

April 26, 2023

# **Consolidated Financial Results**

# For the Fiscal Year Ended March 31, 2023 <u das GAAP>

Note: The accompanying consolidated financial statements were not audited since they have been prepared only for reference purpose. All statements were based on Tanshin report prepared in accordance with the provisions set forth in accounting regulations and principals generally accepted in Japan.

Name of company listed: Nomura Real Estate Holdings, Inc.

Shares traded: TSE
Code number: 3231

URL: https://www.nomura-re-hd.co.jp/english/

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Scheduled date of Ordinary General Meeting of Shareholders: June 23, 2023
Scheduled starting date for dividend payments: June 5, 2023
Scheduled submitting date of securities report: June 23, 2023

Preparation of explanatory materials for financial results: Yes

Information meetings arranged related to financial results: Yes (for institutional investors and analysts, in Japanese)

(Values of less than one million yen rounded down)

### I. Consolidated operating results for the fiscal year from April 1, 2022 to March 31, 2023

(1) Consolidated business results

(% indicates the rate of changes from previous fiscal year)

Operatin		g revenue	Operating profit		Business profit		Ordinary profit		Profit attributable to owners of parent	
	operating revenue									
Fiscal year ended	Millions of	%	Millions of	%	Millions of	%	Millions of	%	Millions of	%
-	yen		yen		yen		yen		yen	
Mar. 31, 2023	654,735	1.5	99,598	9.2	105,172	13.4	94,121	14.0	64,520	16.6
Mar. 31, 2022	645,049	11.1	91,210	19.5	92,765	21.3	82,557	25.2	55,312	31.1

(Note) Comprehensive income: Fiscal year ended March 31, 2023: 67,294 million yen (up 14.4%)

Fiscal year ended March 31, 2022 : 58,814 million yen (up 25.1%)

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

	Basic earnings per share	Diluted earnings per share	Return on equity	Ordinary profit margin on total assets	Operating profit margin
Fiscal year ended	Yen	Yen	%	%	%
Mar. 31, 2023	365.26	364.35	10.1	4.5	15.2
Mar. 31, 2022	307.81	306.89	9.2	4.2	14.1

(Reference) Share of profit (loss) of entities accounted for using equity method: Fiscal year ended March 31, 2023: 4,872 million yen

Fiscal year ended March 31, 2022: 895 million yen

## (2) Consolidated financial position

	Total assets	Net assets	Shareholders' equity ratio	Net assets per share	
As of	Millions of yen	Millions of yen	%	Yen	
Mar. 31, 2023	2,110,693	655,737	31.0	3,756.30	
Mar. 31, 2022	2,040,506	621,398	30.3	3,478.14	

(Reference) Shareholders' equity: As of March 31, 2023: 653,307 million yen As of March 31, 2022: 618,762 million yen

#### (3) Consolidated cash flows

	Cash flows from (used in) operating activities	Cash flows from (used in) investing activities	Cash flows from (used in) financing activities	Cash and cash equivalents at end of period
Fiscal year ended	Millions of yen	Millions of yen	Millions of yen	Millions of yen
Mar. 31, 2023	(42,809)	(62,896)	65,675	27,770
Mar. 31, 2022	52,793	(46,277)	(9,619)	67,793

#### II. Dividends

	1st quarter	Div 2nd quarter end	vidend per sha 3rd quarter end	Fiscal year	Total	Total amount of dividends (Annual)	Payout ratio (Consolidated)	Dividend on equity (Consolidated)
Fiscal year ended	Yen	Yen	Yen	Yen	Yen	Millions of yen	%	%
Mar. 31, 2022	-	42.50	-	55.00	97.50	17,679	31.7	2.9
Mar. 31, 2023	-	55.00	-	65.00	120.00	21,451	32.9	3.3
Mar. 31, 2024 (Forecast)	-	65.00	-	65.00	130.00		34.7	

(Note) Revision from previous dividend forecasts: Yes

(Note) The total amount of dividends include the amount of dividends paid to the executive compensation BIP (Board Incentive Plan) trust and the ESOP (Employee Stock Ownership Plan) trust for granting stock (245 million yen in the fiscal year ended March 31, 2022 and 403 million yen in the fiscal year ended March 31, 2023).

# III. Forecasts of consolidated operating results for the fiscal year from April 1, 2023 to March 31, 2024

(% indicates the rate of changes from previous fiscal year)

	Operating revenue		Operatin	g profit	Business	s profit	Ordinar	y profit	Profit attrib		Basic earnings per share
Fiscal year ending	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Mar. 31, 2024	750,000	14.5	103,000	3.4	109,000	3.6	94,000	(0.1)	65,000	0.7	374.27

#### \* Notes

- (1) Significant changes to subsidiaries during the period (Changes in scope of consolidation of specified subsidiaries): None
- (2) Changes in accounting policies, changes in accounting estimates and restatements

1) Changes in accounting policies due to revision of accounting standards, etc. : Yes

2) Changes in accounting policies other than the above : None

3) Changes in accounting estimates : None

4) Restatements : None

(Note) For details, please refer to "4. Consolidated Financial Statements (5) Notes to Consolidated Financial Statements (Changes in Accounting Policies)" on page 21 of the Attachments.

(3) Number of shares issued (common stock)

		As of Mar. 31	As of Mar. 31
		2023	2022
1)	Number of shares issued at end of period (including treasury shares)	182,938,437	182,604,637
2)	Treasury shares at end of period	9,015,395	4,704,422
		Fiscal year ended	Fiscal year ended
	_	March 31, 2023	March 31, 2022
2)	Average number of shares outstanding during the period	176 640 927	170 605 794

3) Average number of shares outstanding during the period

176,640,837 179

179,695,784

(Note) The number of treasury shares at end of each period includes the shares of Nomura Real Estate Holdings, Inc. (the "Company") owned by BIP (Board Incentive Plan) trust and ESOP (Employee Stock Ownership Plan) trust (3,553,057 shares as of March 31, 2023 and 2,522,837 shares as of March 31, 2022). The Company's share owned by executive compensation BIP (Board Incentive Plan) trust and ESOP (Employee Stock Ownership Plan) trust are included in the number of treasury shares deducted in the calculation of average number of shares outstanding during the period (3,018,085 shares in the fiscal year ended March 31, 2023).

Forward-looking statements in this document, including the forecasts of financial results, etc., are based on the information currently available to the Company and certain assumptions deemed to be reasonable. These statements do not purport that the Company pledges to realize such statements. Actual performance and other results may differ materially from these forecasts are due to various factors. For matters related to the forecasts of financial results, please refer to "1. Business Results and Financial Position (4) Consolidated Operating Result Forecasts" on page 8 of the Attachments.

(How to obtain the fact sheets)

The fact sheets will be disclosed on TDnet on April 26, 2023 and will be uploaded on the Company's website.

<sup>\*</sup> This Consolidated Financial Results is not required to be audited by certified public accountants or audit corporations.

