

Consolidated Financial Results for the Three Months from April 1 to June 30, 2023

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1. FY24/3 1Q Financial results

(1) Financial results summary

FY24/3 1Q Financial results	Consolidated		Operating revenue; 209.3 billion yen (up 4.8% YoY); operating profit; 38.4 billion yen (up 3.2% YoY); business profit; 38.5 billion yen (down 1.0% YoY); ordinary profit; 35.4 billion yen (down 2.3% YoY); and profit attributable to owners of parent; 24.3 billion yen (down 9.7% YoY). Business progressed steadily along with the FY24/3 plan.
	Develop- ment	Residential Development	The number of housing units sold was 1,372 units (down 6 units YoY), gross profit ratio was 27.8% (up 4.8P YoY) in the housing sales business and revenue from rental housing sales increased. Both operating revenue and business profit increased.
		Commercial Real Estate	Business profit decreased, mainly due to the decline in gross profit from property for sale business. Business progress steadily as expected through the strategic property replacement, etc.
		Overseas	Business profit decreased, mainly because profit declined in housing sales in Viet Nam, while profit increased in housing sales in Thailand. Business progressed steadily as expected and housing sales in Viet Nam will be recorded in FY24/3.
	Service & Manage- ment	Investment Management	Both operating revenue and business profit increased. This was mainly because the management fee increased due to the expansion of the AUM of private REIT, and acquisition and sale of properties by listed REIT and private REIT.
		Property Brokerage & CRE	Operating revenue increased due to an increase in transaction value mainly in Middle business*2.
		Property & Facility Management	Operating revenue increased because both property & facility management and construction ordered progressed steadily.
Financial result and dividend forecast	Consolidated		There is no change in the financial result forecasts and dividend forecasts which were announced in April 26, 2023.

*1 Business profit = operating profit + share of profit (loss) of entities accounted for using equity method + amortization of intangible assets associated with corporate acquisitions

*2 Middle business: Real estate brokerage business for small and midsize companies, business owners, some individual investors and high net worth individuals

1. FY24/3 1Q Financial results

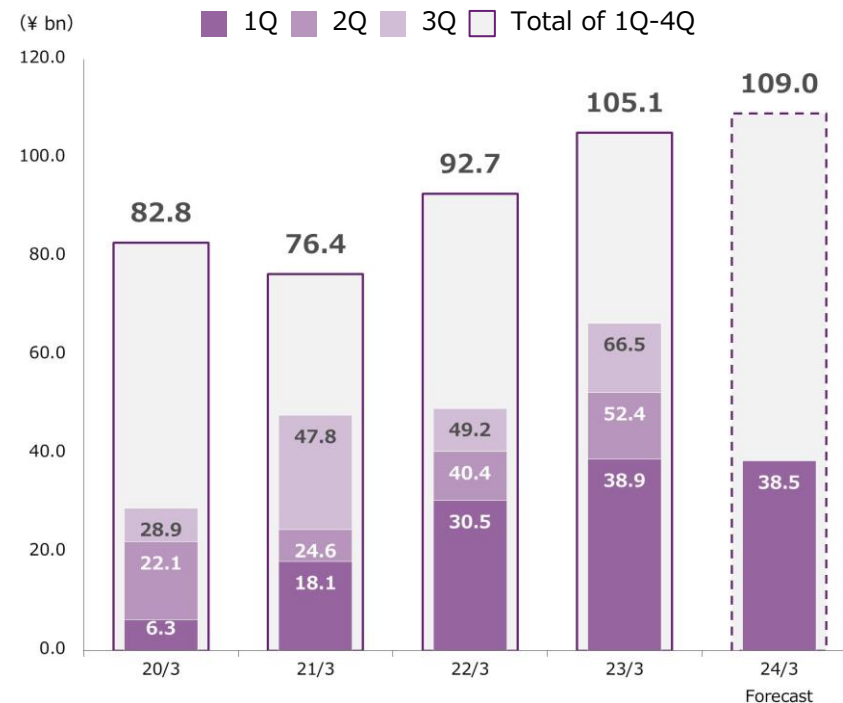
(2) FY24/3 1Q Financial results

- Operating revenue; 209.3 billion yen (up 4.8% YoY); business profit; 38.5 billion yen (down 1.0% YoY); and profit attributable to owners of parent; 24.3 billion yen (down 9.7% YoY).

Statements of Income

(¥bn)	23/3 1Q	24/3 1Q	Changes ②-①
	Actual ①	Actual ②	
Operating revenue	199.7	209.3	+9.6
Operating profit	37.2	38.4	+1.1
Share of profit (loss) of entities	1.5	-0.0	-1.5
Amortization of intangible assets	0.1	0.1	-0.0
Business profit*	38.9	38.5	-0.3
Non-operating income	1.7	0.4	-1.2
Non-operating expenses	2.6	3.4	+0.7
Ordinary profit	36.3	35.4	-0.8
Extraordinary income	—	—	—
Extraordinary losses	—	0.2	+0.2
Income taxes	9.3	10.9	+1.5
Profit attributable to owners of parent	269.0	243.0	-2.6
Basic earnings per share (¥)	151.54	139.91	-1.2

Business Profit



* Business profit = operating profit + share of profit (loss) of entities accounted for using equity method + amortization of intangible assets associated with corporate acquisitions

1. FY24/3 1Q Financial results

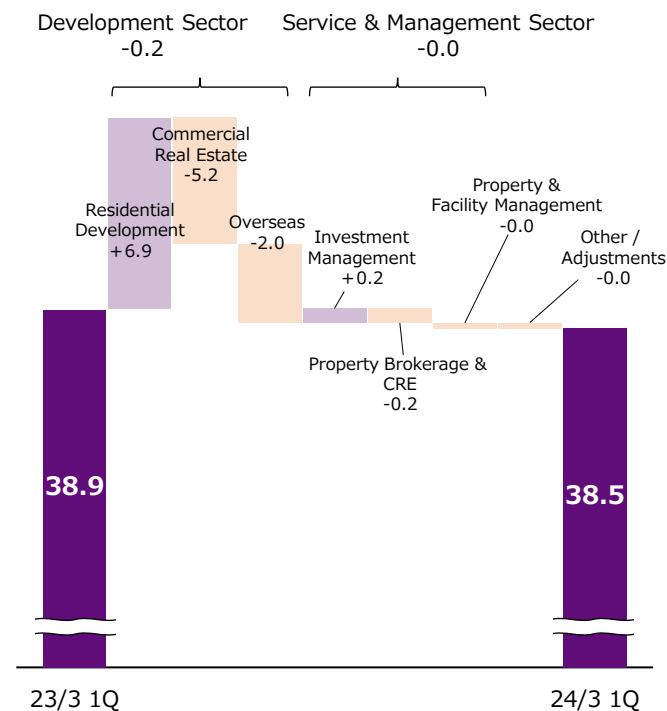
(3) FY24/3 1Q Financial results by Business Units

- In Residential Development BU, business profit increased due to improvement in gross profit ratio in housing sales and increase of rental housing sales. In commercial real estate BU, business profit decreased due to decline in gross profit from property sales.

Statements of Income by Business Unit

(¥bn)	23/3 1Q Actual ①	24/3 1Q Actual ②	Changes ②-①	Main factors for increase/decrease
Operating revenue	199.7	209.3	+9.6	
Development Sector	167.5	175.0	+7.4	
Residential Development	91.3	107.2	+15.8	Increase of rental housing sales
Commercial Real Estate	75.2	66.7	-8.4	Decrease of property sales
Overseas	0.9	1.0	+0.0	
Service & Management Sector	35.8	37.7	+1.8	
Investment Management	3.8	4.1	+0.2	
Property Brokerage & CRE	10.7	11.0	+0.3	
Property & Facility Management	21.2	22.5	+1.2	
Other	0.0	0.0	+0.0	
Adjustments	-3.7	-3.4	+0.2	
Business profit*	38.9	38.5	-0.3	
Development Sector	33.7	33.4	-0.2	
Residential Development	10.1	17.1	+6.9	Increase of gross profit ratio in the housing sales business Increase of gross profit from rental housing sales
Commercial Real Estate	22.1	16.8	-5.2	Decrease of gross profit from property sales
Overseas	1.5	-0.4	-2.0	Decrease of housing sales in Viet Nam
Service & Management Sector	7.0	6.9	-0.0	
Investment Management	2.5	2.7	+0.2	
Property Brokerage & CRE	3.0	2.7	-0.2	
Property & Facility Management	1.3	1.3	-0.0	
Other	0.0	0.0	+0.0	
Adjustments	-1.8	-1.8	-0.0	

Main factors for changes in Business Profit
(compared to Y/Y)



* Business profit = operating profit + share of profit (loss) of entities accounted for using equity method + amortization of intangible assets associated with corporate acquisitions

1. FY24/3 1Q Financial results

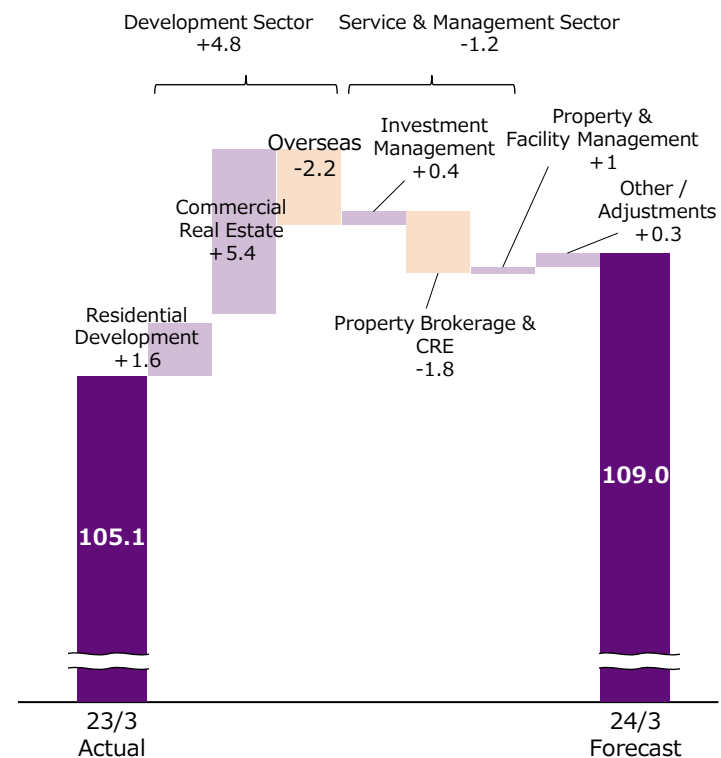
(4) FY24/3 Earnings forecast (There is no change in the dividend forecasts which were announced in FY 23/3.)

- Business profit is expected to be ¥109.0 bn with an increase in gross profit from property sales in Commercial Real Estate BU and an increase in gross profit from rental housing sales in Residential Development BU.

Statements of Income by Business Unit

(¥bn)	23/3 Actual ①	24/3 Forecast ②	Changes ②-①	Main factors for increase/decrease
Operating revenue	654.7	750.0	+95.2	
Development Sector	508.5	595.0	+86.4	
Residential Development	302.4	350.0	+47.5	Increase of housings units sold, and rental housing sales
Commercial Real Estate	199.3	240.0	+40.6	Increase of property sales
Overseas	6.7	5.0	-1.7	
Service & Management Sector	166.8	169.0	+2.1	
Investment Management	13.6	14.0	+0.3	
Property Brokerage & CRE	47.7	46.0	-1.7	
Property & Facility Management	105.4	109.0	+3.5	
Other	0.2	0.0	-0.2	
Adjustments	△ 20.9	-14.0	+6.9	
Business profit*	105.1	109.0	+3.8	
Development Sector	80.1	85.0	+4.8	
Residential Development	33.3	35.0	+1.6	Increase of gross profit from rental housing sales
Commercial Real Estate	39.5	45.0	+5.4	Increase of gross profit from property sales
Overseas	7.2	5.0	-2.2	Decrease of housing sales in China
Service & Management Sector	31.7	30.5	-1.2	
Investment Management	8.0	8.5	+0.4	
Property Brokerage & CRE	13.8	12.0	-1.8	Transfer of consignment sales of newly built condominiums and detached housings to Residential Development business unit
Property & Facility Management	9.8	10.0	+0.1	
Other	0.1	0.0	-0.1	
Adjustments	△ 6.9	-6.5	+0.4	
Operating profit	99.5	103.0	+3.4	
Ordinary profit	94.1	94.0	-0.1	
Profit attributable to owners of parent	64.5	65.0	+0.4	
Basic earnings per share (¥)	365.26	373.34	+8.08	
Cash dividends per share (¥)	120.00	130.00	+10.00	

Main factors for changes in Business Profit
(compared to 23/3)



* Business profit = operating profit + share of profit (loss) of entities accounted for using equity method + amortization of intangible assets associated with corporate acquisitions

1. FY24/3 1Q Financial results

(5) Balance sheets

- Assets was decreased because sales of real estate for sale progressed, while non-current assets including investment securities increased.
- Shareholder's equity ratio increased to 31.8%.

