

December-2020 Fact Sheets

(For the 3rd Quarter of Fiscal Year Ending March 31, 2021)

Released on January 28, 2021

Nomura Real Estate Holdings, Inc.

	2018/03		2019/03		2020/03				2021/03			
	3Q Apr-Dec '17	FY	3Q Apr-Dec '18	FY	1Q Apr-Jun '19	2Q Apr-Sep '19	3Q Apr-Dec '19	FY	1Q Apr-Jun '20	2Q Apr-Sep '20	3Q Apr-Dec '20	FY(F)
Operating revenue	409,652	623,762	350,857	668,510	112,448	247,015	331,560	676,495	136,486	223,935	373,361	580,000
Operating gross profit	126,870	182,053	111,199	188,712	29,861	71,690	103,051	193,723	41,917	73,663	122,157	—
(Gross margin ratio)	31.0%	29.2%	31.7%	28.2%	26.6%	29.0%	31.1%	28.6%	30.7%	32.9%	32.7%	—
Selling, general and administrative expenses	75,167	105,393	74,188	109,549	23,815	50,006	74,867	111,817	24,016	49,475	74,641	—
(SGAE ratio on revenue)	18.3%	16.9%	21.1%	16.4%	21.2%	20.2%	22.6%	16.5%	17.6%	22.1%	20.0%	—
Operating profit	51,702	76,660	37,010	79,162	6,046	21,684	28,183	81,905	17,900	24,187	47,515	71,000
(Operating margin ratio)	12.6%	12.3%	10.5%	11.8%	5.4%	8.8%	8.5%	12.1%	13.1%	10.8%	12.7%	—
Business profit ^(*)	—	—	37,365	79,623	6,312	22,181	28,920	82,833	18,107	24,648	47,802	70,000
Non-operating income	442	773	517	746	342	929	1,102	1,350	301	654	597	—
Interest and dividend income	100	121	89	114	43	62	113	208	39	75	130	—
Other	341	651	427	631	299	866	988	1,141	261	578	467	—
Non-operating expenses	6,605	9,400	7,401	10,584	2,359	4,769	7,350	10,178	2,785	5,412	8,062	—
Interest expenses	5,529	7,334	6,612	8,753	2,155	4,320	6,584	8,788	2,220	4,562	6,818	—
Other	1,076	2,065	789	1,831	204	449	766	1,389	565	849	1,243	—
Ordinary profit	45,539	68,033	30,126	69,323	4,028	17,844	21,935	73,077	15,417	19,429	40,050	59,000
(Ordinary profit ratio on revenue)	11.1%	10.9%	8.6%	10.4%	3.6%	7.2%	6.6%	10.8%	11.3%	8.7%	10.7%	—
Extraordinary income	—	3,766	—	—	—	393	393	393	—	513	548	—
Extraordinary losses	3,856	4,077	1,912	3,916	—	—	241	381	1,715	1,715	2,047	—
Profit before income taxes	41,682	67,722	28,213	65,407	4,028	18,238	22,088	73,090	13,701	18,226	38,552	—
Profit attributable to owners of parent	27,489	46,029	20,566	45,873	2,975	12,468	14,662	48,886	8,833	12,030	25,962	37,000