<sup>\*</sup> Proper use of forecasts of operating results, and other special matters

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# 1. Business Results and Financial Position

#### (1) Business Results

During this fiscal year, the Japanese economy continued on an overall trend of recovery, with a dual focus being placed on COVID-19 response and economic and social activity, a recovery in personal consumption, and an increase in corporate capital investment, among other measures. However, global inflation, monetary tightening particularly in Europe and the United States, and soaring prices for energy and raw materials, etc., evoked weakness and uncertainty in some areas.

Regarding the real estate market conditions, a robust sales trend continued in the housing sales market, with first-month contract rate exceeding 70% for the second year in a row in the Tokyo metropolitan area and completed housing inventories released for sale decreasing significantly to the level of approximately 10 years ago, etc. In the leasing office market, although vacancy rates are continuing at a high level for the recent few years as in the previous fiscal year, we saw demand for office relocations to higher value-added offices in line with the diversification of values and work styles. In addition, the retail and hotel market, which was severely affected by the COVID pandemic, showed an upward trend in sales and occupancy rates from the middle of the fiscal year onward as service consumption and inbound demand recovered due to the easing of restrictions on movement and entry into Japan, etc. In the real estate investment market, as in the previous fiscal year, the volume of property transactions remained strong particularly for logistics facilities and rental housing due to a good domestic fund procurement environment and strong appetite for investment by investors, and the size of the market continued to grow. Moreover, the real estate brokerage market continued robustly, with the number of transactions for used condominiums in the Tokyo metropolitan area proceeding at a high level and average transaction prices continuing to rise, etc., due to strong relocation demand.

In this business environment, the Nomura Real Estate Group (the "Group") posted the following business results for this fiscal year: Operating revenue of 654,735 million yen, which represents an increase of 9,686 million yen, or 1.5% year on year; operating profit of 99,598 million yen, an increase of 8,388 million yen, or 9.2%; business profit of 105,172 million yen, an increase of 12,406 million yen, or 13.4%; ordinary profit of 94,121 million yen, an increase of 11,563 million yen, or 14.0%; and profit attributable to owners of parent of 64,520 million yen, an increase of 9,208 million yen, or 16.6%.

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

An overview of business unit achievements is given below:

(Notes) 1. Operating revenue for each business unit includes internal sales and transfer amount among business units.

- 2. Total figures may not match due to the rounding of fractions.
- 3. As of April 1, 2022, the Company made the following changes and an organization restructure.
  - Overseas Business Unit was newly established and the classification of Overseas Business Division of Nomura Real
    Estate Development Co., Ltd. and overseas subsidiaries, etc., which had been classified under the "Other", have been
    reclassified.
  - Nomura Real Estate Development Co., Ltd. and Nomura Real Estate Building Co., Ltd. were merged (Nomura Real Estate Development Co., Ltd. as the surviving company). Due to this change, partial revisions were made to the method used to calculate the breakdown of operating revenue and to the method used to calculate the net lettable area and the vacancy rate. (The figures for the fiscal year ended March 31, 2022, are also calculated in accordance with the above change.)
  - Nomura Real Estate Hotels Co., Ltd. and UHM Co., Ltd. were merged (Nomura Real Estate Hotels Co., Ltd. as the surviving company).

#### <Residential Development Business Unit>

Operating revenue in this Business Unit totaled 302,480 million yen, which represents a decrease of 6,745 million yen, or 2.2% year on year, and business profit totaled 33,333 million yen, an increase of 782 million yen, or 2.4% year on year, resulting in a decrease in operating revenue and an increase in business profit compared with the previous fiscal year.

In regard to housing sales, 4,142 units were recorded as sales (a decrease of 187 units year on year), including PROUD TOWER Shibaura (Minato-ku, Tokyo), PROUD TOWER Kameido Cross (Koto-ku, Tokyo), OHANA Chigasaki (Chigasaki-shi, Kanagawa), PROUD Hankyu Tsukaguchi Ekimae (Amagasaki-shi, Hyogo) for condominiums, and PROUD SEASON Nerima Kasugacho Seikanomachi (Nerima-ku, Tokyo) for detached housings.

The number of housing contracted but not recorded as sales was 3,819 units as of the end of this fiscal year (an increase of 271 units year on year) and the contract progress rate against the scheduled housings sales for the next fiscal year was 74.8% at the beginning of the fiscal year ending March 31, 2024.

Number of units, sales, and outstanding contract amount as sold for the joint-venture projects are calculated based on the business's share.

# Breakdown of operating revenue

		FY2	2021	FY	2022	
		(From Ap	ril 1, 2021	(From April 1, 2022		
		to March	31, 2022)	to Marcl	131, 2023)	
		Housing units sold	Operating revenue	Housing units sold	Operating revenue	
		Housing units sold	(Millions of yen)	Housing units sold	(Millions of yen)	
	Tokyo metropolitan area	2,944 units	210,413	2,718 units	199,905	
	Kansai area	496 units	26,522	650 units	34,730	
Housing	Other	889 units	47,079	773 units	39,025	
sales	Subtotal	4,329 units	284,015	4,142 units	273,662	
	(Detached housing)	(451 units)	(29,990)	(353 units)	(25,186)	
Rental housing (Note)		-	5,621	-	8,603	
Senior / Other		-	19,588	-	20,214	
	Total	-	309,225	-	302,480	

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

## Housing sales period-end completed housing inventory (released for sale)

	As of March 31, 2022	As of March 31, 2023	
Tokyo metropolitan area	74 units	119 units	
Kansai area	18 units	43 units	
Other	38 units	60 units	
Total	130 units	222 units	
(Detached housing)	(0 units)	(0 units)	

#### Housing sales period-end completed housing inventory (unreleased)

	As of March 31, 2022	As of March 31, 2023
Total	253 units	199 units
(Detached housing)	(0 units)	(0 units)

## Housing sales contracted but not recorded as housing sales

	As of Marc	h 31, 2022	As of Marc	h 31, 2023
		Outstanding		Outstanding
	Housing units	contract amount	Housing units	contract amount
		(Millions of yen)		(Millions of yen)
Tokyo metropolitan area	2,555 units	197,478	2,968 units	251,819
Kansai area	439 units	23,687	421 units	23,501
Other	553 units	28,705	429 units	21,090
Total (Detached housing)	3,548 units (226 units)	249,870 (15,689)	3,819 units (205 units)	296,411 (15,810)

## <Commercial Real Estate Business Unit>

Operating revenue in this Business Unit totaled 199,309 million yen, which represents a decrease of 3,150 million yen, or 1.6% year on year, and business profit totaled 39,529 million yen, an increase of 938 million yen, or 2.4% year on year, resulting in a decrease in operating revenue and an increase in business profit compared with the previous fiscal year.