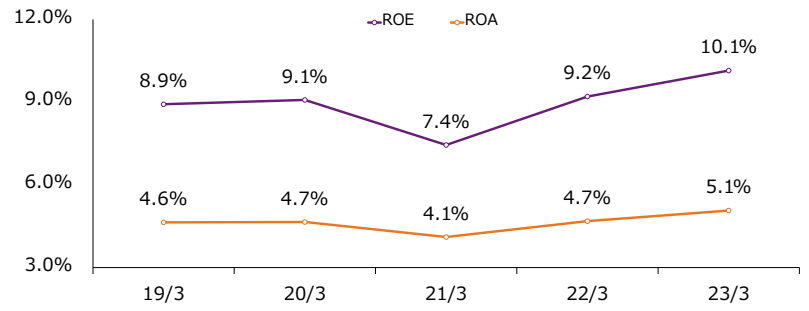
(¥bn)	As of Mar. 31, 2023 ①	As of June. 30, 2023 ②	Changes ②-①	Main factors for increase/decrease
Assets	2,110.6	2,100.0	-10.6	
Cash and deposits and others	29.0	39.0	+9.9	
Inventories	999.1	967.8	-31.3	} The amount in sales of real estate for sale exceeded the acquisition of land for development.
Residential Development BU	514.7	496.4	-18.3	
Commercial Real Estate BU	485.1	471.8	-13.3	
Other BU	0.3	0.4	+0.0	
Equity investments	32.3	33.0	+0.7	
Property, plant and equipment	706.4	711.3	+4.9	
Office	506.8	512.4	+5.6	
Retail	92.5	91.6	-0.9	
Others	107.0	107.3	+0.2	
Investment securities	142.0	165.2	+23.2	Increase of share of profit (loss) of entities accounted for using equity method in overseas bussiness unit
Other assets	201.6	183.5	-18.1	
Liabilities	1,454.9	1,430.3	-24.6	
Interest-bearing debt	1,121.5	1,129.8	+8.2	Increase of commercial paper and long-term borrowings
Other liabilities	333.4	300.5	-32.8	Decrease of notes and accounts payable -trade
Net assets	655.7	669.6	+13.9	Profit attributable to owners of parent(+24.3), Payment of dividends(-11.5)
Total liabilities and net assets	2,110.6	2,100.0	-10.6	
Shareholders' equity ratio	31.0%	31.8%	+0.9P	

1. FY24/3 1Q Financial results

(6) FY23/3 Financial data

ROA/ROE

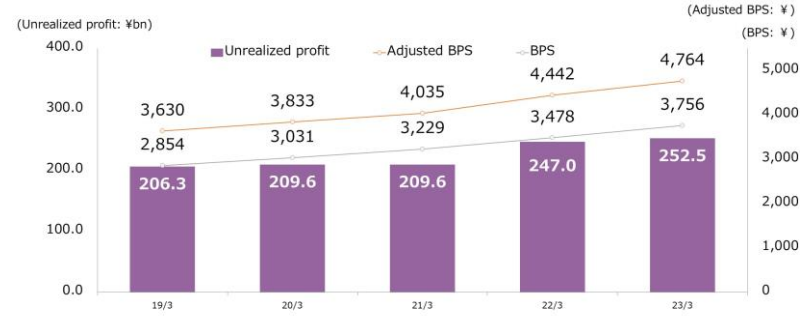
Against the Mid- to Long-term Business Plan in Phase I target of ROA of 4.5% level and ROE of 9% level, ROA was 5.1% and ROE was 10.1% in FY23/3.



ROA = Business profit / Average assets during the FY
 ROE = Profit / The average shareholders' equity during the FY

Unrealized profit/BPS and Adjusted BPS

BPS was ¥ 3,756 (¥278 increase from FY22/3),
 Adjusted BPS was ¥ 4,764 (¥322 increase from FY22/3)



Adjusted BPS = (shareholders' equity + unrealized gains (after deduction of tax)) / the number of shares issued at the end of period (excluding treasury shares)
 Unrealized profits (after deduction of tax) = Unrealized profits × (1-effective tax rate)

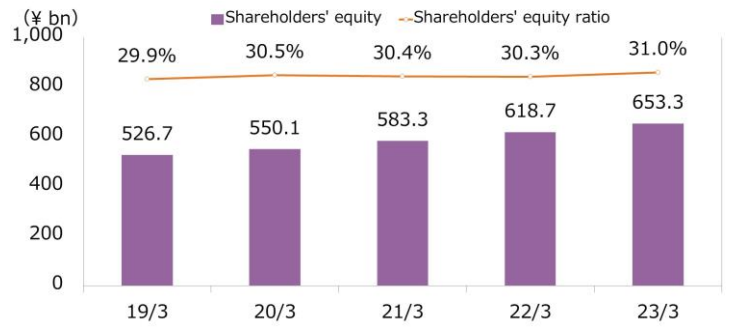
Interest-bearing debt/Interest expenses

Sustainability finance progressed in FY23/3, as approx. ¥130 bn was procured through sustainability linked loans.



Shareholders' equity/Shareholders' equity ratio

Shareholders' equity ratio was 31.0%, maintaining the 30% level of our financial discipline.

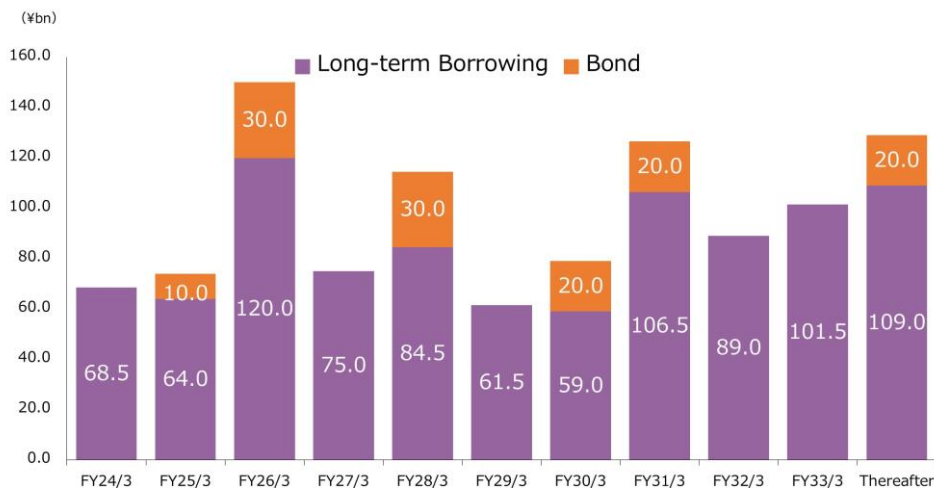


1. FY24/3 1Q Financial results

(7) Financial Basis

- Maintain the high ratio of long-term and fixed-interest debts and diversify the amount of repayment by year.
- Promoting sustainable finance initiatives to contribute to a sustainable society.

Long-term borrowing maturity schedule (as of June 30, 2023)



Average Duration	5.6 years
Ratio of Long-term Debt	95.4 %
Ratio of Fixed-Interest Debt	94.9 %

Credit rating (as of July 27, 2023)

	Long-term	Short-term
R&I rating	A-/Positive	a-1
JCR rating	A/Positive	J-1

* The figures represent the Company's domestic yen funding and do not include foreign currency procurement by SPCs related to overseas business and subsidiaries.

* Hybrid finance is calculated as the due date using its first redemption before maturity or redemption date.

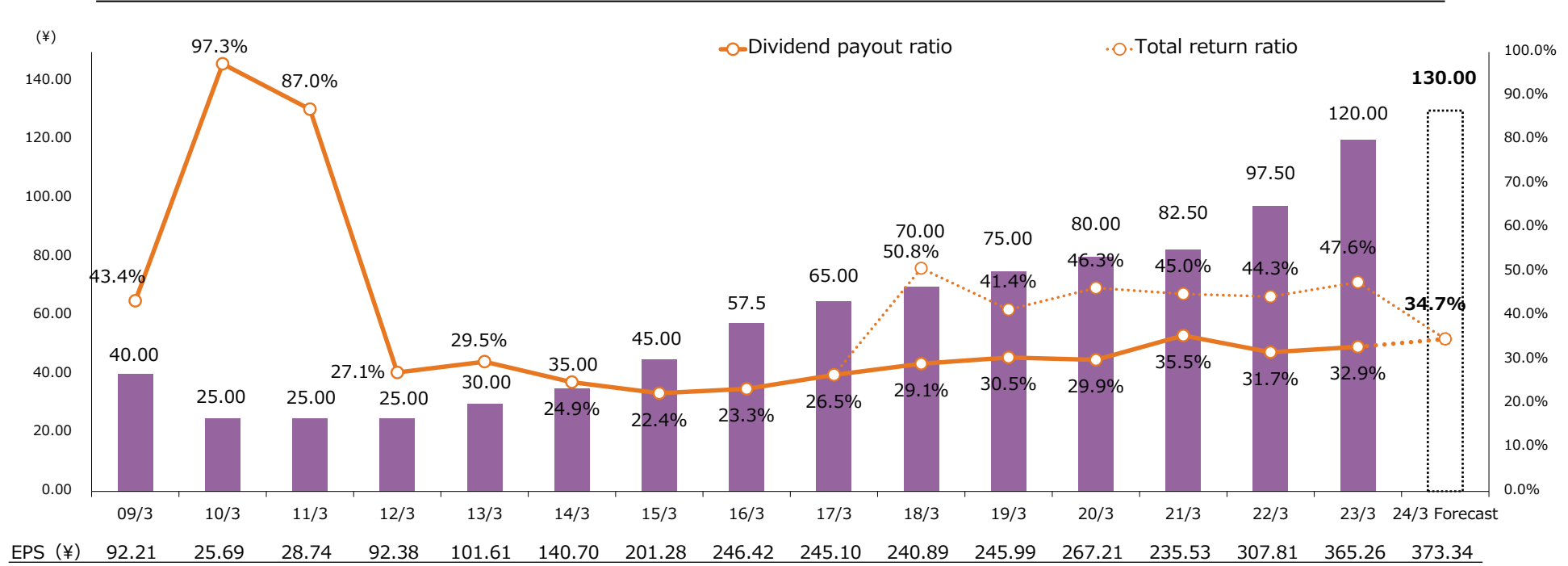
* Amount scheduled to be repaid towards borrowings, etc. as of June 30, 2023. "Thereafter" refers to the sum of the borrowings that will be scheduled to be repaid from FY34/3.

1. FY24/3 1Q Financial results

(8) Shareholder returns (There is no change in the dividend forecasts which were announced in FY 23/3.)

- In FY24/3, dividend per share is expected to increase to ¥130.0 per share with the 12 consecutive FY of dividend increase. Dividend payout ratio is expected to be 34.7%.
- We will gradually raise the dividend payout ratio to 40% toward Phase II of the Mid- to Long Term Business Plan.

Annual dividend / Total return ratio



* Dividend payout ratio = Dividend per share / EPS, Total return ratio = (Dividend per share + The amount of acquisition of treasury shares per share) / EPS

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2. Performance highlights by Business Unit

(1) Residential Development : Business outline

- Business profit increased because gross profit ratio increased to 27.8% (up 4.8P YoY), while the number of housing units sold was decreased (down 6 units YoY) . Gross profit ratio for FY24/3 will be 23% range.
- Increase of rental housing sales also contributed to the business profit increase.

(\$bn)	23/3 1Q	24/3 1Q	Changes ②-①	Main factors for increase/decrease	23/3	24/3	Changes ④-③
	Actual ①	Actual ②			Actual ③	Forecast ④	
Operating revenue	91.3	107.2	+15.8		302.4	350.0	+47.5
Housing sales	86.1	84.7	-1.4	Housing sales -6units, Average sales price -¥0.72mn	273.6		
Rental housing (sales)	—	12.9	+12.9	Increase of property sales to investors	6.3		
Rental housing (leasing revenue)	0.4	0.6	+0.1		2.3		
Senior	0.3	0.4	+0.0		1.4		
Other	4.4	8.4	+4.0		18.8		
Operating profit	10.1	17.0	+6.9		33.3		
Share of profit (loss) of entities accounted for using equity method	-0.0	0.0	+0.0		-0.0		
Amortization of intangible assets associated with corporate acquisitions	0.0	0.0	-0.0		0.0		
Business profit	10.1	17.1	+6.9		33.3	35.0	+1.6

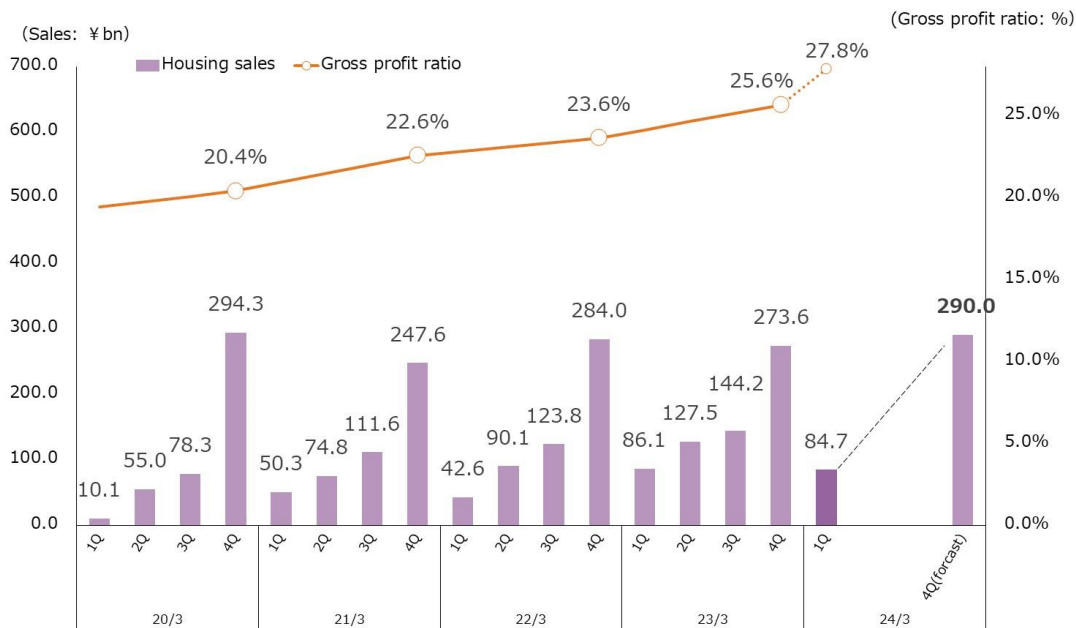
* Rental housing refers to properties developed for real estate investment market.