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

	2018/03		2019/03		2020/03				2021/03			
	3Q As of Dec.31, 2017	FY	3Q As of Dec.31, 2018	FY	1Q As of Jun.30, 2019	2Q As of Sep.30, 2019	3Q As of Dec.31, 2019	FY	1Q As of Jun.30, 2020	2Q As of Sep.30, 2020	3Q As of Dec.31, 2020	FY(F)
Total assets	1,688,447	1,673,099	1,733,386	1,759,455	1,717,562	1,731,031	1,811,542	1,801,273	1,862,336	1,847,576	1,862,456	—
Current assets	740,334	717,635	784,105	849,528	805,417	822,168	889,438	906,726	958,858	945,557	944,379	—
<Inventories>	<621,281>	<592,996>	<645,616>	<636,925>	<653,012>	<664,347>	<725,458>	<714,734>	<754,005>	<803,487>	<804,090>	—
<Equity investment >	<8,440>	<9,612>	<16,663>	<18,066>	<18,360>	<21,679>	<31,625>	<30,983>	<29,005>	<29,682>	<28,806>	—
Non-current assets	948,112	955,464	949,281	909,926	912,145	908,863	922,104	894,547	903,478	902,018	918,076	—
Net assets	499,291	514,982	514,576	541,562	536,690	547,709	538,899	565,120	555,712	560,078	568,724	—
Shareholders' equity ratio	28.8%	30.0%	28.9%	29.9%	30.4%	30.8%	28.9%	30.5%	29.7%	30.2%	30.4%	—
Interest-bearing debt	947,700	877,800	972,900	914,000	920,500	919,500	1,011,000	870,000	1,029,500	1,025,500	1,029,000	—

	2018/03		2019/03		2020/03				2021/03			
	3Q Apr-Dec '17	FY	3Q Apr-Dec '18	FY	1Q Apr-Jun '19	2Q Apr-Sep '19	3Q Apr-Dec '19	FY	1Q Apr-Jun '20	2Q Apr-Sep '20	3Q Apr-Dec '20	FY(F)
Capital investment (*1)	55,975	71,665	17,325	20,824	4,000	8,429	12,518	20,363	13,285	37,233	39,840	—
Depreciation (*2)	14,063	18,824	14,162	19,201	4,854	9,776	14,735	19,805	4,925	9,966	14,892	—

	2018/03		2019/03		2020/03				2021/03			
	3Q Apr-Dec '17	FY	3Q Apr-Dec '18	FY	1Q Apr-Jun '19	2Q Apr-Sep '19	3Q Apr-Dec '19	FY	1Q Apr-Jun '20	2Q Apr-Sep '20	3Q Apr-Dec '20	FY(F)
Cash flows from operating activities	(59,481)	21,498	(57,611)	89,964	(53,165)	(54,814)	(116,340)	56,618	(120,573)	(152,598)	(128,935)	—
Cash flows from investing activities	(55,342)	(51,637)	(25,177)	(46,699)	(3,061)	(3,163)	(23,085)	(30,490)	4,190	(19,274)	(41,051)	—
Cash flows from financing activities	118,795	43,787	73,601	13,723	(2,594)	(5,930)	76,150	(66,821)	143,812	139,523	135,647	—
Cash and cash equivalents	51,673	61,347	52,157	118,330	59,559	54,344	54,926	77,611	104,916	45,149	43,164	—

(*1) Capital investment represents the amount shown for "Purchase of property, plant and equipment and intangible assets" on the consolidated statements of cash flows.

(*2) Depreciation represents the amount shown for "Depreciation" on the consolidated statements of cash flows.