#### Breakdown of operating revenue

FY2021	FY2022	
(From April 1, 2021	(From April 1, 2022	
to March 31, 2022)	to March 31, 2023)	
(Millions of yen)	(Millions of yen)	
45,666	41,191	
12,302	16,195	
4,131	3,323	
106 451	07.471	
100,431	97,471	
12.077	16 796	
13,977	16,786	
13,624	15,040	
6,306	9,301	
202,460	199,309	
	(From April 1, 2021 to March 31, 2022) (Millions of yen)  45,666  12,302  4,131  106,451  13,977  13,624 6,306	

<sup>(</sup>Note) Property for sales refers to properties such as office building, retail facility and logistic facility developed for real estate investment market.

#### Net lettable area

	As of March 31, 2022	As of March 31, 2023
Office	658,902 m <sup>2</sup>	538,982 m <sup>2</sup>
Retail facility	131,873 m <sup>2</sup>	158,102 m <sup>2</sup>
Total	790,776 m <sup>2</sup>	697,085 m <sup>2</sup>

#### Vacancy rate (offices and retail facilities)

As of March 31, 2022	As of March 31, 2023
5.9%	4.8%

#### <Overseas Business Unit>

Operating revenue in this Business Unit totaled 6,770 million yen, which represents an increase of 4,141 million yen year on year, and business profit totaled 7,288 million yen, an increase of 6,996 million yen year on year, resulting in increases in both operating revenue and business profit compared with the previous fiscal year. Share of profit (loss) of entities accounted for using equity method included in business profit in this Business Unit was 4,836 million yen.

## Breakdown of operating revenue

	FY2021	FY2022	
	(From April 1, 2021	(From April 1, 2022	
	to March 31, 2022)	to March 31, 2023)	
	(Millions of yen)	(Millions of yen)	
Housing sales	1,785	5,876	
Leasing	692	657	
Other	150	235	
Total	2,628	6,770	

### <Investment Management Business Unit>

Operating revenue in this Business Unit totaled 13,632 million yen, which represents an increase of 827 million yen, or 6.5% year on year, and business profit totaled 8,089 million yen, an increase of 253 million yen, or 3.2% year on year, resulting in increases in both operating revenue and business profit compared with the previous fiscal year.

	FY2021	FY2022
	(From April 1, 2021	(From April 1, 2022
	to March 31, 2022)	to March 31, 2023)
	(Millions of yen)	(Millions of yen)
Operating revenue	12,804	13,632

#### Assets under management

		As of March 31, 2022	As of March 31, 2023
		(Millions of yen)	(Millions of yen)
Domestic asset	REITs	1,424,772	1,465,984
manager	Private funds, etc.	196,370	252,957
Overseas asset m	nanager	326,929	238,735
	Total	1,948,071	1,957,676

#### <Property Brokerage & CRE Business Unit>

Operating revenue in this Business Unit totaled 47,700 million yen, which represents an increase of 3,937 million yen, or 9.0% year on year, and business profit totaled 13,822 million yen, an increase of 2,106 million yen, or 18.0% year on year, resulting in increases in both operating revenue and business profit compared with the previous fiscal year.

This was mainly due to an increase in total transaction value in property brokerage.

#### Breakdown of operating revenue

Breakdo wir or operating revenue			
	FY2021	FY2022	
	(From April 1, 2021	(From April 1, 2022	
	to March 31, 2022)	to March 31, 2023)	
	(Millions of yen)	(Millions of yen)	
Property brokerage	39,833	45,257	
(retail business)	(21,825)	(24,071)	
(middle business)	(8,326)	(9,613)	
(wholesale business)	(9,681)	(11,571)	
Other	3,929	2,442	
Total	43,762	47,700	

The classification of property brokerage is as follows.

## Number of transactions and transaction value of property brokerage

	FY2021	FY2022
	(From April 1, 2021	(From April 1, 2022
	to March 31, 2022)	to March 31, 2023)
Number of transactions	10,081	9,985
Total transaction value (Millions of yen)	964,882	1,060,313

#### <Property & Facility Management Business Unit>

Operating revenue in this Business Unit totaled 105,474 million yen, which represents an increase of 6,244 million yen, or 6.3% year on year, and business profit totaled 9,878 million yen, an increase of 673 million yen, or 7.3% year on year, resulting in increases in both operating revenue and business profit compared with the previous fiscal year.

<sup>\*</sup>Retail business: Real estate brokerage business for individuals

<sup>\*</sup>Middle business: Real estate brokerage business for small and midsize companies, business owners, some individual investors and high net worth individuals

<sup>\*</sup>Wholesale business: Real estate brokerage business for large corporations, funds and overseas investors

# Breakdown of operating revenue

	FY2021	FY2022	
	(From April 1, 2021	(From April 1, 2022	
	to March 31, 2022)	to March 31, 2023)	
	(Millions of yen)	(Millions of yen)	
Property & facility management	58,264	59,502	
Construction ordered	35,215	39,875	
Other	5,750	6,096	
Total	99,230	105,474	

# Number of properties under management

	As of March 31, 2022	As of March 31, 2023
Buildings under management	772	782
Housings under management (unit)	186,549	189,574

# <Other>

Operating revenue totaled 282 million yen which represents an increase of 155 million yen year on year, and business profit totaled 147 million yen (business loss of the previous fiscal year was 199 million yen).

#### (2) Financial Position

(Assets, liabilities and net assets)

	As of March 31, 2022	As of March 31, 2023	Changes	Characa
	(Millions of yen)	(Millions of yen)	(Millions of yen)	Changes
Total assets	2,040,506	2,110,693	70,187	3.4%
Total liabilities	1,419,107	1,454,956	35,848	2.5%
(Of which, Interest-bearing debt)	(1,022,735)	(1,121,548)	(98,812)	(9.7%)
Net assets	621,398	655,737	34,338	5.5%
Shareholders' equity ratio	30.3%	31.0%	-	-
Debt / equity ratio	1.7	1.7	-	-

(Note) Debt / equity ratio = Interest-bearing debt / Shareholder's equity

Total assets were 2,110,693 million yen, which represents an increase of 70,187 million yen compared to the end of the previous fiscal year. This was mainly because inventories increased by 104,896 million yen and investment securities increased by 40,875 million yen, while other in current assets, including tax receivable due to income tax refund, decreased by 47,665 million yen and cash and deposits decreased by 39,974 million yen.

Total liabilities were 1,454,956 million yen, which represents an increase of 35,848 million yen compared to the end of the previous fiscal year. This was mainly because interest-bearing debt increased by 98,812 million yen, while deposits received decreased by 24,171 million yen, notes and accounts payable - trade decreased by 15,186 million yen, accounts payable decreased by 13,196 million yen and deferred tax liabilities decreased by 12,378 million yen.

Net assets were 655,737 million yen, which represents an increase of 34,338 million yen compared to the end of the previous fiscal year. This was mainly because retained earnings increased by 44,681 million yen and foreign currency translation adjustment increased by 2,093 million yen, while the company acquired treasury shares (decreased by 13,591 million yen).

The shareholders' equity ratio was 31.0%, an increase of 0.6 percentage point from the end of the previous fiscal year.