2. Performance highlights by Business Unit

(1) Residential Development : Housing sales (Sales amount / Gross profit ratio / Housing sales indicators)

- In FY24/3 1Q, sales for housing was ¥84.7 bn. In FY24/3 sales is expected to be ¥290.0 bn.
- Gross profit ratio for FY24/3 will be 23% range.

Housing sales amount (Quarterly total) / Gross profit ratio



Housing sales indicators

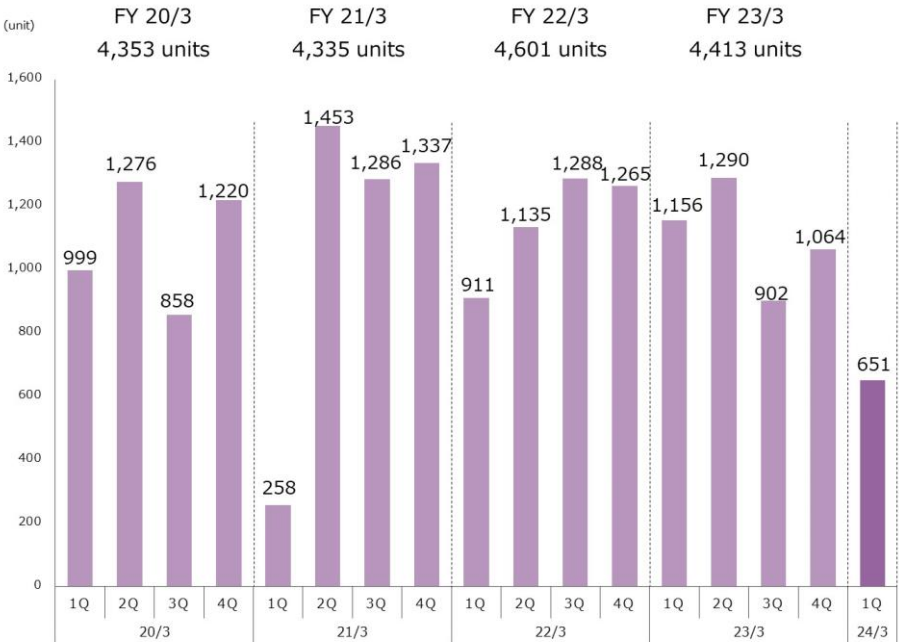
	23/3 1Q	24/3 1Q	Changes ②-①	23/3	24/3	Changes ④-③
	Actual ①	Actual ②		Actual ③	Forecast ④	
Housing sales (unit)	1,378	1,372	-6	4,142	4,500	+358
Condominiums	1,222	1,225	+2	3,789	4,000	+211
Detached housing	156	147	-9	353	500	+147
Tokyo metropolitan area	1,039	1,203	+163	2,718	3,300	+582
Osaka metropolitan area	21	62	+41	650	600	-50
Other area	317	106	-210	773	600	-173
Average sales price (¥mn)	62.50	61.77	-0.72	66.06	-	-
Gross profit ratio (%)	23.0%	27.8%	+4.8P	25.6%	-	-
Period-end housing contracted but not sold (unit)	3,326	3,099	-226	3,819	-	-
Period-end completed housing inventory (unit)	418	454	+36	421	-	-
released for sale	202	227	+25	222		
unreleased	215	227	+11	199		

2. Performance highlights by Business Unit

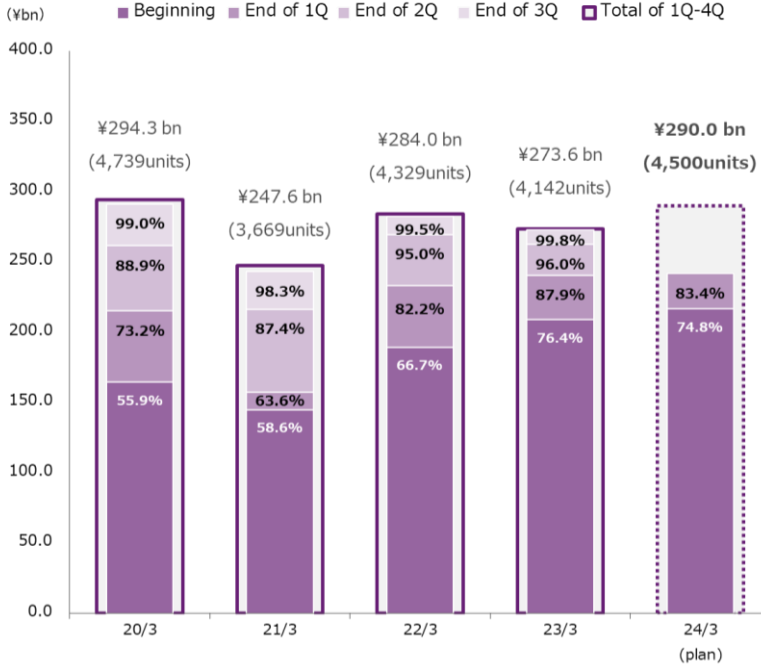
(1) Residential Development : Housing sales (Contracted number / Contract progress rate)

- In FY24/3 1Q, contracted 651 units (down 505 units YoY). Contract progress was as planned.
- Contract progress rate was 83.4% against the FY24/3 scheduled housing sales of ¥290.0 bn.

Number of housing contracted



Contract progress rate (against the scheduled housing sales)

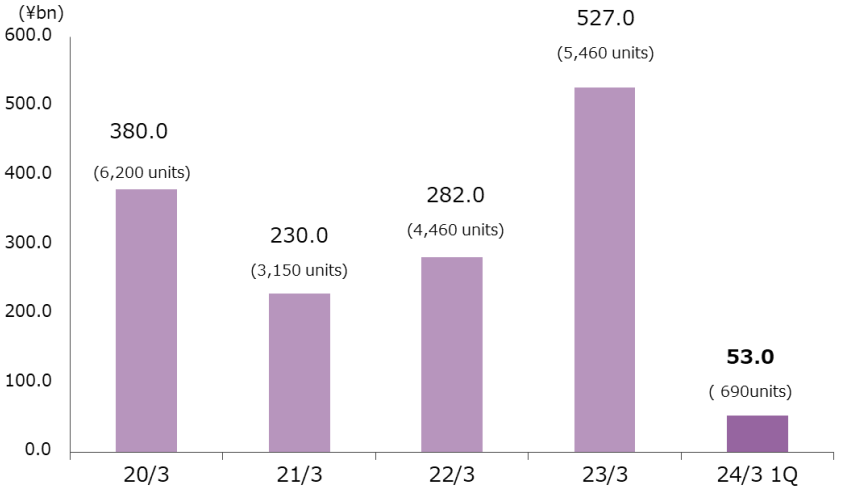


2. Performance highlights by Business Unit

(1) Residential Development : Housing sales (Land acquisition / Land bank)

- In FY 24/3 1Q, acquired land worth of ¥53.0 bn (690 units).
- We secured land bank, equivalent to ¥1,734.0 bn.

Land acquisition



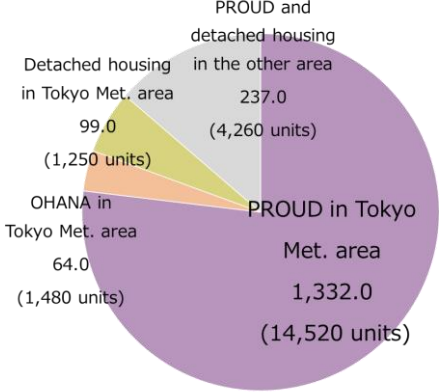
Area / Property type

	Units	Sales
PROUD in Tokyo Met. Area	410units	¥320.0bn
OHANA in Tokyo Met. area	0units	¥0.0bn
Detached housing in Tokyo Met. area	40units	¥50.0bn
PROUD and detached housing in other area	220units	¥150.0bn
Total	690units	¥530.0bn
including Redevelopment / Rebuilding projects	220units	¥120.0bn

Land bank

¥1,734.0 bn (21,530 units)
including Redevelopment / Rebuilding projects: ¥707.0 bn (7,670 units)

Area / Property type



Redevelopment / Rebuilding projects under planning: 6,080 units

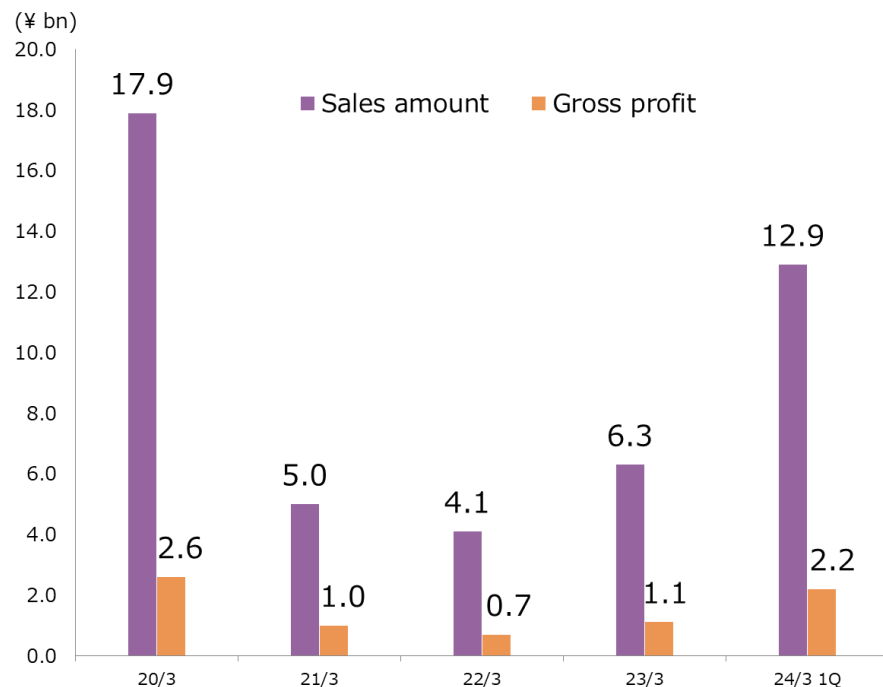
- Land bank: The projects that we have decided to acquire land or participate in redevelopment or rebuilding and that are expected to be recorded as sales. (Excluding projects already recorded as of the end of FY24/3 1Q)
- Redevelopment / Rebuilding projects under planning: These projects are in the phase before "Land bank". We have not regarded them to be counted as future sales, however we have signed certain agreements in terms of the development.

2. Performance highlights by Business Unit

(1) Residential Development : Housing sales and land bank (Rental housing)

- In FY 24/3 1Q, the property sales progressed as expected with sales amount of ¥12.9 bn and gross profit of ¥2.2 bn.
- In FY 24/3 1Q, Acquired land worth of ¥3.9 bn.