	2018/03		2019/03(*1,2)		2020/03				2020/03(*3,4)			
					1Q		3Q		1Q		3Q	
	Apr-Dec '17	FY	Apr-Dec '18	FY	Apr-Jun '19	Apr-Sep '19	Apr-Dec '19	FY	Apr-Jun '19	Apr-Sep '19	Apr-Dec '19	FY
Operating revenue												
Residential Development	222,371	355,445	170,646	375,373	13,879	64,457	93,624	334,710	13,883	64,127	93,313	333,966
Housing sales(Japan)	208,176	336,819	146,557	342,055	10,196	55,012	78,367	294,376	10,196	55,012	78,367	294,376
Rental housing(sale)(*1,5)	—	—	9,100	11,740	1,140	2,750	2,750	17,931	1,140	2,750	2,750	17,931
Rental housing(leasing)(*1,5)	—	—	326	495	220	514	804	1,070	220	514	804	1,070
Senior(*1)	—	—	265	377	112	223	337	451	112	223	337	451
Other	14,195	18,626	14,395	20,701	2,209	5,956	11,365	20,880	2,213	5,626	11,054	20,136
Commercial Real Estate	89,665	134,941	93,875	171,612	72,166	121,042	146,933	215,820	71,404	119,742	144,658	212,133
Leasing (offices)	40,006	53,312	41,125	53,975	11,986	24,442	36,602	48,792	11,986	24,442	36,485	48,562
Leasing (retail facilities)	9,274	12,686	10,341	13,817	3,151	6,359	9,798	12,910	3,151	6,359	9,798	12,910
Leasing (other)	5,172	7,193	5,816	7,974	2,062	4,132	6,190	8,375	2,062	4,132	6,190	8,375
Property for sales (sale)(*6)	20,275	43,301	13,963	65,350	39,527	62,729	62,729	106,816	39,527	62,729	62,729	106,816
Property for sales (leasing)(*6)	3,516	4,724	3,119	4,533	1,890	3,712	5,279	7,037	1,890	3,712	5,279	7,037
Fitness(*2)	—	—	12,406	16,647	4,222	8,526	12,862	15,757	4,222	8,526	12,862	15,757
Other	11,418	13,722	7,102	9,312	9,325	11,138	13,472	16,131	8,563	9,839	11,314	12,674
Investment Management	7,088	9,378	7,094	9,641	3,144	5,953	9,064	12,059	3,144	5,953	9,064	12,059
Property Brokerage & CRE	25,881	35,703	25,513	37,298	7,852	18,269	27,092	39,110	7,852	18,269	27,092	39,110
Brokerage fee (retail)	14,938	20,791	15,769	21,618	5,638	11,927	17,390	24,017	5,638	11,927	17,390	24,017
Brokerage fee (wholesale)	8,444	10,845	7,368	11,517	1,705	5,109	7,767	11,138	1,705	5,109	7,767	11,138
Other	2,498	4,065	2,375	4,162	508	1,232	1,933	3,954	508	1,232	1,933	3,954
Property & Facility Management	74,624	104,581	65,030	91,374	19,878	45,751	66,863	92,982	21,140	47,866	70,378	98,274
Property & facility management	37,713	50,386	38,573	51,524	12,994	26,433	39,777	53,210	13,545	27,477	41,495	55,530
Construction ordered	20,250	31,604	21,118	32,371	5,636	16,512	23,145	34,354	6,348	17,583	24,943	37,327
Fitness club & Senior	11,988	16,064	—	—	—	—	—	—	—	—	—	—
Other	4,671	6,526	5,337	7,478	1,247	2,805	3,940	5,417	1,247	2,805	3,939	5,417
Other	75	107	69	94	23	45	146	168	20	376	574	1,143
Adjustments (eliminations or corporate)	(10,052)	(16,396)	(11,373)	(16,885)	(4,496)	(8,505)	(12,164)	(18,356)	(4,996)	(9,320)	(13,520)	(20,193)
Total	409,652	623,762	350,857	668,510	112,448	247,015	331,560	676,495	112,448	247,015	331,560	676,495
Operating profit												
Residential Development	15,686	24,523	3,729	25,069	(4,839)	(5,249)	(8,503)	24,925	(4,566)	(4,986)	(7,983)	25,351
Commercial Real Estate	24,051	35,232	22,351	37,600	8,151	18,524	24,255	38,669	8,049	18,652	24,487	38,941
Investment Management	4,501	5,911	4,478	5,943	1,854	3,308	5,195	6,853	1,854	3,308	5,195	6,853
Property Brokerage & CRE	5,702	8,452	4,352	8,170	560	3,239	4,935	9,117	556	3,343	4,935	9,097
Property & Facility Management	4,595	7,078	4,771	7,434	1,193	4,089	5,452	8,089	1,303	4,225	5,674	8,474
Other	(5)	(10)	(23)	(43)	(1)	(59)	(27)	(106)	(106)	(427)	(1,419)	(1,267)
Adjustments (eliminations or corporate)	(2,829)	(4,527)	(2,648)	(5,013)	(872)	(2,168)	(3,124)	(5,644)	(724)	(2,010)	(2,707)	(5,545)
Total	51,702	76,660	37,010	79,162	6,046	21,684	28,183	81,905	6,046	21,684	28,183	81,905
Business profit (*7)												
Residential Development	—	—	3,715	25,032	(4,853)	(5,271)	(8,531)	24,905	(4,573)	(4,992)	(7,989)	25,339
Commercial Real Estate	—	—	22,697	38,043	8,330	18,846	24,727	39,238	8,149	18,821	24,724	39,247
Investment Management	—	—	4,478	5,969	1,931	3,460	5,417	7,149	1,931	3,460	5,417	7,149
Property Brokerage & CRE	—	—	4,352	8,170	560	3,239	4,935	9,109	556	3,343	4,935	9,088
Property & Facility Management	—	—	4,793	7,464	1,218	4,134	5,523	8,181	1,328	4,270	5,745	8,566
Other	—	—	(23)	(43)	(1)	(59)	(27)	(106)	(106)	(427)	(1,419)	(1,267)
Adjustments (eliminations or corporate)	—	—	(2,648)	(5,013)	(872)	(2,168)	(3,124)	(5,644)	(724)	(2,010)	(2,707)	(5,545)
Total	—	—	37,365	79,623	6,312	22,181	28,920	82,833	6,312	22,181	28,920	82,833