#### (3) Cash Flows

Cash and cash equivalents as of the end of this fiscal year totaled 27,770 million yen, which represents a decrease of 40,023 million yen compared to the end of the previous fiscal year.

The state and factors associated with each cash flow of this fiscal year are shown below.

(Cash flows from operating activities)

Net cash provided by (used in) operating activities decreased by 42,809 million yen (a year-on-year decrease of 95,602 million yen). This was mainly due to an increase in inventories, a decrease in deposits received and an increase in trade receivables, while profit before income taxes of 88,088 million yen was recorded.

(Cash flows from investing activities)

Net cash provided by (used in) investing activities decreased by 62,896 million yen (a year-on-year decrease of 16,618 million yen). This was mainly due to the purchase of property, plant and equipment and intangible assets and the purchase of investment securities.

(Cash flows from financing activities)

Net cash provided by (used in) financing activities increased by 65,675 million yen (a year-on-year increase of 75,295 million yen). This was mainly due to the fund procurement by long-term borrowings, while there were the payment of dividends and the purchase of treasury shares.

## (4) Consolidated Operating Result Forecasts

## <Consolidated Forecasts>

The Group expects the following consolidated results for the fiscal year ending March 31, 2024: Operating revenue of 750,000 million yen; operating profit of 103,000 million yen; business profit of 109,000 million yen; ordinary profit of 94,000 million yen; and profit attributable to owners of parent of 65,000 million yen.

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

	FY2023 (From April 1, 2023 to March 31, 2024) forecast (Millions of yen)	FY2022 (From April 1, 2022 to March 31, 2023) (Millions of yen)	Changes (Millions of yen)
Operating revenue	750,000	654,735	95,264
Operating profit	103,000	99,598	3,401
Business profit	109,000	105,172	3,827
Ordinary profit	94,000	94,121	(121)
Profit attributable to owners of parent	65,000	64,520	479

## <By Business Unit>

Forecasts for the fiscal year ending March 31, 2024 by Business Unit are as follows.

## Operating revenue

	FY2023 (From April 1, 2023 to March 31, 2024) forecast (Millions of yen)	FY2022 (From April 1, 2022 to March 31, 2023) (Millions of yen)	Changes (Millions of yen)
Residential Development	350,000	302,480	47,519
Commercial Real Estate	240,000	199,309	40,690
Overseas	5,000	6,770	(1,770)
Investment Management	14,000	13,632	367
Property Brokerage & CRE	46,000	47,700	(1,700)
Property & Facility Management	109,000	105,474	3,525
Other	0	282	(282)
Adjustments	(14,000)	(20,913)	6,913
Total	750,000	654,735	95,264

#### Business profit

	FY2023 (From April 1, 2023 to March 31, 2024) forecast (Millions of yen)	FY2022 (From April 1, 2022 to March 31, 2023) (Millions of yen)	Changes (Millions of yen)
Residential Development	35,000	33,333	1,666
Commercial Real Estate	45,000	39,529	5,470
Overseas	5,000	7,288	(2,288)
Investment Management	8,500	8,089	410
Property Brokerage & CRE	12,000	13,822	(1,822)
Property & Facility Management	10,000	9,878	121
Other	0	147	(147)
Adjustments	(6,500)	(6,917)	417
Total	109,000	105,172	3,827

#### (5) Basic Policy regarding Profit Distribution and Dividends for the Current and Next Fiscal Year

As for dividend, the Company set the year-end dividend for the fiscal year ended March 31, 2023 at 65.0 yen per share, which is an increase of 5.0 yen from forecasted. Combined with the second quarter-end dividend, the annual dividend per share is 120.0 yen. As a result, total return ratio during this fiscal year, which included the acquisition of treasury shares, is 47.6%.

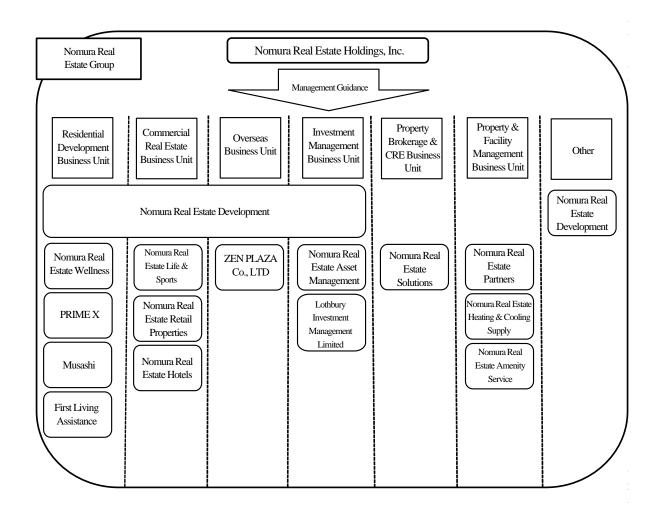
Under the Mid- to Long-term Business Plan, which was formulated in April 2022, the Company set a policy of the total return ratio to be 40-50% in Phase 1 (from fiscal year ended March 31, 2023 to fiscal year ending March 31, 2025). In regard to the dividend for the next fiscal year, the Company intends to set both the second quarter-end and the year-end dividend for the fiscal year ending March 31, 2024 at 65.0 yen per share, therefore the annual dividend per share is expected to be 130.0 yen.

#### 2. Group Companies

As of the end of this fiscal year, the Group comprises the Company and 87 affiliated companies (41 consolidated subsidiaries, and 46 unconsolidated subsidiaries accounted for using the equity method and affiliates), and the major business contents of the major consolidated subsidiaries are given below.

- <Residential Development Business Unit>
- •Nomura Real Estate Development Co., Ltd. is engaged in the development and sale of condominiums, detached housing and rental housing and the development of senior housing.
- ·Nomura Real Estate Wellness Co., Ltd. is engaged in the planning and operation of housings for the elderly.
- · Prime X Co., Ltd. is engaged in Internet advertisings.
- · Musashi Co., Ltd is engaged in the development and sale of systems related to real estate.
- · First Living Assistance Co., Ltd. provides services aimed at providing assistance to customers concerning their homes arrangements.
- <Commercial Real Estate Business Unit>
- Nomura Real Estate Development Co., Ltd. is engaged in the development, leasing and sale of office buildings, retail facilities, logistic facilities and other properties, and also in the entrusted management of office buildings and logistic facilities. The company is also involved in the planning and management of construction work.
- ·Nomura Real Estate Life & Sports Co., Ltd. is engaged in the management of fitness club business.
- ·Nomura Real Estate Retail Properties Co., Ltd. is engaged in the design and entrusted management of retail facilities.
- ·Nomura Real Estate Hotels Co., Ltd. is engaged in the planning and operation of hotels.
- <Overseas Business Unit>
- •Nomura Real Estate Development Co., Ltd. is engaged in the development and sale of condominiums and detached housing, and the development and leasing of offices buildings and other properties.
- ·ZEN PLAZA CO., LTD is engaged in leasing business of office building in Vietnam (Ho Chi Minh City).
- <Investment Management Business Unit>
- •Nomura Real Estate Asset Management Co., Ltd. provides investment management services including real estate investment trusts (REITs), private funds and real estate securitization products.
- Nomura Real Estate Development Co., Ltd. has equity interest in the funds managed by Nomura Real Estate Asset Management Co., Ltd.
- ·Lothbury Investment Management Limited provides investment management services including private funds and real estate securitization products.
- <Property Brokerage & CRE Business Unit>
- Nomura Real Estate Solutions Co., Ltd. is engaged in real estate brokerage and consulting business, as well as the insurance agency business.
- <Property & Facility Management Business Unit>
- •Nomura Real Estate Partners Co., Ltd. is engaged in the operation and management of condominiums and office buildings, as well as contracting for repair and tenant works associated with management, and also engages in operations in renovation business.
- ·Nomura Real Estate Heating and Cooling Supply Co., Ltd. operates a local cooling and heat supply business in Yokohama Business Park (Hodogaya-ku, Yokohama, Kanagawa).
- Nomura Real Estate Amenity Service Co., Ltd. is engaged in the entrusted cleaning of office buildings, mainly from Nomura Real Estate Partners Co., Ltd.
- <Other>
- ·Nomura Real Estate Development Co., Ltd. is engaged in the sale and leasing of land and buildings.