Sales and gross profit



Rental housing



Properties developed : 133 (including plans)

FY 24/3 : Land acquisition

No. of properties	Total investment
1	¥3.9bn

Land bank

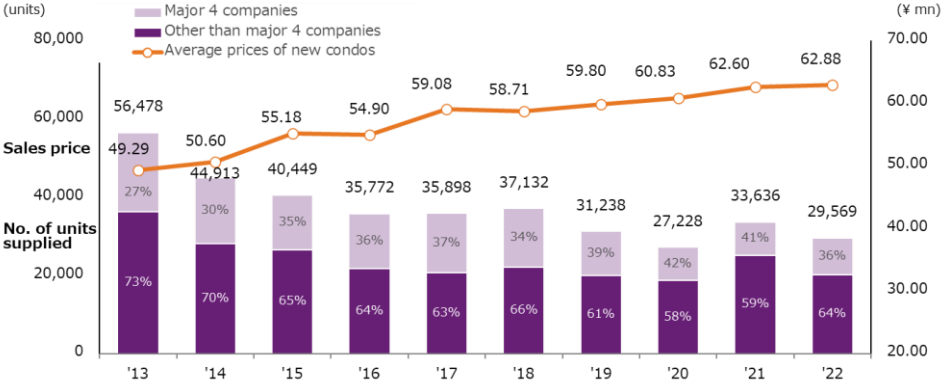
Total ¥94.7 bn
(¥67.3 bn out of total is on Balance Sheet)

Construction completed		Under development			Total		
No. of properties	Balance on BS	No. of properties	Balance on BS	Total investment	No. of properties	Balance on BS	Total investment
18	¥46.2bn	19	¥21.1bn	¥48.4bn	37	¥67.3bn	¥94.7bn

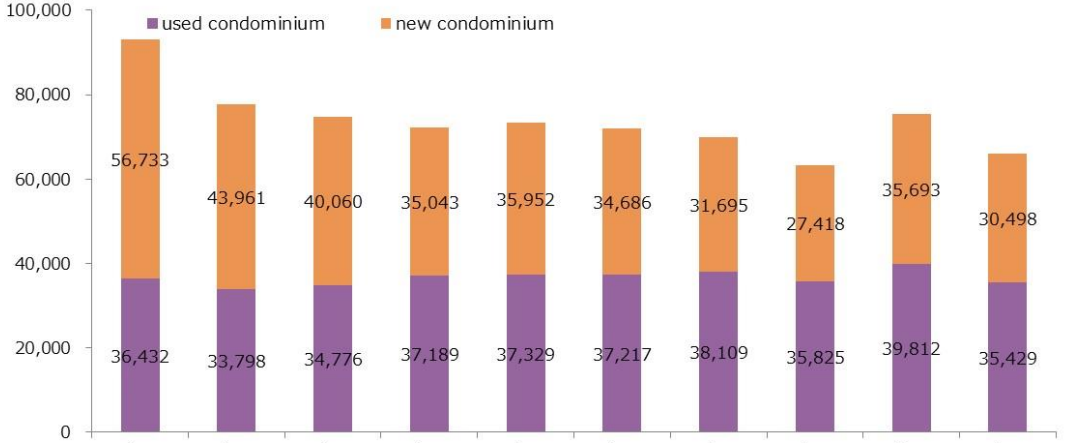
2. Performance highlights by Business Unit

(1) Residential Development : Business environment

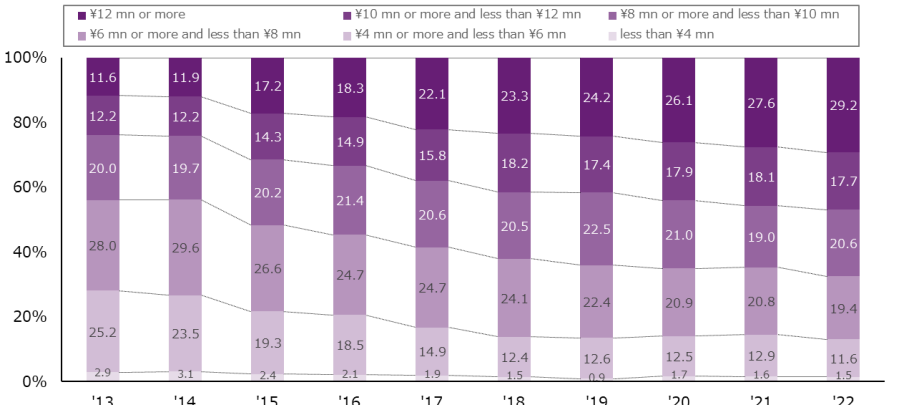
The number of new condos and housing prices (Tokyo Metropolitan Area)



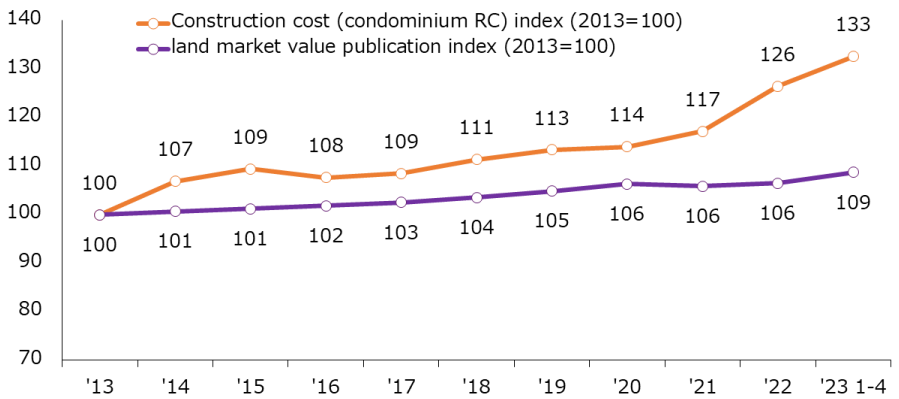
The contract number of new and used condominiums (Tokyo Metropolitan Area)



Dual-income ratio of buyers of new condo (Tokyo Metropolitan Area)



Construction cost and land price



Source by NREH based on SUUMO of the survey of Tokyo Metropolitan Area's new condos contractors trend in 2022

Source by Construction Research Institute, Ministry of Land, Infrastructure, Transport and Tourism

2. Performance highlights by Business Unit

(2) Commercial Real Estate: Business outline

- Business profit decreased, mainly due to the decline in gross profit from property for sale business.
- Business progress steadily as expected toward the business profit target for FY24/3 through the strategic property replacement, etc.

(¥bn)	23/3 1Q Actual ①	24/3 1Q Actual ②	Changes ②-①	Main factors for increase/decrease	23/3 Actual ③	24/3 Forecast ④	Changes ④-③
Operating revenue	75.2	66.7	-8.4		199.3	240.0	+40.6
Leasing (offices)	10.6	9.4	-1.1	Property sales, property transfer to inventories, etc. (Reference below)	41.1		
Leasing (retail facilities)	3.9	4.0	+0.0		16.1		
Leasing (other)	0.8	0.8	-0.0		3.3		
Property for sales (sale)	50.5	41.3	-9.1	One large sale recorded in the previous 1Q	97.4		
Property for sales (leasing)	3.6	4.4	+0.7	Property transfer to inventories, etc.	16.7		
Fitness	3.6	3.8	+0.1		15.0		
Other	1.8	2.8	+0.9	Increase of revenue from Hotel operations, etc.	9.3		
Operating profit	22.0	16.7	-5.2		39.2		
Share of profit (loss) of entities accounted for using equity method	0.0	0.0	+0.0		0.0		
Amortization of intangible assets associated with corporate acquisitions	0.0	0.0	—		0.2		
Business Profit	22.1	16.8	-5.2		39.5	45.0	+5.4

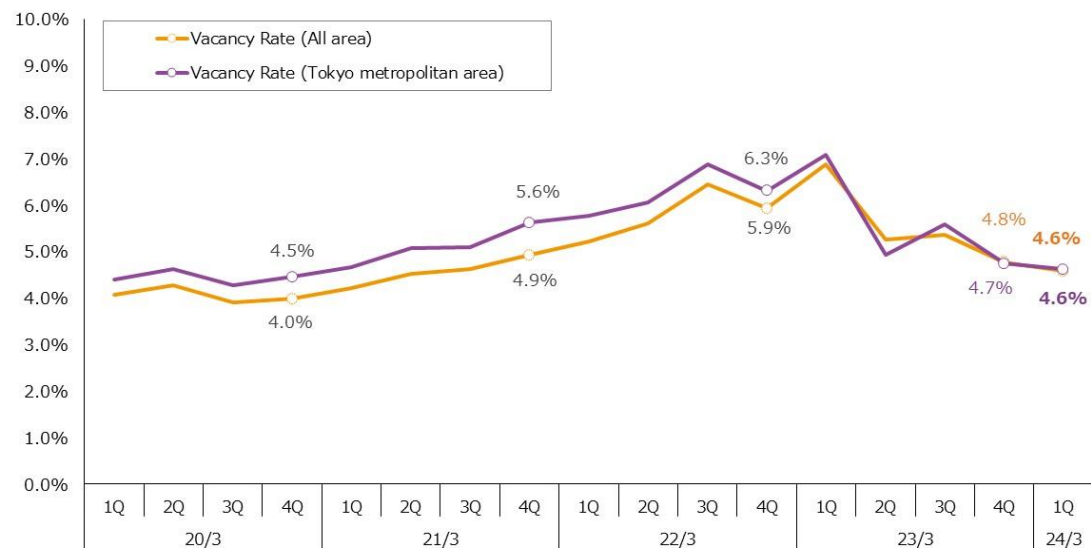
【Reference】 Leasing revenue change analysis

	Changes	Main factors
New and full period operation buildings	-0.0	
Existing buildings	-0.2	Impact of tenants moving out from properties under reducing plan
Sold and reclassification	-0.7	

2. Performance highlights by Business Unit

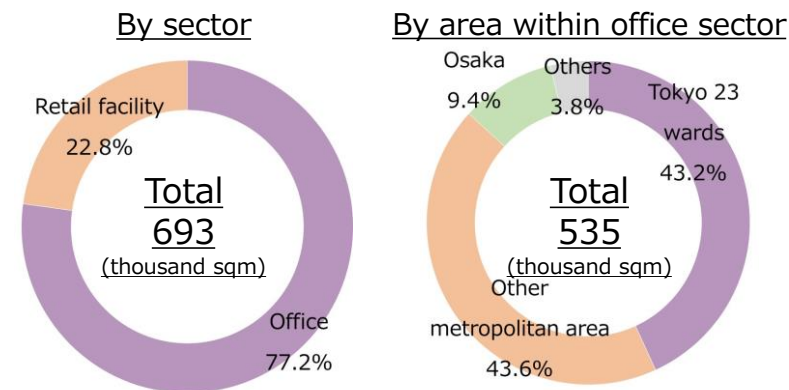
(2) Commercial Real Estate: Vacancy rate, Net lettable area

Vacancy rate (Offices and retail facilities of non-current assets)



* Vacancy rate change above includes the impact of the net lettable area decrease due to the transfer of properties to inventories and promotion of rebuilding projects.

Net lettable area (Offices and retail facilities of non-current assets)



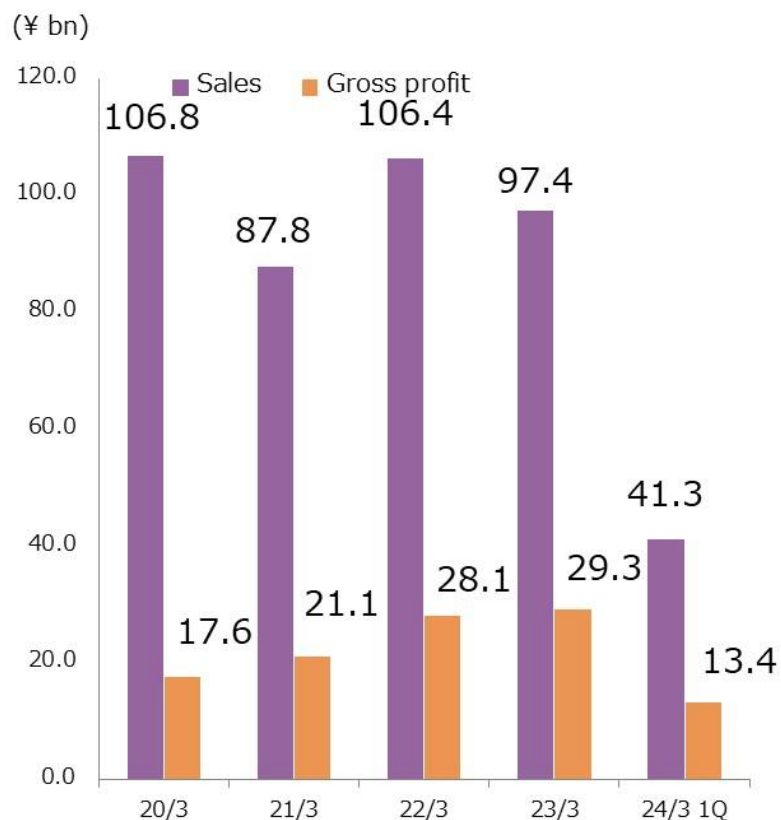
	23/3 1Q (as of June 30, 2022)	23/3 (as of March 31, 2023)	24/3 1Q (as of June 30, 2023)	Changes ②-①
Net lettable area (thousand sqm)	793	697	693	-3
Offices	635	538	535	-3
Retail facilities	157	158	158	+0
Vacancy rate	6.9%	4.8%	4.6%	-0.2P

2. Performance highlights by Business Unit

(2) Commercial Real Estate: Property sale, land bank

- The property sales progressed with sales amount of ¥41.3 bn and gross profit of ¥13.4 bn in 1Q.
- Aiming gross profit from property sales with ¥40.0 bn level per year from Phase II(FY26/3-). Total investment ¥823.0 bn is secured.

Sales and gross profit



FY24/3: Land acquisition for property for sales

	Acquired	Total investment
Office	2 projects	¥24.0 bn
Retail	0 projects	¥0.0 bn
Logistics	0 projects	¥0.0 bn
Total	2 projects	¥24.0 bn

* The scheduled total investment amount is rounded down to the nearest ¥1.0 bn.