2021/03			
1Q	2Q	3Q	FY(F)
Apr-Jun '20	Apr-Sep '20	Apr-Dec '20	
55,286	83,908	129,417	270,000
50,300	74,864	111,632	—
—	—	5,035	—
—	436	691	—
116	269	453	—
4,658	8,338	11,605	—
52,872	80,402	153,248	180,000
11,560	23,648	35,588	—
1,590	5,045	7,915	—
1,499	2,979	4,361	—
33,270	35,965	85,207	—
2,872	5,948	8,807	—
1,168	4,656	8,201	—
909	2,157	3,165	—
3,378	6,295	9,839	12,000
8,575	17,983	27,320	38,000
4,843	10,556	16,257	—
2,750	5,314	8,251	—
981	1,823	2,811	—
19,789	43,265	66,936	97,000
14,132	28,076	42,444	—
4,377	12,359	20,285	—
—	—	—	—
1,279	2,828	4,206	—
295	592	1,689	2,000
(3,711)	(8,222)	(15,090)	(19,000)
136,486	223,935	373,361	578,000
4,197	1,777	2,212	—
10,237	15,101	32,287	—
2,147	3,716	6,057	—
1,627	3,145	5,485	—
1,156	3,119	5,163	—
(580)	(721)	(351)	—
(883)	(1,951)	(3,339)	—
17,900	24,187	47,515	—
4,188	1,764	2,194	21,000
10,362	15,295	32,550	33,500
2,221	3,861	6,275	7,000
1,627	3,145	5,485	7,500
1,194	3,197	5,287	8,000
(602)	(665)	(651)	(2,500)
(883)	(1,951)	(3,339)	(4,500)
18,107	24,648	47,802	70,000

(*1) From the fiscal year ended March 31, 2020, the classification of rental housing business and senior business has been changed from the Commercial Real Estate Business Unit and the Property & Facility Management Business Unit to the Residential Development Business Unit.

Due to this change, the results for the fiscal year ended March 31, 2019 are classified under the new classification.
 (*2) From the fiscal year ended March 31, 2020, the classification of fitness business has been changed from the Property & Facility Management Business Unit to the Commercial Real Estate Business Unit.
 Due to this change, the results for the fiscal year ended March 31, 2019 are classified under the new classification.

(*3) From the fiscal year ending March 31, 2021, the overseas condominium development and sales business, which had been classified under the Residential Development Business Unit in Nomura Real Estate Development Co., Ltd. and the overseas office and other properties development and leasing business, and ZEN PLAZA CO., LTD., which had been classified under the Commercial Real Estate Business Unit, have been reclassified under the Other. Due to this change, the results for the fiscal year ended March 31, 2020 are classified under the new classification.