The matters described above are shown in the following systematic business diagram.



<sup>\*(</sup>Note) As of April 1, 2023, the merger has been carried out with PRIME X Co., Ltd. being the surviving company and Musashi Co., Ltd.

# 3. Basic Policies for Selecting Accounting Standards

The Group creates consolidated financial statements in accordance with the Japanese standards taking account of comparability of the consolidated financial statements over different accounting periods and between companies. The Group will adopt International Accounting Standards, as appropriate, considering shareholder composition and the movement of other domestic companies in the industry.

# (1)Consolidated Balance Sheets

		(Millions of yen)
	As of March 31, 2022	As of March 31, 2023
Assets		
Current assets		
Cash and deposits	69,038	29,063
Notes and accounts receivable - trade, and contract assets	22,025	40,890
Real estate for sale	371,504	447,194
Real estate for sale in process	333,860	368,384
Land held for development	188,417	182,714
Equity investments	33,871	32,320
Other	108,106	81,751
Allowance for doubtful accounts	(20)	(14)
Total current assets	1,126,802	1,182,306
Non-current assets		
Property, plant and equipment		
Buildings and structures	375,232	388,798
Accumulated depreciation	(175,069)	(206,164)
Buildings and structures, net	200,163	182,634
Land	497,599	477,013
Other	41,746	63,586
Accumulated depreciation	(13,123)	(16,761)
Other, net	28,623	46,824
Total property, plant and equipment	726,386	706,472
Intangible assets	19,933	20,384
Investments and other assets		
Investment securities	101,155	142,031
Leasehold and guarantee deposits	30,047	31,763
Deferred tax assets	27,322	18,756
Other	8,858	8,979
Allowance for doubtful accounts	(0)	(0)
Total investments and other assets	167,383	201,529
Total non-current assets	913,703	928,387
Total assets	2,040,506	2,110,693
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Short-term borrowings         108,500         117,86           Current portion of bends payable         10,000         20,000           Income taxes payable         22,299         13,27           Deposits received         43,857         19,68           Provision for bonuses         9,934         11,20           Provision for loss on business fiquidation         8           Other         81,838         79,38           Other         81,838         79,38           Total current liabilities         357,980         327,82           Non-current liabilities         150,000         130,00           Long-term borrowings         754,235         853,68           Leasehold and guarantee deposits received         59,301         58,44           Deferred tax liabilities for land revaluation         3,902         3,90           Deferred tax liabilities for land revaluation         3,902         3,90           Provision for share awards         3,567         4,33           Retirement benefit liabilities         1,66,44         15,11           Other         15,267         15,84           Total non-current liabilities         1,419,107         1,454,92           Net assets         114,903         115,44		As of March 31, 2022	As of March 31, 2023
Notes and accounts payable - trade         80,992         65,86           Short-term borrowings         108,500         117,86           Current portion of bonds payable         10,000         20,000           Income taxes payable         22,299         13,27           Deposits received         43,887         19,66           Provision for bonuses         9,934         11,20           Provision for bonuses for directors (and other officers)         549         60           Provision for loss on business liquidation         8         79,38           Other         81,838         79,38           Total current liabilities         357,980         327,82           Non-current liabilities         150,000         130,00           Long-term borrowings         754,235         853,68           Leaschold and guarantee deposits received         59,301         58,44           Deferred tax liabilities for land revaluation         3,902         39,00           Provision for share awards         3,567         4,30           Retirement benefit liability         16,644         15,11           Other         15,267         15,84           Total liabilities         1,061,127         1,127,12           Total liabilities <t< td=""><td>Liabilities</td><td></td><td></td></t<>	Liabilities		
Short-term borrowings         108,500         117,86           Current portion of bends payable         10,000         20,000           Income taxes payable         22,299         13,27           Deposits received         43,857         19,68           Provision for bonuses         9,934         11,20           Provision for loss on business fiquidation         8           Other         81,838         79,38           Other         81,838         79,38           Total current liabilities         357,980         327,82           Non-current liabilities         150,000         130,00           Long-term borrowings         754,235         853,68           Leasehold and guarantee deposits received         59,301         58,44           Deferred tax liabilities for land revaluation         3,902         3,90           Deferred tax liabilities for land revaluation         3,902         3,90           Provision for share awards         3,567         4,33           Retirement benefit liabilities         1,66,44         15,11           Other         15,267         15,84           Total non-current liabilities         1,419,107         1,454,92           Net assets         114,903         115,44	Current liabilities		
Current portion of bonds payable         10,000         20,000           Income taxes payable         22,299         13,277           Deposits received         43,857         19,68           Provision for bonuses         9,934         11,200           Provision for bonuses for directors (and other officers)         549         66           Provision for bonuses for directors (and other officers)         549         66           Provision for bonuses for directors (and other officers)         549         66           Other         81,838         79,38           Total current liabilities         357,980         327,82           Non-current liabilities         150,000         130,00           Long-term borrowings         754,235         83,68           Leasehold and guarantee deposits received         93,01         84,82           Deferred tax liabilities for land revaluation         3,902         3,90           Provision for share awards         3,567         4,30           Retirement benefit liability         16,644         15,11           Other         15,267         15,84           Total non-current liabilities         1,061,127         1,127,12           Total liabilities         11,49,107         1,454,95	Notes and accounts payable - trade	80,992	65,805
Income taxes payable	Short-term borrowings	108,500	117,864
Deposits received         43,857         19,68           Provision for bonuses         9,934         11,20           Provision for bonuses for directors (and other officers)         549         60           Provision for bonuses for directors (and other officers)         49         60           Other         81,838         79,38           Total current liabilities         357,980         327,82           Non-current liabilities         150,000         130,00           Long-term borrowings         754,235         835,68           Leaschold and guarantee deposits received         59,301         58,44           Deferred tax liabilities for land revaluation         3,902         3,90           Provision for share awards         3,567         4,30           Retirement benefit liability         16,644         15,11           Other         15,267         15,84           Total non-current liabilities         1,061,127         1,127,12           Total liabilities         1,419,107         1,454,95           Net assets         Share capital         118,604         119,05           Capital surplus         118,604         119,05           Capital surplus         114,949         15,44           Retained camings	Current portion of bonds payable	10,000	20,000
Provision for bonuses         9,934         11,20           Provision for bonuses for directors (and other officers)         549         60           Provision for bonuses for directors (and other officers)         8         70           Provision for loss on business liquidation         8         8           Other         81,838         79,38           Total current liabilities         357,980         327,82           Non-current liabilities         150,000         130,00           Long-term borrowings         754,235         833,68           Leaschold and guarantee deposits received         59,301         58,44           Deferred tax liabilities for land revaluation         3,902         3,90           Provision for share awards         3,567         4,33           Retirement benefit liability         16,644         15,11           Other         15,267         15,84           Total non-current liabilities         1,419,107         1,434,93           Net assets         1,419,107         1,435,93           Net assets         1,419,107         1,435,93           Net assets         118,604         119,05           Share capital         118,604         119,05           Capital surplus         114,993	Income taxes payable	22,299	13,278