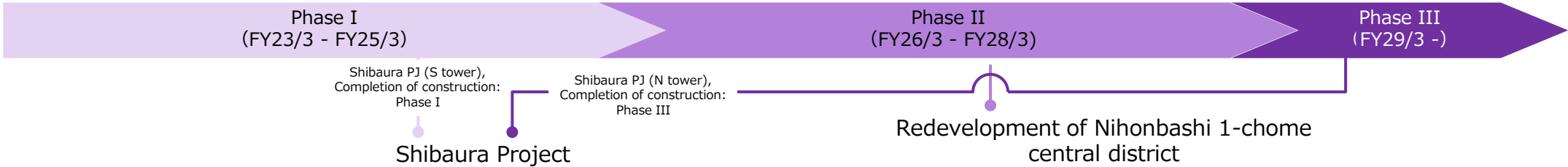
Land bank

Total ¥823.0 bn (¥471.8 bn out of total is on BS)					
	Completed	Under development		Total	
	Amount on BS	Amount on BS	Total investment	Amount on BS	Total investment
Office	157.6	120.7	201.0	278.4	359.0
Retail	41.0	3.0	7.0	44.1	48.0
Logistics	90.4	44.2	310.0	134.7	400.0
Other	14.4	—	—	14.4	14.0
Total	303.6	168.1	519.0	471.8	823.0

* Total investment amount is rounded down to the nearest ¥1.0 bn.

2. Performance highlights by Business Unit

(2) Commercial Real Estate : Large- scale mixed- use development



Minato-ku, Tokyo
 South tower (S tower): 43 floors with 3 basement
 North tower (N tower): 45 floors with 3 basement
 Land area: about 40,000m²
 Gross floor area: about 550,000m²
 Office, retail, hotel ,residence
 Completion of construction: FY25/3 (S tower) FY31/3 (N tower)
 Main participating companies:
 Nomura Real Estate, East Japan Railway

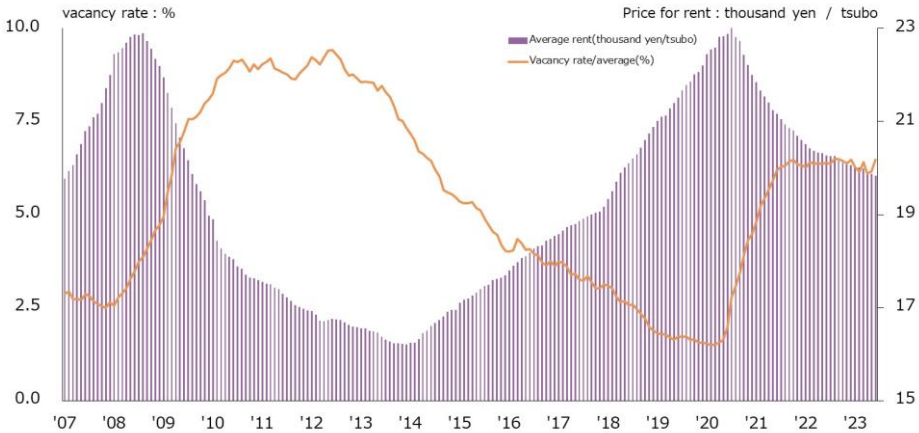


Chuo-ku, Tokyo
 52 floors above ground, 5 basement floors (C block)
 Land area: about 18,990m² Gross floor area: about 380,300m²
 Office, retail, hotel, residence, conference center
 Completion of construction: FY26/3
 Main participating companies:
 Nomura Real Estate, Mitsui Fudosan, Nomura Holdings

2. Performance highlights by Business Unit

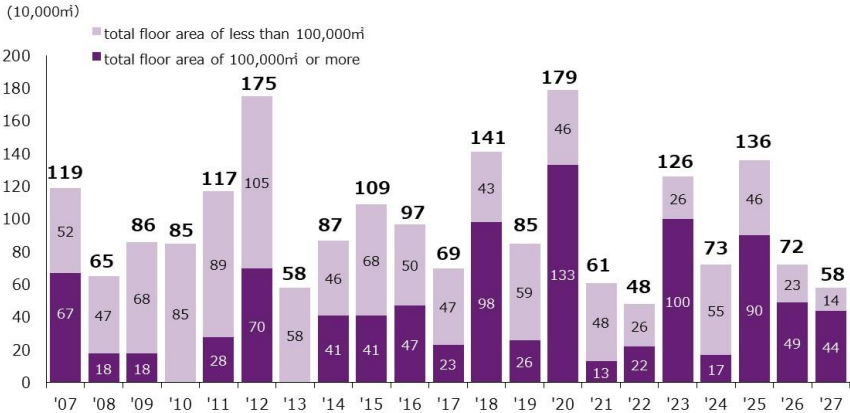
(2) Commercial Real Estate : Business environment

Rent and vacancy rate in Tokyo central five wards



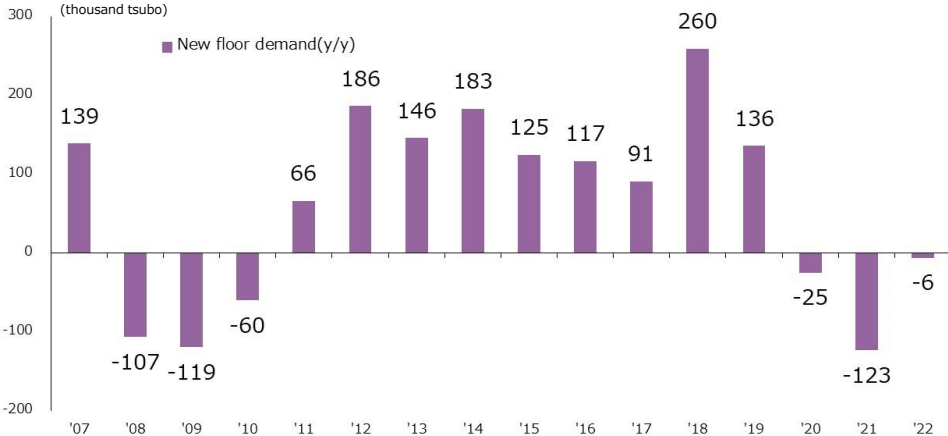
Source by Miki Shoji

The outlook for the new supply of office space in 23 wards of Tokyo (based on rental area)



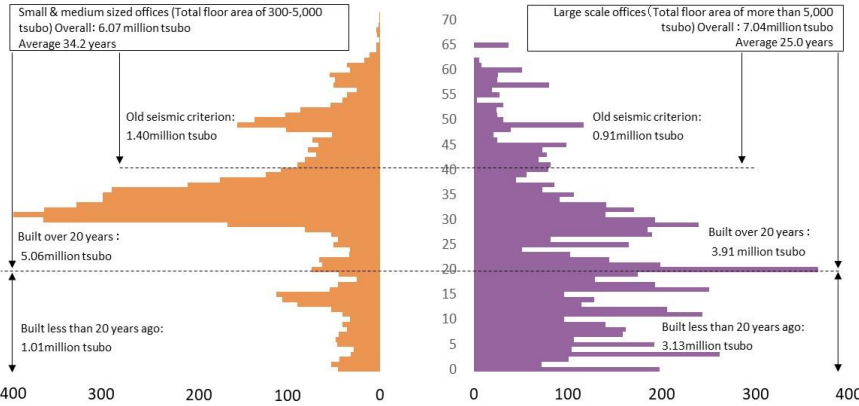
Source by NREH based on "2023 Survey of Large-scale Office Building Market in Tokyo's Core 23 Cities" (Mori Building)

An increasing trend in Tokyo central five wards' office rental area



Source by NREH based on the increase amount of rent area based on the data of Miki Shoji

The distribution of office building age in 23 wards of Tokyo



Source by NREH based on "Tokyo 23 wards' office pyramid 2023" (XYMAX REAL ESTATE INSTITUTE Corporation)

2. Performance highlights by Business Unit

(3) Overseas : Business outline

- Business profit decreased, mainly because profit declined in housing sales in Viet Nam, while profit increased in housing sales in Thailand. Business progressed steadily as expected and housing sales in Viet Nam will be recorded in FY24/3.

(¥bn)	23/3 1Q	24/3 1Q	Changes ②-①	Main factors for increase/decrease	22/3	24/3	Changes ④-③
	Actual ①	Actual ②			Actual ③	Forecast ④	
Operating revenue	0.9	1.0	+0.0		6.7	5.0	-1.7
Housing sales	0.7	0.7	+0.0		5.8		
Leasing	0.1	0.0	-0.0		0.6		
Other	0.0	0.1	+0.0		0.2		
Operating profit	0.0	-0.3	-0.4		2.4		
Share of profit (loss) of entities accounted for using equity method	1.4	-0.1	-1.6		4.8		
Housing sales	1.4	-0.1	-1.6	Decrease in Viet Nam	4.8		
Leasing	0.0	0.0	+0.0		0.3		
Other	—	-0.0	-0.0		-0.3		
Amortization of intangible assets associated with corporate acquisitions	0.0	0.0	+0.0		0.0		
Business profit	1.5	-0.4	-2.0		7.2	5.0	-2.2

(Reference information) Accounting treatment of overseas business

Overseas business are accounted for as equity investments or share of entities accounted for using equity method, depending on the project's type of participation and other reasons. The accounting method for each project is described on the next page.

	Equity investment			Share of entities accounted for using equity method
	Operating profit or loss			Non-operating profit or loss
PL	Profit or loss of the SPC (net profit/loss corresponding to the investment ratio) is included in the profit (loss) of equity investment.	SPC's accounting treatment	NREHD's accounting treatment	Profit or loss of the affiliates accounted for using equity method (net profit/loss corresponding to the investment ratio) is included in the profit (loss) of entities accounted for using equity method.
		Plus (+) (profit)	Profit of the SPC=Sales of NREHD (equity investment profit)	
		Minus (-) (loss)	Loss of the SPC=Cost of NREHD (equity investment loss)	
BS	Current assets (Equity investment)			Non-current assets (Shares of affiliated companies)

2. Performance highlights by Business Unit

(3) Overseas : Overseas business expansion (projects participated)

- Developing business mainly in high-growth Southeast Asia area.
- Total project cost (our share) approx. ¥610.0 bn is secured.

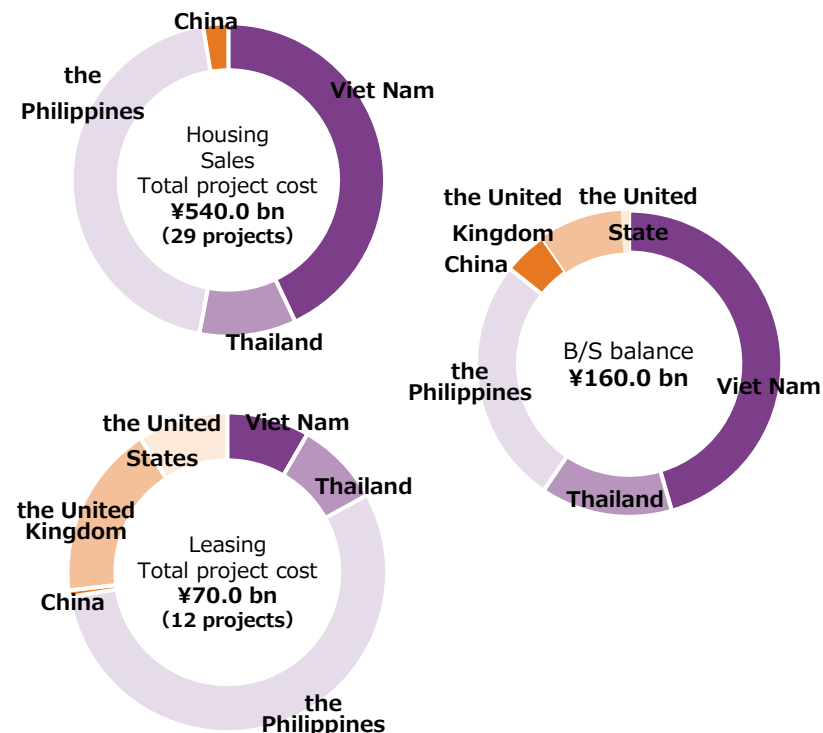
Major projects scheduled to be recorded in FY24/3*₁

Country	Location	Project	Account method	Total number	Our share* ₂
Viet Nam	Ho Chi Minh City	Midtown	Operating profit (loss)	approx. 2,400 units	250 units
		Grand Park 2nd period	Equity method	approx.11,000 units	3,200 units
		Grand Park 3rd period	Equity method	approx.9,600 units	3,750 units
	Hanoi	Ecopark	Operating profit (loss)	approx.3,000 units	1,350 units
Thailand	Bangkok	Thong Lo	Operating profit (loss)	1,187 units	550 units
		Ratchathew	Operating profit (loss)	263 units	100 units
		Rama4	Operating profit (loss)	501 units	200 units
		Sailuat	Operating profit (loss)	1,001 units	450 units
		Ramintra	Operating profit (loss)	679 units	300 units
		Huaykwang	Operating profit (loss)	342 units	150 units
		Samutprakarn	KM17 detached housing	Operating profit (loss)	228 units
	KM17 town house	Operating profit (loss)	352 units	150 units	
the Philippines	Manila	Sunshine Fort	Equity method	approx.1,400 units	250 units
China	Changzhou	Changzhou I & II	Operating profit (loss)	approx.6,600 units	800 units

Total project cost (our share)*₂

approx. ¥610.0 bn

(¥160.0 bn out of total is on Balance Sheet)



*₁ All projects (including project name) are in planning stage and are subject to change.