(*4) As of April 1, 2020, NREG TOSHIBA BUILDING FACILITIES Co., Ltd., which had been classified under the Commercial Real Estate Business Unit, has been merged with Nomura Real Estate Partners Co., Ltd. which has been classified under the Property & Facility Management Business Unit.

The merger has been carried out with NREG TOSHIBA BUILDING FACILITIES Co., Ltd. being the absorbed company and Nomura Real Estate Partners Co., Ltd. being the surviving company.
 In line with this change, the results for the fiscal year ended March 31, 2020 are based on the changed classification under the new classification of business unit after the merger.

(*5) Rental Housing refers to properties developed for real estate investment market.

(*6) Property for sales refers to properties such as office building, retail facility and logistic facility developed for real estate investment market.

(*7) Business profit = Operating profit + Share of profit and loss of entities accounted for using equity method + Amortization expenses of intangible assets associated with corporate acquisition

	2018/03		2019/03(*1,2)		2020/03				2020/03(**3,4)				2021/03			
	3Q As of Dec.31, 2017	FY	3Q As of Dec.31, 2018	FY	1Q As of Jun.30, 2019	2Q As of Sep.30, 2019	3Q As of Dec.31, 2019	FY	1Q As of Jun.30, 2019	2Q As of Sep.30, 2019	3Q As of Dec.31, 2019	FY	1Q As of Jun.30, 2020	2Q As of Sep.30, 2020	3Q As of Dec.31, 2020	FY(F)
Assets																
Residential Development	482,087	448,412	513,589	463,277	484,631	503,278	559,905	505,710	464,337	479,570	511,458	457,505	477,478	508,964	516,622	—
Commercial Real Estate	1,060,258	1,060,815	1,077,514	1,086,064	1,078,030	1,073,222	1,100,034	1,126,619	1,061,537	1,060,718	1,087,057	1,112,664	1,128,008	1,143,703	1,137,372	—
Investment Management	33,806	34,840	39,781	42,463	40,669	40,591	40,982	43,053	40,669	40,591	40,982	43,053	39,879	40,206	41,565	—
Property Brokerage & CRE	14,733	17,181	14,703	28,228	14,237	17,048	18,338	19,136	14,435	17,477	18,436	19,240	13,353	14,549	18,157	—
Property & Facility Management	54,759	62,781	36,291	42,294	34,747	39,656	38,394	44,474	36,249	41,063	40,426	47,106	37,148	40,651	41,753	—
Other	918	921	917	929	927	925	976	937	36,595	36,340	61,143	61,730	59,493	60,624	76,991	—
Adjustments (eliminations or corporate)	41,323	48,147	50,589	96,197	64,319	56,309	52,912	61,340	63,738	55,270	52,038	59,972	106,973	38,876	29,994	—
Total	1,687,887	1,673,099	1,733,386	1,759,455	1,717,562	1,731,031	1,811,542	1,801,273	1,717,562	1,731,031	1,811,542	1,801,273	1,862,336	1,847,576	1,862,456	—

Inventories																
	3Q As of Dec.31, 2017	FY	3Q As of Dec.31, 2018	FY	1Q As of Jun.30, 2019	2Q As of Sep.30, 2019	3Q As of Dec.31, 2019	FY	1Q As of Jun.30, 2019	2Q As of Sep.30, 2019	3Q As of Dec.31, 2019	FY	1Q As of Jun.30, 2020	2Q As of Sep.30, 2020	3Q As of Dec.31, 2020	FY(F)
Residential Development	436,386	401,030	448,040	391,508	415,626	421,692	459,087	401,119	415,626	421,692	459,087	401,119	435,123	466,905	472,371	—
Commercial Real Estate	181,373	187,299	197,649	245,575	237,767	243,214	266,728	314,311	237,765	243,203	266,708	314,297	319,514	337,135	332,216	—
Investment Management	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Property Brokerage & CRE	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Property & Facility Management	3,945	5,091	551	397	365	186	466	55	366	197	486	69	119	198	463	—
Other	13	13	11	11	11	11	11	11	11	11	11	11	11	11	11	—
Adjustments (eliminations or corporate)	(437)	(437)	(636)	(567)	(758)	(758)	(835)	(762)	(758)	(758)	(835)	(762)	(762)	(762)	(972)	—
Total	621,281	592,996	645,616	636,925	653,012	664,347	725,458	714,734	653,012	664,347	725,458	714,734	754,005	803,487	804,090	—