Provision for bonuses for directors (and other officers)         549         60           Provision for loss on business liquidation         8           Other         81,838         79,38           Total current liabilities         357,980         327,82           Non-current liabilities         150,000         130,00           Bonds payable         150,000         130,00           Long-term borrowings         754,235         853,68           Leasehold and guarantee deposits received         59,301         58,44           Deferred tax liabilities for land revaluation         3,902         3,902           Deferred tax liabilities for land revaluation         3,902         3,90           Provision for share awards         3,567         4,33           Retirement benefit liability         16,644         15,11           Other         15,267         15,84           Total non-current liabilities         1,061,127         1,127,12           Total samplus         118,604         119,05           Net assets           Share capital         118,604         119,05           Capital surplus         118,604         119,05           Total shereholders' equity         604,15         63,610           Accumulated	Deposits received	43,857	19,686
Provision for loss on business liquidation         8           Other         81,838         79,38           Total current liabilities         357,980         327,82           Non-current liabilities         8           Bonds payable         150,000         130,00           Long-term borrowings         754,235         853,68           Leasehold and guarantee deposits received         59,301         58,44           Deferred tax liabilities         58,207         45,82           Deferred tax liabilities for land revaluation         3,902         3,90           Provision for share awards         3,567         4,33           Retirement benefit liability         16,644         15,11           Other         15,267         15,84           Total non-current liabilities         1,061,127         1,127,12           Total liabilities         1,49,107         1,454,95           Net assets         1,149,107         1,454,95           Net assets         114,993         115,44           Retained carnings         382,382         427,00           Total shareholders' equity         604,115         636,10           Accumulated other comprehensive income         4         4         4           Valu	Provision for bonuses	9,934	11,204
Other         81,838         79,38           Total current liabilities         357,980         327,82           Non-current liabilities         150,000         130,00           Bonds payable         150,000         130,00           Long-term borrowings         754,235         853,68           Leasehold and guarantee deposits received         59,301         58,44           Deferred tax liabilities for land revaluation         3,902         3,90           Provision for share awards         3,567         4,30           Retirement benefit liability         16,644         15,11           Other         15,267         15,84           Total non-current liabilities         1,061,127         1,127,12           Total liabilities         1,419,107         1,454,95           Net assets         Share capital         118,604         119,05           Capital surplus         114,993         115,44           Retained earnings         382,382         427,06           Treasury shares         (11,864)         (25,45           Total shareholders' equity         604,115         636,10           Accumulated other comprehensive income         4         4           Valuation difference on available-for-sale securities	Provision for bonuses for directors (and other officers)	549	600
Total current liabilities         357,980         327,82           Non-current liabilities         150,000         130,00           Long-term borrowings         754,235         853,68           Leaschold and guarantee deposits received         59,301         58,44           Deferred tax liabilities         58,207         45,82           Deferred tax liabilities for land revaluation         3,902         3,90           Provision for share awards         3,567         4,30           Retirement benefit liability         16,644         15,11           Other         15,267         15,84           Total non-current liabilities         1,061,127         1,127,12           Total liabilities         1,419,107         1,454,93           Net assets         Share capital         118,604         119,05           Capital surplus         118,604         119,05           Capital surplus         114,993         115,44           Retained earnings         382,382         427,06           Treasury shares         (11,864)         (25,456)           Total shareholders' equity         604,115         636,10           Accumulated other comprehensive income         7,337         5,75           Deferred tax liabilities	Provision for loss on business liquidation	8	4
Non-current liabilities   Bonds payable   150,000   130,000   130,000   10	Other	81,838	79,385
Bonds payable         150,000         130,00           Long-term borrowings         754,235         853,68           Leaschold and guarantee deposits received         59,301         58,44           Deferred tax liabilities         58,207         45,82           Deferred tax liabilities for land revaluation         3,902         3,90           Provision for share awards         3,567         4,30           Retirement benefit liability         16,644         15,11           Other         15,267         15,84           Total non-current liabilities         1,061,127         1,127,12           Total since capital         118,604         119,05           Share capital         118,604         119,05           Capital surplus         114,993         115,44           Retained earnings         382,382         427,06           Treasury shares         (11,864)         25,456           Total shareholders' equity         604,115         636,10           Accumulated other comprehensive income         7,337         5,75           Deferred gains or losses on hedges         332)         4           Revaluation reserve for land         7,868         7,86           Foreign currency translation adjustment         1,254 <td>Total current liabilities</td> <td>357,980</td> <td>327,829</td>	Total current liabilities	357,980	327,829
Long-term borrowings         754,235         853,68           Leaschold and guarantee deposits received         59,301         58,44           Deferred tax liabilities         58,207         45,82           Deferred tax liabilities for land revaluation         3,902         3,90           Provision for share awards         3,567         4,30           Retirement benefit liability         16,644         15,11           Other         15,267         15,84           Total non-current liabilities         1,061,127         1,127,12           Total liabilities         1,149,107         1,454,95           Net assets         Share capital         118,604         119,05           Capital surplus         114,993         115,44           Retained earnings         382,382         427,06           Treasury shares         (11,864)         (25,456           Total shareholders' equity         604,115         636,10           Accumulated other comprehensive income         7,337         5,75           Deferred gains or losses on hedges         (332)         4           Revaluation reserve for land         7,868         7,86           Foreign currency translation adjustment         1,254         3,34           Remeasuremen	Non-current liabilities		
Long-term borrowings         754,235         853,68           Leaschold and guarantee deposits received         59,301         58,44           Deferred tax liabilities         58,207         45,82           Deferred tax liabilities for land revaluation         3,902         3,90           Provision for share awards         3,567         4,30           Retirement benefit liability         16,644         15,11           Other         15,267         15,84           Total non-current liabilities         1,061,127         1,127,12           Total liabilities         1,149,107         1,454,95           Net assets         Share capital         118,604         119,05           Capital surplus         114,993         115,44           Retained earnings         382,382         427,06           Treasury shares         (11,864)         (25,456           Total shareholders' equity         604,115         636,10           Accumulated other comprehensive income         7,337         5,75           Deferred gains or losses on hedges         (332)         4           Revaluation reserve for land         7,868         7,86           Foreign currency translation adjustment         1,254         3,34           Remeasuremen	Bonds payable	150,000	130,000