*₂ The number of our share is rounded down to the nearest 50 units. Our share partially includes the number of units that have been delivered.

*₃ Total project cost (our share) and B/S balance for projects scheduled to be booked in FY23/3 and FY24/3 are rounded down to the nearest

¥1 bn. Total project cost (our share) for projects scheduled to be recorded in multiple fiscal years is the total project cost for the entire period.

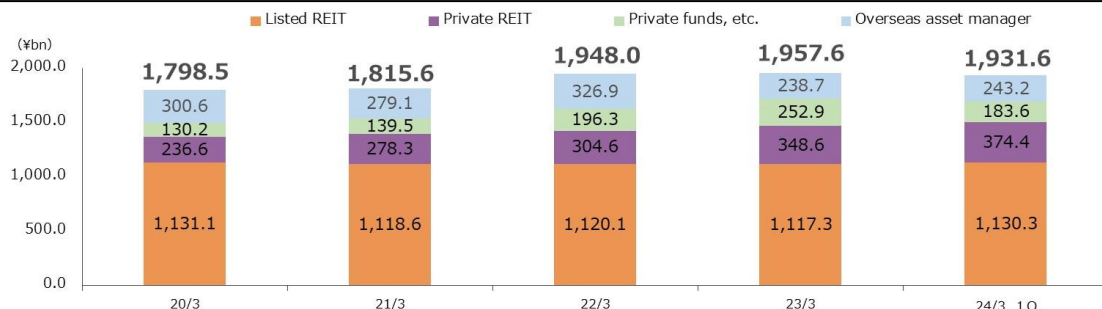
2. Performance highlights by Business Unit

(4) Investment Management: Business outline



- Both operating revenue and business profit increased because the management fee increased due to the expansion of the AUM of private REIT, and acquisition and sale of properties by listed REIT and private REIT.
- The AUM of private funds, etc. decreased because a part of AUM was transferred to Nomura Real Asset Investment Co., Ltd., which started operation in April 2023.

(\$bn)	23/3 1Q		24/3 1Q	Changes ②-①	Main factors for increase/decrease	23/3		24/3	Changes ④-③
	Actual	Actual	Actual			Actual	Forecast		
	①	②	③			④	④-③		
Operating revenue	3.8	4.1	+0.2			13.6	14.0	+0.3	
Operating profit	2.4	2.6	+0.2			7.7			
Share of profit (loss) of entities accounted for using equity method	—	-0.0	-0.0			-0.0			
Amortization of intangible assets associated with corporate acquisitions	0.0	0.0	+0.0			0.3			
Business profit	2.5	2.7	+0.2			8.0	8.5	+0.4	

Assets under management



Major brands

	MASTER FUND 	NOMURA REAL ESTATE PRIVATE REIT, INC. 
Feature	One of the largest diversified type J-REITs	Japan's first private REIT since 2010
AUM As of June. 30, 2023	¥1,130.3 bn (290 properties)	¥374.4 bn (100 properties)

※ Assets under management of Listed REIT and private REIT is calculated by Total assets on the balance sheet (excluding unamortized goodwill) at the end of the latest fiscal period of each REIT+ Acquisition price of the assets acquired after the end of the period - Estimated book value of the assets disposed at the time of sales.

※ Private funds, etc. include assets under management of Nomura Real Asset Investment Co., Ltd. based on the Company's equity stake. The assets under management of Nomura Real Asset Investment Co., Ltd. totaled 94,300 million yen as of the end of FY24/3 1Q.

2. Performance highlights by Business Unit

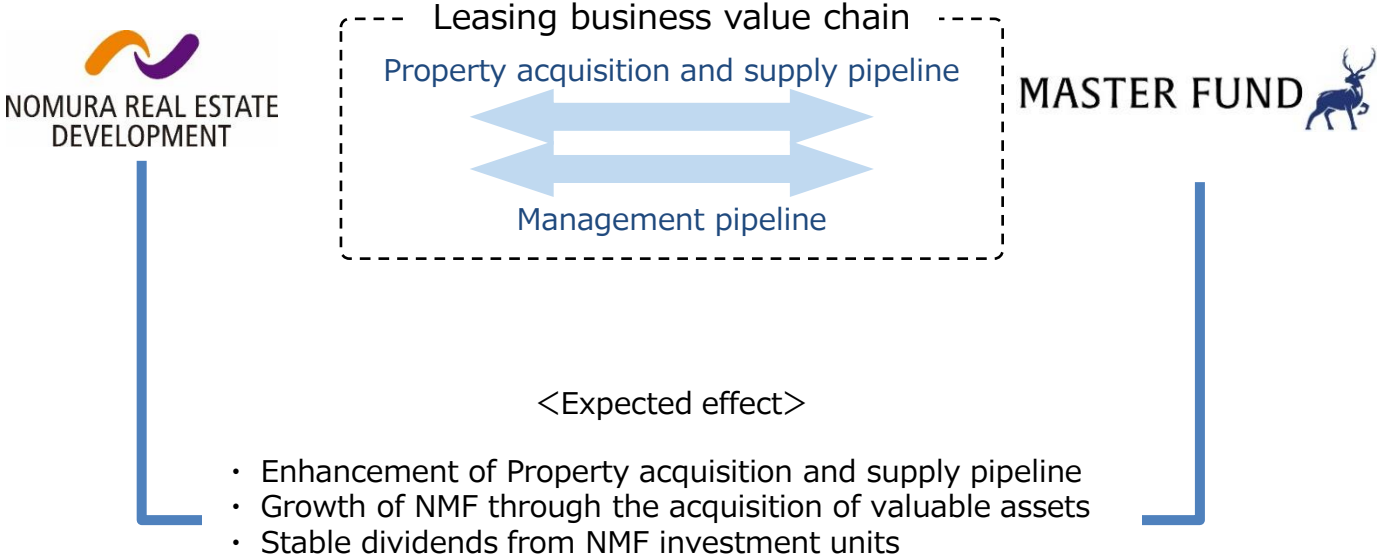
(4) Investment Management: Acquisition of Additional NMF Investment Units by Nomura Real Estate

- Nomura Real Estate Development Co., Ltd. ("NRE"), a subsidiary of Nomura Real Estate Holdings, Inc. decided to acquire additional investment units of Nomura Real Estate Master Fund, Inc. ("NMF"). That will result in the increase of NRE's holding ratio of NMF from 4.5% to 7.0%.

Significance of the Acquisition

NRE affirms its stance to support NMF

Continuing and enhancing the sponsor support



Details of the Acquisition

Total Number of Investment Units to be Acquired	120,000 units*1
Acquisition Period	From July 31, 2023 to February 21, 2024*2
Method of Acquisition	Market purchase

*1 If the price of the investment units exceeds the initially set maximum price during the acquisition period, the maximum number of units to be acquired may not be reached, or the acquisition may not take place at all.
 *2 It may be terminated during the period if the number of units acquired reaches the maximum number of investment units, or for other reasons.

[Change in the status of Holding]

	Before the Acquisition	Acquisition (Maximum)	After the Acquisition (Maximum)
Number of Investment Units Issued	4,715,200 units	—	4,715,200 units
Number of Units Held by NRE	210,671 units	120,000 units	330,671 units
Ratio Held by NRE	4.47%	2.54%	7.01%

[Expected return from NMF investment units]

Dividend yield **3.5%**

*Based on the unit price as of July 25, 2023 and the forecast dividend for the fiscal period ending February 29, 2024 excluding dividend reducing unitholders' capital for tax purposes.

2. Performance highlights by Business Unit

(5) Property Brokerage & CRE: Business outline

- Operating revenue increased due to an increase in transaction value mainly in Middle business.

(¥bn)	23/3 1Q	24/3 1Q	Changes ②-①	Main factors for increase/decrease	23/3	24/3	Changes ④-③
	Actual ①	Actual ②			Actual ③	Forecast ④	
Operating revenue	10.7	11.0	+0.3		47.7	46.0	-1.7
Brokerage fee (retail business)	6.0	6.1	+0.1		24.0		
Brokerage fee (middle business)	1.7	3.0	+1.3	Increase of transaction value and the number of transactions	9.6		
Brokerage fee (wholesale business)	2.0	1.4	-0.5		11.5		
Other	0.9	0.4	-0.5		2.4		
Operating profit	3.0	2.7	-0.2		13.7		
Share of profit (loss) of entities accounted for using equity method	—	—	—		0.0		
Amortization of intangible assets associated with corporate acquisitions	—	—	—		—		
Business profit	3.0	2.7	-0.2		13.8	12.0	-1.8

*Retail business: Real estate brokerage business for individuals.

*Middle business: Real estate brokerage business for small and midsize companies, business owners, some individual investors and high net worth individuals.

*Wholesale business: Real estate brokerage business for large corporations, funds, and overseas investors

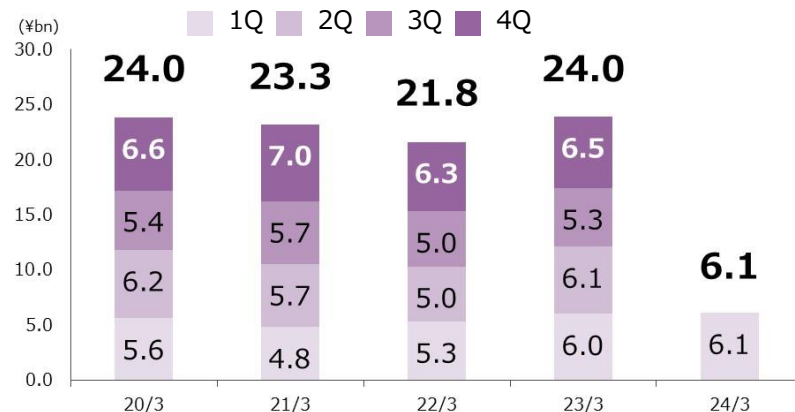
2. Performance highlights by Business Unit

(5) Property Brokerage & CRE: Brokerage fee

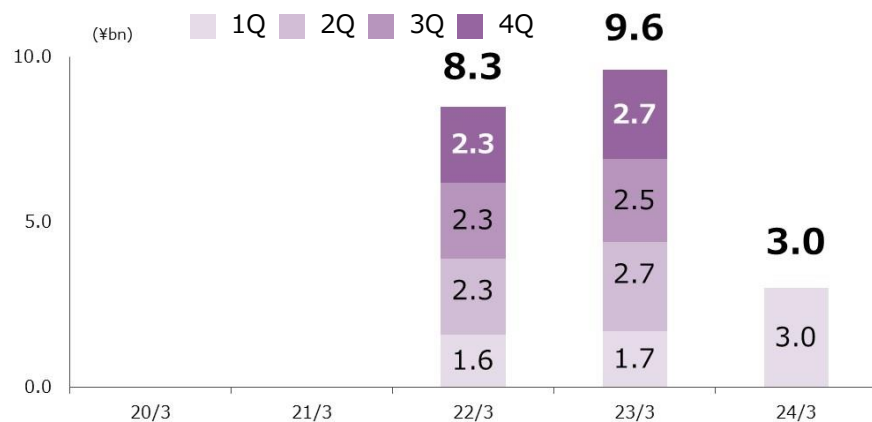
Brokerage indicators

	23/3 1Q Actual ①	24/3 1Q Actual ②	Changes ②-①
Transaction value (¥bn)	222.0	275.3	+53.2
Number of transactions	2,466	2,469	+3
Commission fee (¥bn)	9.7	10.6	+0.9
Commission rate (%)	4.4%	3.9%	-0.5P
Number of branches for retail business	87	88	+1

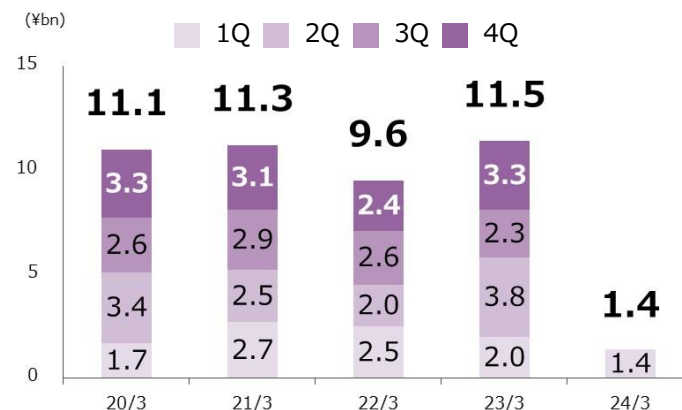
Brokerage fee for retail business



Brokerage fee for middle business



Brokerage fee for wholesale business



*From FY22/3, the property brokerage business has been changed to new classification as Retail, Middle, and Wholesale.

2. Performance highlights by Business Unit

(6) Property & Facility Management: Business outline

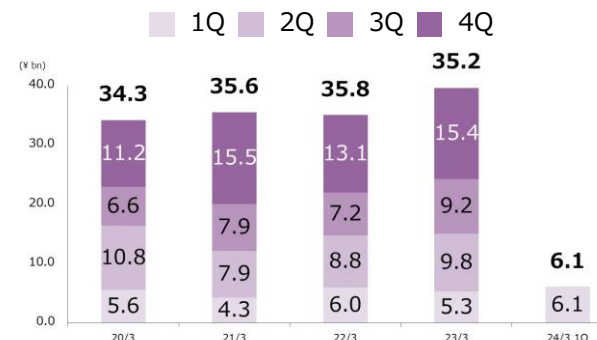
- Both property & facility management and construction ordered progressed steadily, resulting in increases in operating revenue.