Return on Assets (ROA) of Each Business Unit																
	3Q As of Dec.31, 2017	FY	3Q As of Dec.31, 2018	FY	1Q As of Jun.30, 2019	2Q As of Sep.30, 2019	3Q As of Dec.31, 2019	FY	1Q As of Jun.30, 2019	2Q As of Sep.30, 2019	3Q As of Dec.31, 2019	FY	1Q As of Jun.30, 2020	2Q As of Sep.30, 2020	3Q As of Dec.31, 2020	FY(F)
Residential Development	—	5.5%	—	5.4%	—	—	—	4.9%	—	—	—	5.5%	—	—	—	—
Commercial Real Estate	—	3.3%	—	3.5%	—	—	—	3.5%	—	—	—	3.5%	—	—	—	—
Investment Management	—	17.0%	—	14.0%	—	—	—	15.9%	—	—	—	15.9%	—	—	—	—
Property Brokerage & CRE	—	49.2%	—	28.9%	—	—	—	47.6%	—	—	—	47.2%	—	—	—	—
Property & Facility Management	—	11.3%	—	17.6%	—	—	—	18.3%	—	—	—	18.1%	—	—	—	—
Other	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Total	—	4.7%	—	4.7%	—	—	—	4.7%	—	—	—	4.7%	—	—	—	—

ROA of each business unit = (Operating profit + Share of profit (loss) of entities accounted for using equity method) / total assets at the end of the period
 Total ROA = (Operating profit + Non-operating profit) / Average assets during the FY

(*1) From the fiscal year ended March 31, 2020, the classification of rental housing business and senior business has been changed from the Commercial Real Estate Business Unit and the Property & Facility Management Business Unit to the Residential Development Business Unit. Due to this change, the results for the fiscal year ended March 31, 2019 are classified under the new classification.

(*2) From the fiscal year ended March 31, 2020, the classification of fitness business has been changed from the Property & Facility Management Business Unit to the Commercial Real Estate Business Unit. Due to this change, the results for the fiscal year ended March 31, 2019 are classified under the new classification.

(*3) From the fiscal year ending March 31, 2021, the overseas condominium development and sales business, which had been classified under the Residential Development Business Unit in Nomura Real Estate Development Co., Ltd. and the overseas office and other properties development and leasing business, and ZEN PLAZA CO., LTD., which had been classified under the Commercial Real Estate Business Unit, have been reclassified under the Other.

Due to this change, the results for the fiscal year ended March 31, 2020 are classified under the new classification.
 (*4) As of April 1, 2020, NREG TOSHIBA BUILDING FACILITIES Co., Ltd., which had been classified under the Commercial Real Estate Business Unit, has been merged with Nomura Real Estate Partners Co., Ltd. which has been classified under the Property & Facility Management Business Unit. The merger has been carried out with NREG TOSHIBA BUILDING FACILITIES Co., Ltd. being the absorbed company and Nomura Real Estate Partners Co., Ltd. being the surviving company. In line with this change, the results for the fiscal year ended March 31, 2020 are based on the changed classification under the new classification of business unit after the merger.