Deferred tax liabilities         58,207         45,82           Deferred tax liabilities for land revaluation         3,902         3,902           Provision for share awards         3,567         4,30           Retirement benefit liability         16,644         15,11           Other         15,267         15,84           Total non-current liabilities         1,061,127         1,127,12           Total liabilities         1,419,107         1,454,95           Net assets           Share capital         118,604         119,05           Capital surplus         114,993         115,44           Retained eamings         382,382         427,06           Treasury shares         (11,864)         (25,456)           Total shareholders' equity         604,115         636,10           Accumulated other comprehensive income         Valuation difference on available-for-sale securities         7,337         5,75           Deferred gains or losses on hedges         (332)         4           Revaluation reserve for land         7,868         7,86           Foreign currency translation adjustment         1,254         3,34           Remeasurements of defined benefit plans         (1,481)         18           Total a		754,235	853,684
Deferred tax liabilities for land revaluation         3,902         3,902           Provision for share awards         3,567         4,30           Retirement benefit liability         16,644         15,11           Other         15,267         15,84           Total non-current liabilities         1,061,127         1,127,12           Total liabilities         1,419,107         1,454,95           Net assets         8         8           Share capital         118,604         119,05           Capital surplus         114,993         115,44           Retained earnings         382,382         427,06           Treasury shares         (11,864)         (25,450           Total shareholders' equity         604,115         636,10           Accumulated other comprehensive income         7,337         5,75           Deferred gains or losses on hedges         3322         4           Revaluation reserve for land         7,868         7,86           Foreign currency translation adjustment         1,254         3,34           Remeasurements of defined benefit plans         (1,481)         18           Total accumulated other comprehensive income         14,646         17,19           Share acquisition rights         927	Leasehold and guarantee deposits received	59,301	58,444
Provision for share awards         3,567         4,30           Retirement benefit liability         16,644         15,11           Other         15,267         15,84           Total non-current liabilities         1,061,127         1,127,12           Total liabilities         1,419,107         1,454,95           Net assets         8         8           Share capital         118,604         119,05           Capital surplus         114,993         115,44           Retained earnings         382,382         427,06           Treasury shares         (11,864)         (25,450           Total shareholders' equity         604,115         636,10           Accumulated other comprehensive income         7,337         5,75           Deferred gains or losses on hedges         (332)         4           Revaluation reserve for land         7,868         7,86           Foreign currency translation adjustment         1,254         3,34           Remeasurements of defined benefit plans         (1,481)         18           Total accumulated other comprehensive income         14,646         17,19           Share acquisition rights         927         65           Non-controlling interests         1,708         1,77	Deferred tax liabilities	58,207	45,829
Retirement benefit liability         16,644         15,11           Other         15,267         15,84           Total non-current liabilities         1,061,127         1,127,12           Total liabilities         1,419,107         1,454,95           Net assets         Shareholders' equity         118,604         119,05           Capital surplus         114,993         115,44           Retained earnings         382,382         427,06           Treasury shares         (11,864)         (25,456)           Total shareholders' equity         604,115         636,10           Accumulated other comprehensive income         7,337         5,75           Deferred gains or losses on hedges         (332)         4           Revaluation reserve for land         7,868         7,86           Foreign currency translation adjustment         1,254         3,34           Remeasurements of defined benefit plans         (1,481)         18           Total accumulated other comprehensive income         14,646         17,19           Share acquisition rights         927         65           Non-controlling interests         1,708         1,77           Total net assets         621,398         655,73	Deferred tax liabilities for land revaluation	3,902	3,903
Other         15,267         15,84           Total non-current liabilities         1,061,127         1,127,12           Total liabilities         1,419,107         1,454,95           Net assets         Shareholders' equity           Share capital         118,604         119,05           Capital surplus         114,993         115,44           Retained earnings         382,382         427,06           Treasury shares         (11,864)         (25,450           Total shareholders' equity         604,115         636,10           Accumulated other comprehensive income         7,337         5,75           Deferred gains or losses on hedges         (332)         4           Revaluation reserve for land         7,868         7,86           Foreign currency translation adjustment         1,254         3,34           Remeasurements of defined benefit plans         (1,481)         18           Total accumulated other comprehensive income         14,646         17,19           Share acquisition rights         927         65           Non-controlling interests         1,708         1,708           Non-controlling interests         621,398         655,73	Provision for share awards	3,567	4,300
Total non-current liabilities         1,061,127         1,127,12           Total liabilities         1,419,107         1,454,95           Net assets         Shareholders' equity           Share capital         118,604         119,05           Capital surplus         114,993         115,44           Retained earnings         382,382         427,06           Treasury shares         (11,864)         (25,450           Total shareholders' equity         604,115         636,10           Accumulated other comprehensive income         7,337         5,75           Deferred gains or losses on hedges         (332)         4           Revaluation reserve for land         7,868         7,86           Foreign currency translation adjustment         1,254         3,34           Remeasurements of defined benefit plans         (1,481)         18           Total accumulated other comprehensive income         14,646         17,19           Share acquisition rights         927         65           Non-controlling interests         1,708         1,708           Total net assets         621,398         655,73	Retirement benefit liability	16,644	15,115
Total liabilities         1,419,107         1,454,95           Net assets         Shareholders' equity         118,604         119,05           Capital surplus         114,993         115,44           Retained earnings         382,382         427,06           Treasury shares         (11,864)         (25,450           Total shareholders' equity         604,115         636,10           Accumulated other comprehensive income         7,337         5,75           Deferred gains or losses on hedges         (332)         4           Revaluation reserve for land         7,868         7,86           Foreign currency translation adjustment         1,254         3,34           Remeasurements of defined benefit plans         (1,481)         18           Total accumulated other comprehensive income         14,646         17,19           Share acquisition rights         927         65           Non-controlling interests         1,708         1,777           Total net assets         621,398         655,73	Other	15,267	15,849
Net assets           Shareholders' equity         118,604         119,05           Capital surplus         114,993         115,44           Retained earnings         382,382         427,06           Treasury shares         (11,864)         (25,456           Total shareholders' equity         604,115         636,10           Accumulated other comprehensive income         7,337         5,75           Deferred gains or losses on hedges         (332)         4           Revaluation reserve for land         7,868         7,86           Foreign currency translation adjustment         1,254         3,34           Remeasurements of defined benefit plans         (1,481)         18           Total accumulated other comprehensive income         14,646         17,19           Share acquisition rights         927         65           Non-controlling interests         1,708         1,777           Total net assets         621,398         655,73	Total non-current liabilities	1,061,127	1,127,127