(\\$bn)	23/3 1Q		24/3 1Q		Main factors for increase/decrease	23/3		24/3	
	Actual		Actual			Actual	Forecast	Changes	
	①		①			③	④	④-③	
Operating revenue	21.2		22.5		+1.2	105.4	109.0	+3.5	
Property & facility management	14.5		14.9		+0.4 Increase of housings under management	59.5			
Construction ordered	5.3		6.1		+0.7 Increase of completion of construction	39.8			
Other	1.3		1.4		+0.0	6.0			
Operating profit	1.3		1.3		-0.0	9.8			
Share of profit (loss) of entities accounted for using equity method	0.0		0.0		+0.0	0.0			
Amortization of intangible assets associated with corporate acquisitions	0.0		—		-0.0	0.0			
Business profit	1.3		1.3		-0.0	9.8	10.0	+0.1	

Buildings / Housings under management



Revenue of construction ordered



1. FY24/3 1Q Financial results	P.03
2. Performance highlights by Business Unit	P.12
3. Reference materials	P.31

3. Reference materials

(1) Mid- to Long-term Business Plan: Financial Targets

Business Profit

- ▶ Realize annual average profit growth rate of **8% level**

	Phase I (FY 23/3 - FY 25/3)	Phase II (FY 26/3 - FY 28/3)	Phase III (FY 29/3 - FY 31/3)
Business Profit	¥115.0 bn (FY 25/3)	¥140.0 bn or more (FY 28/3)	¥180.0 bn or more (FY 31/3)
Annual average business profit growth rate	8% level		

* Business profit = operating profit + share of profit (loss) of entities accounted for using equity method + amortization of intangible assets associated with corporate acquisitions

ROA/ROE

- ▶ Pursuit of high asset and capital efficiency

	Phase I	Phase II	Phase III
ROA	4.5% level	5% level	5% or more
ROE	9% level	10% level	10% or more

* ROA= Business profit / Average assets during the FY

Shareholder Returns Policy

- ▶ Implement high shareholder returns

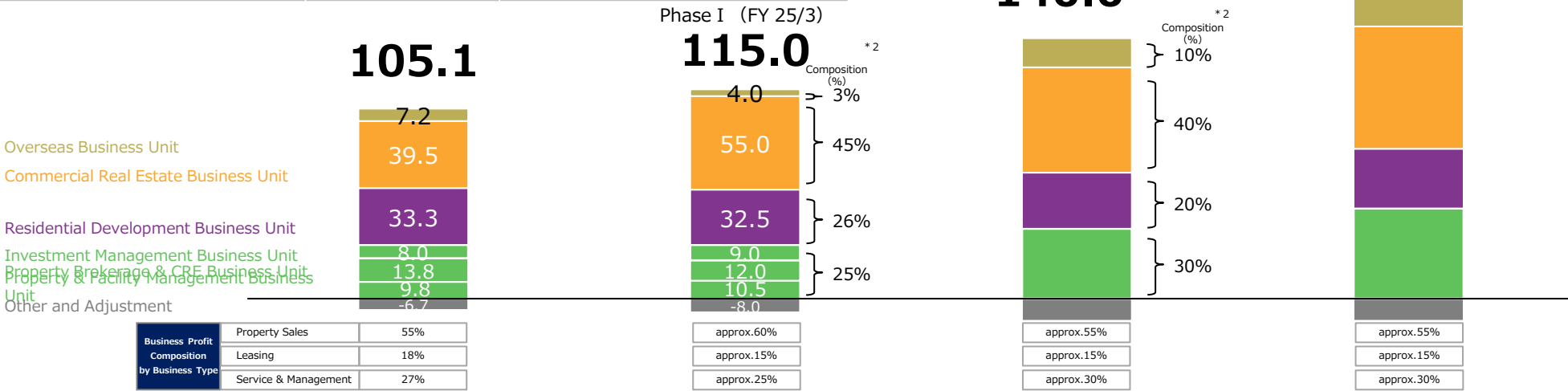
	Phase I	Phase II	Phase III
Shareholders returns policy	Total return ratio of 40-50%	Payout ratio at 40% level	

3. Reference materials

(1) Mid- to Long-term Business Plan: Business profit: progress and target

Financial Targets	FY 23/3	Phase I	Phase II	Phase III
Business Profit *1	¥105.1 bn	¥115.0 bn (FY 25/3)	¥140.0 bn or more (FY 28/3)	¥180.0 bn or more (FY31/3)
ROA/ROE	5.1%/10.1%	4.5% level/9% level	5% level/10% level	5% or more/10% or more

		FY23/3 Actual	Phase I (FY25/3)
Domestic real estate development business	Residential Development Business Unit	33.3	32.5
	Commercial Real Estate Business Unit	39.5	55.0
Service & Management Sector	Investment Management Business Unit	8.0	9.0
	Property Brokerage & CRE Business Unit	13.8	12.0
	Property & Facility Management Business Unit	9.8	10.5
Overseas Business Unit		7.2	4.0
Other and Adjustment		-6.7	-0.8



*1 Business profit = operating profit + share of profit (loss) of entities accounted for using equity method + amortization of intangible assets associated with corporate acquisitions
 *2 Percentage of each Business Unit's profit is calculated based on the projected business profit, excluding other and adjustments

3. Reference materials

(1) Mid- to Long-term Business Plan: Financial Strategy (Investment and Recovery Strategy)

- Expanding net investment as well as maintaining and improving ROA and ROE for high profit growth.

(¥ bn)

	FY 23/3 Actual	Phase I (FY 23/3 - FY 25/3)	Phase II (FY 26/3 - FY 28/3)	Phase III (FY 29/3 - FY 31/3)	Total Phase I - Phase III
Residential Development					
Investment	270.0	850.0	850.0	900.0	2,600.0
Recovery	213.0	800.0	850.0	900.0	2,550.0
Commercial Real Estate					
Investment	139.0	700.0	800.0	1,000.0	2,500.0
Recovery	91.0	450.0	700.0	850.0	2,000.0
Overseas					
Investment	51.0	150.0	200.0	200.0	550.0
Recovery	13.0	50.0	150.0	200.0	400.0
Total					
Investment	460.0	1,700.0	1,850.0	2,100.0	5,650.0
Recovery	317.0	1,300.0	1,700.0	1,950.0	4,950.0
Net investment	143.0	400.0	150.0	150.0	700.0

* Regarding the table, figures in actual FY23/3 are rounded down to the nearest ¥1.0 bn and figures in Mid- to Long-term Business Plan are rounded down to the nearest ¥50.0 bn.

3. Reference materials

(2) Sustainability: Policy, Materiality / KPI

- Established Sustainability Policy (vision of 2050) in September, 2021.
- Set Priority issue (materiality) and KPI for 2030 (FY31/3).

Sustainability Policy






Earth Pride

Pursuing humanity

Maintaining harmony with nature

Building the future together

Priority issue for 2030 (materiality)

Society and employees		Climate change and natural environment		
 Diversity & inclusion	 Human rights	 Decarbonization	 Biodiversity	 Circular design

Key Performance Indicators (KPIs)

- Female manager and junior manager ratio: 20%
- Childcare leave utilization rate by men and women: 100%
- Procurement guideline survey implementation rate: 80%
- Creation of human rights due diligence system
- Percentage of participation in human rights training: 100%
- Provision of products and services with inclusive design*1
- Percentage of implementation of one-on-one meetings: 100%

- Reduce CO2 emissions by 35% compared to 2020/03
- Energy conservation performance indicators in new buildings: Maintain ZEH/ZEB-oriented standards
- Develop timber-based buildings: Carbon storage 10,000 t-CO2 per year
- Obtain biodiversity certification
- Initiatives to promote building longevity: Full implementation of the Group’s voluntary standards
- Promote waste reduction and increase recycling rate: Reduction of industrial wastes by 20%

*1 Design process involving people with diverse backgrounds, values, and challenges
 *Please refer to our sustainability website for other details.
<https://www.nomura-re-hd.co.jp/english/sustainability/>

3. Reference materials

(2) Sustainability: Major KPIs for society and employees

- KPIs, for example Female manager and junior manager ratio, have been established to measure progress on priority issues (materiality).

Society and employees


Key Performance Indicators (KPIs) and Results

By FY31/3
<ul style="list-style-type: none"> • Female manager and junior manager ratio: 20% * • Rate of acquisition of childcare leave by male and female: 100% • Procurement guideline survey implementation rate: 80% • Percentage of implementation of one-on-one meetings: 100% etc.

Result	FY21/3	FY22/3	FY23/3
Female manager and junior manager ratio	11.1%	11.6%	13.9%
Rate of acquisition of childcare leave by male and female	-	96.2%	64.5%
Procurement guideline survey implementation rate	-	37.0%	50.9%
Percentage of implementation of one-on-one meetings	-	84.0%	83.0%

* Female manager and junior management ratio: Female manager + female management candidate / All manager + all management candidate

* Please refer to our sustainability website for other details.
<https://www.nomura-re-hd.co.jp/english/sustainability/>



3. Reference materials

(2) Sustainability: Major KPIs for Climate change and natural environment

- Set a target of 35% reduction in CO2 emissions.
- Aim to achieve ZEH / ZEB oriented standards.

Climate change and natural environment

Climate change / CO2 emission reduction target

Target year	Base year compared to FY20/3	Base year performance
FY31/3	• Scope1,2: reduce 35%	150,000 t-CO2
	• Scope3*1 : reduce 35%	3,172,000 t-CO2

*1 Reduction targets are category 1 (purchased goods and services), category 11 (use of sold products).

Target for renewable electricity*2	The power consumption in the Group will be 100% renewable electricity by 2050
	Switching electricity consumed by all leasing properties owned by NRE to 100% renewable electricity by FY24/3

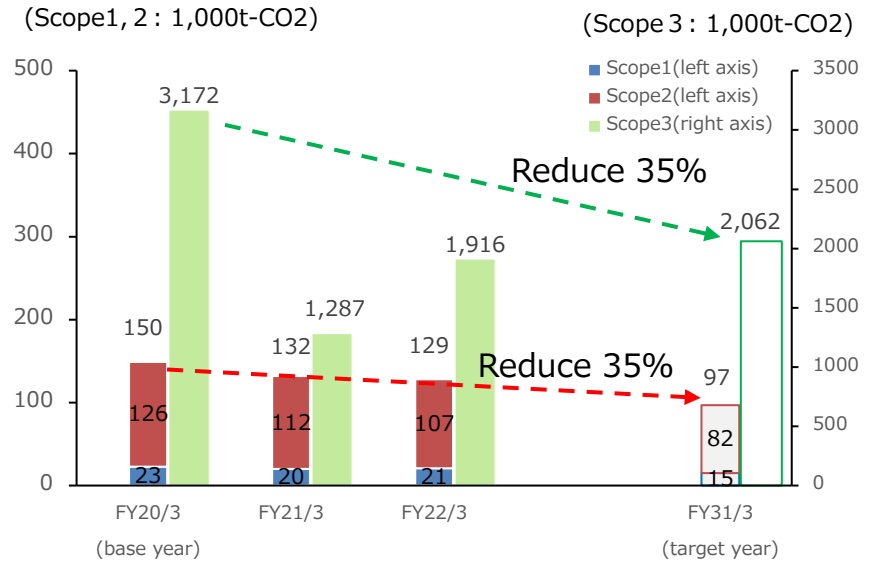
*2 Electricity in Scope 1 and 2

Our business and Scope 1, 2, 3

Our relevant business	
Scope1, 2 (Direct emissions)	<ul style="list-style-type: none"> • Leasing business • Service & Management Sector
Scope3 (Indirect emissions)	<ul style="list-style-type: none"> • Property sales business (housing sales, property for sales)

* Please refer to our sustainability website for other details. <https://www.nomura-re-hd.co.jp/english/sustainability/>

CO2 emission reduction (Scope1,2,3) plan



3. Reference materials

(3) Outline: Nomura Real Estate Group History

1957

Spins off from Nomura Securities Co., Ltd. And launches real estate business



1978

Completes construction of Shinjuku Nomura Building and moved the HQ from Nihonbashi



1990

Completes construction of Yokohama Business Park (YBP), one of the largest business development in the private sector



2002

Establishes unified brand name "PROUD" for residential products and services



2015

Lists one of the largest diversified J-REIT, Nomura Real Estate Master Fund, Inc on the Tokyo Stock Exchange



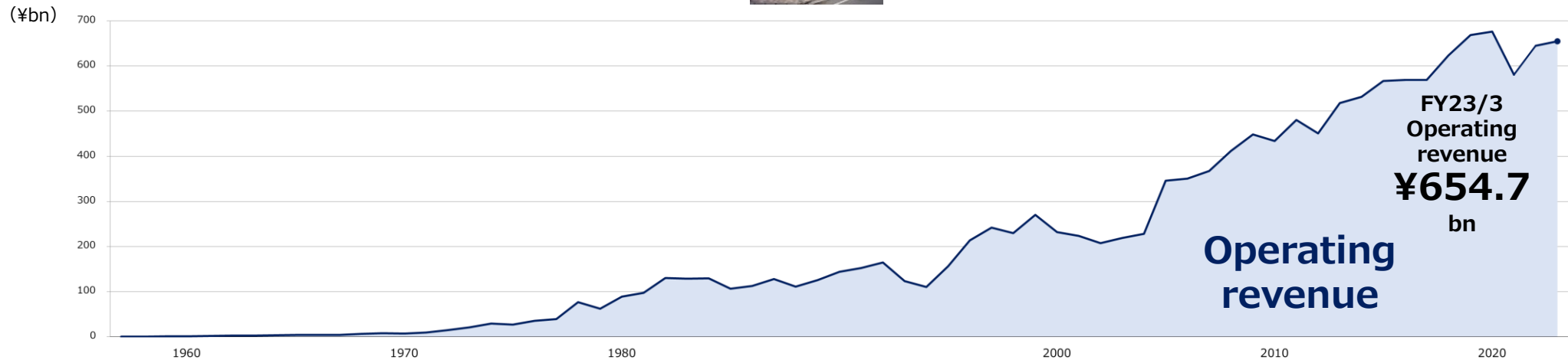
2018

Build a strategic partnership with Lothbury Investment Management, an UK real estate investment manager



2022

Forms Federal Land NRE Global in the Philippines, a joint venture company



1961

Launches residential land development business with development of Kajiwarayama residential area in Kamakura



1963

Launches condominium development business with the construction of Co-op Takenomaru in Yokohama



2006

Lists Nomura Real Estate Holdings, Inc. on the First Section of the Tokyo Stock Exchange



2008

Completes construction of PMO Nihonbashi Honcho, the first development in the PMO series



2008

NREG TOSHIBA BUILDING Co., Ltd. joins the group



2010

Completes construction of the Nihonbashi Muromachi Nomura Building



2019

Hotel Niwa Tokyo joins the group



*Note: The Operating revenue until FY2003 are only the figures of Nomura Real Estate Development.