Business unit operating results	2018/03				2019/03				2020/03				2021/03			
	1Q Apr-Jun '17	2Q Apr-Sep '17	3Q Apr-Dec '17	FY	1Q Apr-Jun '18	2Q Apr-Sep '18	3Q Apr-Dec '18	FY	1Q Apr-Jun '19	2Q Apr-Sep '19	3Q Apr-Dec '19	FY	1Q Apr-Jun '20	2Q Apr-Sep '20	3Q Apr-Dec '20	FY(F)
1. The number of housing contracted (units)	1,116	2,828	4,410	5,917	1,382	2,720	4,318	6,055	999	2,275	3,134	4,353	258	1,711	2,998	—
1. Housing sales (units)	1,089	2,199	3,447	5,865	670	1,393	2,583	5,890	208	997	1,379	4,739	608	994	1,585	3,650
1. Contract rate against the number of housing sales (%)(*1)	62.9%	80.5%	93.1%	—	67.2%	81.2%	93.0%	—	73.2%	88.9%	99.0%	—	64.3%	88.3%	99.3%	—
1. Gross margin ratio of housing sales (%)	21.0%	20.8%	20.6%	19.1%	18.4%	19.8%	19.2%	19.1%	16.4%	17.1%	17.8%	20.4%	22.7%	22.4%	21.6%	—
1. Completed housing inventories (released for sale) (units)	292	311	270	239	186	132	224	229	97	103	92	321	353	306	239	—
1. Completed housing inventories (unreleased) (units)	409	321	186	218	120	75	64	47	23	32	27	187	407	224	190	—
2. Net lettable area (offices, retail facilities) (sqm)	997,853	1,039,512	1,036,954	1,021,004	1,003,149	1,003,152	1,003,292	953,620	953,124	954,414	953,872	913,446	884,159	894,157	884,178	—
2. Vacancy rate (offices, retail facilities)	0.6%	0.6%	1.1%	0.7%	0.7%	3.9%	3.9%	4.7%	4.1%	4.3%	3.9%	4.0%	4.2%	4.6%	4.6%	—
2. Members of MEGALOS	141,028	140,901	139,656	139,836	142,417	147,090	145,805	145,065	147,879	149,335	146,409	143,663	123,863	115,592	113,296	—
2. Sales per customer of MEGALOS	—	—	—	9,480	—	—	—	9,585	—	—	—	8,925	—	—	—	—
3. Assets under management (millions of yen)	1,233,905	1,227,556	1,235,015	1,285,903	1,307,356	1,304,924	1,635,880	1,669,476	1,697,521	1,702,811	1,712,908	1,798,583	1,789,771	1,774,693	1,814,520	—
4. Brokerage: Number of transactions	2,129	4,267	6,226	8,561	2,193	4,375	6,492	8,922	2,336	4,817	6,948	9,515	1,984	4,281	6,725	—
4. Brokerage: Total transaction value (millions of yen)	202,616	420,676	593,289	800,739	163,543	356,396	540,237	767,324	179,354	412,921	643,494	872,337	183,144	431,801	644,467	—
5. Buildings under management(*2)	720	724	724	723	726	728	734	732	807	790	792	786	801	794	793	—
5. Housings under management (units)(*2)	170,337	170,641	171,420	173,705	173,667	173,845	174,708	177,582	177,490	177,332	177,717	182,259	181,504	181,788	182,206	—

Business unit information noted:

1. Residential Development 2. Commercial Real Estate 3. Investment Management 4. Property Brokerage & CRE 5. Property & Facility Management

(*1) Indicates the contract progress rate against the revenue of annual housing sales forecasted.

(*2) As of April 1, 2020, NREG TOSHIBA BUILDING FACILITIES Co., Ltd., which had been classified under the Commercial Real Estate Business Unit, has been merged with Nomura Real Estate Partners Co., Ltd. which has been classified under the Property & Facility Management Business Unit. The merger has been carried out with NREG TOSHIBA BUILDING FACILITIES Co., Ltd. being the absorbed company and Nomura Real Estate Partners Co., Ltd. being the surviving company. From 2020/3, the figures include buildings and housings managed by Nomura Real Estate Partners Co., Ltd. and NREG TOSHIBA BUILDING FACILITIES Co., Ltd. Before 2019/3, the figures include buildings and housings managed by Nomura Real Estate Partners Co., Ltd.