regarding your investment in the [STATE PIONEER FUND NAME]

Recently, you were mailed proxy materials, along with a proxy card or voting instruction form to cast your vote at the upcoming Annual Meeting of Shareholders to be held on September 18, 2012. The tabulator for the Annual Meeting has yet to receive your vote. Your vote is very important. In order to hold the shareholder meeting, the Fund must obtain a minimum number of voted Fund positions to achieve quorum. Your vote, regardless of how you cast it, will help the Fund achieve that goal.

IF THEY DID NOT RECEIVE PROXY MATERIALS - Help the shareholder obtain the materials he/she requires. If a NOBO, give him/her the 800 number and have them call back when they receive the materials. If registered, we will send the materials directly. In either case, make sure the address is correct, make any necessary corrections, and code the disposition as "14" or "15".

IF YES - The Board of Trustees has approved the proposal and is recommending a vote in favor of the proposal. Would you like to vote your shares as recommended by the Board on the proposal?

Just to confirm, you have voted with the recommendation of the Board on the proposal. Is that correct?

IF YES - Thank you. I've recorded your vote as recommended by the Board in favor of the proposal. We'll send a written confirmation of this vote to you at your address of record which will also provide instructions should you later decide to change your vote.

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For confirmation purposes, please tell me your full name and address, including city, state and zip code.

If the shareholder's name and address are correct:  
Thank you for your time and your vote Mr. /Mrs. /Ms.  
[SHAREHOLDER'S LAST NAME]. Have a good  
[DAY/AFTERNOON/EVENING]. END CALL.

If the shareholder's name and address are NOT correct:  
Mr./Mrs./Ms.[SHAREHOLDER'S LAST NAME] the information  
that you just recited for me doesn't match our records  
and, therefore, I can't take your vote by telephone.  
Instead, I urge you to complete, sign, date and return  
your proxy card or voting instruction form at your  
earliest convenience, or vote your shares by touch-tone  
telephone or on the Internet by following the  
instructions provided on your proxy card or voting  
instruction form. Thank you for your time and have a  
good [DAY/AFTERNOON/EVENING]. END CALL.

IF NO - [REFER TO APPROPRIATE REBUTTAL AND CONCLUDE BY  
ASKING IF UPON REFLECTION THE SHAREHOLDER WOULD LIKE YOU  
TO RECORD A VOTE CONSISTENT WITH THE BOARD'S  
RECOMMENDATION ON THE PROPOSAL.]

IF YES - Thank you. I've recorded your vote as  
recommended by the Board on the proposal. We'll send a  
written confirmation of this vote to you at your address  
of record which will also provide instructions should  
you later decide to change your vote. For confirmation  
purposes, please tell me your full name and address,  
including city, state and zip code.

If the shareholder's name and address are correct:

Thank you for your time and your vote Mr. /Mrs. /Ms.  
[SHAREHOLDER'S LAST NAME]. Have a good  
[DAY/AFTERNOON/EVENING]. END CALL.

If the shareholder's name and address are NOT correct:  
Mr./Mrs./Ms.[SHAREHOLDER'S LAST NAME] the information  
that you just recited for me doesn't match our records  
and, therefore, I can't take your vote by telephone.  
Instead, I urge you to complete, sign, date and return  
your proxy card or voting instruction form at your  
earliest convenience, or vote your shares by touch-tone  
telephone or on the Internet by following the  
instructions provided on your proxy card or voting  
instruction form. Thank you for your time and have a  
good [DAY/AFTERNOON/EVENING]. END CALL.

IF STILL NO - Okay, I can still help. Would you like  
to vote your shares contrary to the recommendation of  
the Board and against the proposal?

AGAINST PROPOSAL - Thank you. I have recorded your  
vote against the proposal. We'll send a written  
confirmation of this vote to you at your address of  
record which will also provide instructions should you  
later decide to change your vote. For confirmation  
purposes, please tell me your full name and address,  
including city, state and zip code.

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If the shareholder's name and address are correct:

Thank you for your time and your vote Mr. /Mrs. /Ms.  
[SHAREHOLDER'S LAST NAME]. Have a good  
[DAY/AFTERNOON/EVENING]. END CALL.

If the shareholder's name and address are NOT correct:

Mr. /Mrs. /Ms. [SHAREHOLDER'S LAST NAME] the  
information that you just recited for me doesn't match  
our records and, therefore, I can't take your vote by  
telephone. Instead, I urge you to complete, sign, date  
and return your proxy card or voting instruction form  
at your earliest convenience, or vote your shares by  
touch tone telephone or on the Internet by following  
the instructions provided on your proxy card or voting  
instruction form. Thank you for your time and have a  
good [DAY/AFTERNOON/EVENING]. END CALL.

IF NO (I.E., THEY JUST WON'T VOTE) - I'm sorry for the  
inconvenience. As a shareholder of the Fund on the  
record date, your vote is very important. If you change  
your mind and would like us to assist you in voting by  
telephone, please call us back toll-free at  
1-800-290-6430 at any time between 8:00 AM and 10:00 PM  
(Eastern Time) weekdays or between Noon and 5:00 PM on  
Saturdays. Or you can vote at any time by completing,  
signing, dating and returning your proxy card or voting  
instruction form using the postage-paid envelope  
provided, or by touch-tone telephone or on the Internet  
by following the instructions provided on your proxy  
card or voting instruction form. Thank you for your  
time and have a good [DAY/AFTERNOON/EVENING]. END CALL.

Pioneer Floating Rate Trust-Preferred  
Pioneer High Income Trust-Preferred  
Annual Meeting of Shareholders  
September 18, 2012

Answering Machine Message

Hello. My name is [STATE YOUR FIRST AND LAST NAME] and  
I am calling from D.F. King & Co. regarding your  
investment in the [STATE PIONEER FUND NAME]. You  
should have recently received proxy materials in the  
mail concerning the Annual Meeting of Shareholders to  
be held on September 18, 2012.

Your vote is very important. In order to hold the  
shareholder meeting, the Fund must obtain a minimum  
number of voted Fund positions to achieve quorum. Your  
vote, regardless of how you cast it, will help the Fund  
achieve that goal.

Please sign, date and promptly mail your proxy card or

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voting instruction form in the postage-paid envelope provided. Internet or touch-tone telephone voting also is available. Please follow the instructions provided on your proxy card or voting instruction form.

If you have any questions, would like to vote, or need new proxy materials, please call D.F. King, which is your Fund's proxy solicitor, at 1-800-290-6430.

Thank you.