3. Reference materials

(3) Outline: Business Structure

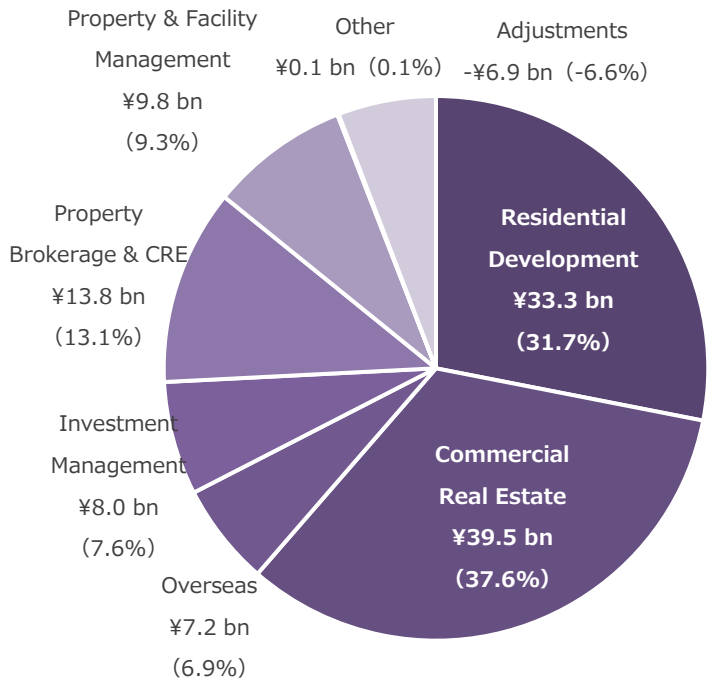
*FY23/3

Operating revenue ¥654.7 bn

Business profit ¥105.1bn

*() is the composition ratio of business profit.

	Property Sales Business	Leasing Business	Service Management Business
Real estate development business	① Residential Development : ¥302.4 bn Development and sale of condominium, detached housing ¥273.6 bn (PROUD) Development and sale of rental housing ¥6.3 bn (PROUD FLAT) Leasing of rental housing, PROUD FLAT ¥2.3 bn Development and management of senior housing ¥1.4 bn (OUKAS) Other business related to real estate (Internet advertising, provides services aimed at providing assistance to customers concerning their homes arrangements, etc.) ¥18.8 bn (PRIMECROSS, FLA)		
	② Commercial Real Estate : ¥199.3 bn Development and sales of office building, logistics facility, retail facility, etc. ¥97.4bn Leasing of office building and retail facility, etc. ¥73.9 bn Other business related to real estate (management of hotel and fitness club, etc.) ¥24.3 bn		
	③ Overseas : ¥6.7 bn Developing and selling housing, primarily in Southeast Asia ¥5.8 bn Developing and leasing office buildings, serviced apartments in Southeast Asia, the U.K, and the US. ¥0.6 bn		
Service & Management Sector			④ Investment Management: ¥13.6 bn Investment management services including listed and private real estate investment trusts (REITs), private funds and real estate securitization products ⑤ Property Brokerage & CRE: ¥47.7 bn Real estate brokerage and consulting, etc. ⑥ Property & Facility Management: ¥105.4 bn Operation and management of and contract work for condominiums, office buildings, etc.



3. Reference materials

(3) Outline: Asset Brands (Residential Development)

PROUD

Condominium



PROUD Motoyoyogicho



PROUD Nerima Nakamurabashi Marks : Common Space

Cumulative number of housings supplied: approx. 74,000 units*1, 2

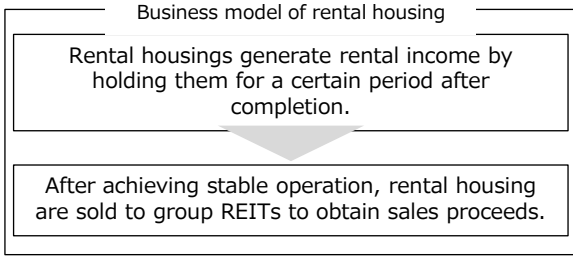
PROUD FLAT



PROUD FLAT Ryogoku South

Number of developed properties: 132 properties*3

Rental housing



PROUD SEASON

Detached housing



PROUD SEASON Seijo Court

Cumulative number of housings supplied: approx. 8,000 units*1

OHANA

Suburban-type condominium



OHANA Nakaurawa

Cumulative number of housings supplied: approx. 5,000 units*1

OUKAS

Health promoting senior rental housing



OUKAS Hiyoshi

Number of developed properties: 8 properties*3

*1 As of March 31, 2022
 *2 Cumulative number of PROUD condominiums and detached housing supplied
 *3 As of March 31, 2023 (number of developed properties including plans)

3. Reference materials

(3) Outline: Asset Brands (Commercial Real Estate)



Medium-sized high-grade office



PMO Hachobori IV
72 properties*1



PMO Tamachi III



PMO Jinbocho



Small office with services



H1O Aoyama
18 properties*1 *2



H1O Umeda chayamachi



Satellite-type shared office



248 including affiliated offices*1



Logistics facility with advanced and high functionality

47 properties*1



Landport Tama



Urban retail facility (mainly restaurants)

22 properties*1



GEMS Roppongi



Urban retail facility (mainly service industries)

8 properties*1



MEFULL Tamachi

*1 As of March 31, 2023 (including plans)
*2 Including properties that entire building is H1O and part of the building is H1O

3. Reference materials

(3) Outline: 10 years data of Nomura Real Estate Group

	units	14/3	15/3	16/3	17/3	18/3	19/3	20/3	21/3	22/3	23/3
Financial data											
Operating revenue	¥bn	532.0	567.1	569.5	569.6	623.7	668.5	676.4	580.6	645.0	654.7
Business profit*1	¥bn	74.3	71.8	80.9	77.2	76.6	79.6	82.8	76.4	92.7	105.1
Net profit	¥bn	26.8	38.4	47.1	47.0	46.0	45.8	48.8	42.1	55.3	64.5
Total assets	¥bn	1,313.8	1,369.2	1,485.4	1,593.0	1,673.0	1,759.4	1,801.2	1,921.3	2,040.5	2,110.6
Shareholders' equity	¥bn	355.6	394.0	444.8	481.3	501.4	526.7	550.1	583.3	618.7	653.3
Shareholders' equity ratio	%	27.1	28.8	29.9	30.2	30.0	29.9	30.5	30.4	30.3	31.0
Debt/ equity ratio	times	1.7	1.6	1.6	1.7	1.8	1.7	1.6	1.7	1.7	1.7
Interest-bearing debt	¥bn	617.5	616.7	721.9	810.1	877.8	914.0	870.0	1,008.5	1,022.7	1,121.5
Interest expenses	¥bn	10.0	8.8	7.8	7.5	7.3	8.7	8.7	9.0	8.8	10.2
Debt/ ebitda ratio*2	times	8.5	7.5	7.6	8.6	9.4	9.8	8.6	11.0	9.4	9.4
Unrealized gain*3	¥bn	41.2	70.2	110.9	153.9	181.9	206.3	209.6	209.6	247.0	252.5
Dividend payout ratio*4	%	24.9	22.4	23.3	26.5	29.1	30.5	29.9	35.5	31.7	32.9
Total return ratio*5	%	24.9	22.4	23.3	26.5	50.8	41.4	46.3	45.0	44.3	47.6
ROA*6	%	5.6	5.5	5.8	5.1	4.7	4.6	4.7	4.1	4.7	5.1
ROE*7	%	7.8	10.3	11.2	10.1	9.4	8.9	9.1	7.4	9.2	10.1
NAV per share*8	yen/share	1,997	2,298	2,708	3,063	3,333	3,630	3,833	4,035	4,442	4,764
EPS	yen/share	140.7	201.28	246.42	245.1	240.89	245.99	267.21	232.53	307.81	365.26
DPS	yen/share	35.00	45.00	57.50	65.00	70.00	75.00	80.00	82.50	97.50	120.00
Stock market index											
PER	times	15.0	14.2	9.9	7.9	10.7	8.5	6.9	12.0	10.2	8.5
PBR	times	1.1	1.1	0.9	0.7	1.0	0.8	0.6	0.9	0.9	0.8
PNAV	times	1.0	0.9	0.8	0.6	0.8	0.6	0.5	0.7	0.7	0.6
Total Shareholder Return*9	%	-	-	-	-	-	87.6%	76.0%	115.5%	130.1%	134.8%
Key business indicator											
Revenue of housing sales	¥bn	295.9	332.9	318.7	308.9	336.8	342.0	294.3	247.6	284.0	273.6
Gross profit ratio of housing sales	%	21.7	21.1	21.9	21.7	19.1	19.1	20.4	22.6	23.6	25.6
Net Lettable area*10	m	855,197	928,628	974,127	975,974	1,022,864	955,381	915,311	829,670	790,776	697,085
Vacancy rate*10	%	2.9	4.5	2.2	0.8	0.7	4.6	4.0	4.9	5.9	4.8
Sales amount of property for sales*11	¥bn	16.7	12.3	33.2	35.3	43.3	77.0	124.7	92.8	110.5	103.8
AUM(REITs and Private funds etc.)	¥bn	1,132.2	1,123.1	1,074.4	1,260.0	1,285.9	1,669.4	1,798.5	1,815.6	1,948.0	1,957.6
Total brokerage transaction value	¥bn	672.7	710.9	713.5	745.1	800.7	767.3	872.3	893.4	964.8	1,060.3
No. of housings under management	units	147,516	155,706	163,036	168,999	173,705	177,582	182,259	183,162	186,549	189,574

*1: Business profit= operating profit+ share of profit (loss) of entities accounted for using equity method + amortization of intangible assets associated with corporate acquisitions. Prior to FY19/3, figures are equivalent to operating profit.

*2: EBITDA= Profit before income taxes + interest expenses + depreciation

*3: Unrealized gain = Fair value of real estate for rent at the end of the fiscal year - Balance of real estate for rent at the end of the fiscal year

*4: Dividend payout ratio= Dividend per share / EPS

*5: Total return ratio= (Dividend per share + The amount of acquisition of treasury shares per share) / EPS

*6: ROA= Business profit / Average assets during the fiscal year *Prior to FY18/3; ROA= (Operating profit + Non-operating income)/ Average assets during the fiscal year

*7: ROE=Profit attributable to owners of parent / Average shareholders' equity during the fiscal year

*8: NAV per share=Shareholders' equity+ unrealized gains (after deduction of tax) / the number of shares issued at the end of the fiscal year (excluding treasury shares)

Unrealized gains (after deduction of tax)= unrealized gains*(1 - effective statutory tax rate) [Effective tax rate is the figure for each fiscal year].

*9: (Stock price as of the end of the fiscal year + accumulated dividend amount per share from FY19/3 to the fiscal year) / Stock price as of the end of FY18/3

*10: As of April 1, 2022, Nomura Real Estate Development Co., Ltd. and Nomura Real Estate Building Co., Ltd. were merged (Nomura Real Estate Development as the surviving company), and partial revision was made to the method used to calculate the net lettable area and the vacancy rate. Due to this change, the figures listed after FY18/3 are changed.

*11: Sales amount of property for sales refers to the sum of property development for sales in Residential Development BU and Commercial Real Estate BU.

(Property development for sales in Residential Development BU: Rental housings developed for real estate investment market)

(Property development for sales in Commercial Real Estate BU: Office building, retail facility and logistic facility developed for real estate investment market)

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