Net assets           Shareholders' equity         118,604         119,05           Capital surplus         114,993         115,44           Retained earnings         382,382         427,06           Treasury shares         (11,864)         (25,456)           Total shareholders' equity         604,115         636,10           Accumulated other comprehensive income         7,337         5,75           Deferred gains or losses on hedges         (332)         4           Revaluation reserve for land         7,868         7,86           Foreign currency translation adjustment         1,254         3,34           Remeasurements of defined benefit plans         (1,481)         18           Total accumulated other comprehensive income         14,646         17,19           Share acquisition rights         927         65           Non-controlling interests         1,708         1,777           Total net assets         621,398         655,73	Total liabilities	1,419,107	1,454,956
Share capital       118,604       119,05         Capital surplus       114,993       115,44         Retained earnings       382,382       427,06         Treasury shares       (11,864)       (25,456)         Total shareholders' equity       604,115       636,10         Accumulated other comprehensive income       7,337       5,75         Deferred gains or losses on hedges       (332)       4         Revaluation reserve for land       7,868       7,86         Foreign currency translation adjustment       1,254       3,34         Remeasurements of defined benefit plans       (1,481)       18         Total accumulated other comprehensive income       14,646       17,19         Share acquisition rights       927       65         Non-controlling interests       1,708       1,777         Total net assets       621,398       655,73	Net assets		
Share capital       118,604       119,05         Capital surplus       114,993       115,44         Retained earnings       382,382       427,06         Treasury shares       (11,864)       (25,456)         Total shareholders' equity       604,115       636,10         Accumulated other comprehensive income       7,337       5,75         Deferred gains or losses on hedges       (332)       4         Revaluation reserve for land       7,868       7,86         Foreign currency translation adjustment       1,254       3,34         Remeasurements of defined benefit plans       (1,481)       18         Total accumulated other comprehensive income       14,646       17,19         Share acquisition rights       927       65         Non-controlling interests       1,708       1,777         Total net assets       621,398       655,73	Shareholders' equity		
Capital surplus       114,993       115,44         Retained earnings       382,382       427,06         Treasury shares       (11,864)       (25,456)         Total shareholders' equity       604,115       636,10         Accumulated other comprehensive income       7,337       5,75         Deferred gains or losses on hedges       (332)       4         Revaluation reserve for land       7,868       7,86         Foreign currency translation adjustment       1,254       3,34         Remeasurements of defined benefit plans       (1,481)       18         Total accumulated other comprehensive income       14,646       17,19         Share acquisition rights       927       65         Non-controlling interests       1,708       1,77         Total net assets       621,398       655,73	* *	118,604	119,054
Retained earnings       382,382       427,06         Treasury shares       (11,864)       (25,456)         Total shareholders' equity       604,115       636,10         Accumulated other comprehensive income       Valuation difference on available-for-sale securities       7,337       5,75         Deferred gains or losses on hedges       (332)       4         Revaluation reserve for land       7,868       7,86         Foreign currency translation adjustment       1,254       3,34         Remeasurements of defined benefit plans       (1,481)       18         Total accumulated other comprehensive income       14,646       17,19         Share acquisition rights       927       65         Non-controlling interests       1,708       1,77         Total net assets       621,398       655,73			115,444
Treasury shares         (11,864)         (25,456)           Total shareholders' equity         604,115         636,10           Accumulated other comprehensive income	• •		427,064
Total shareholders' equity         604,115         636,10           Accumulated other comprehensive income         7,337         5,75           Valuation difference on available-for-sale securities         7,337         5,75           Deferred gains or losses on hedges         (332)         4           Revaluation reserve for land         7,868         7,86           Foreign currency translation adjustment         1,254         3,34           Remeasurements of defined benefit plans         (1,481)         18           Total accumulated other comprehensive income         14,646         17,19           Share acquisition rights         927         65           Non-controlling interests         1,708         1,77           Total net assets         621,398         655,73			(25,456)
Accumulated other comprehensive income       7,337       5,75         Valuation difference on available-for-sale securities       7,337       5,75         Deferred gains or losses on hedges       (332)       4         Revaluation reserve for land       7,868       7,86         Foreign currency translation adjustment       1,254       3,34         Remeasurements of defined benefit plans       (1,481)       18         Total accumulated other comprehensive income       14,646       17,19         Share acquisition rights       927       65         Non-controlling interests       1,708       1,77         Total net assets       621,398       655,73	·		636,107
Valuation difference on available-for-sale securities       7,337       5,75         Deferred gains or losses on hedges       (332)       4         Revaluation reserve for land       7,868       7,86         Foreign currency translation adjustment       1,254       3,34         Remeasurements of defined benefit plans       (1,481)       18         Total accumulated other comprehensive income       14,646       17,19         Share acquisition rights       927       65         Non-controlling interests       1,708       1,77         Total net assets       621,398       655,73		· · · · · · · · · · · · · · · · · · ·	
Deferred gains or losses on hedges       (332)       4         Revaluation reserve for land       7,868       7,86         Foreign currency translation adjustment       1,254       3,34         Remeasurements of defined benefit plans       (1,481)       18         Total accumulated other comprehensive income       14,646       17,19         Share acquisition rights       927       65         Non-controlling interests       1,708       1,77         Total net assets       621,398       655,73	-	7.337	5,755
Revaluation reserve for land       7,868       7,868         Foreign currency translation adjustment       1,254       3,34         Remeasurements of defined benefit plans       (1,481)       18         Total accumulated other comprehensive income       14,646       17,19         Share acquisition rights       927       65         Non-controlling interests       1,708       1,77         Total net assets       621,398       655,73			40
Foreign currency translation adjustment         1,254         3,34           Remeasurements of defined benefit plans         (1,481)         18           Total accumulated other comprehensive income         14,646         17,19           Share acquisition rights         927         65           Non-controlling interests         1,708         1,77           Total net assets         621,398         655,73			7,868
Remeasurements of defined benefit plans         (1,481)         18           Total accumulated other comprehensive income         14,646         17,19           Share acquisition rights         927         65           Non-controlling interests         1,708         1,77           Total net assets         621,398         655,73			3,348
Total accumulated other comprehensive income         14,646         17,19           Share acquisition rights         927         65           Non-controlling interests         1,708         1,77           Total net assets         621,398         655,73			186
Share acquisition rights         927         65           Non-controlling interests         1,708         1,77           Total net assets         621,398         655,73			17,199
Non-controlling interests         1,708         1,777           Total net assets         621,398         655,73		·	658
Total net assets 621,398 655,73			
<u> </u>			
10tal liabilities and net assets 7.000 506 2.110.60	Total liabilities and net assets	2,040,506	2,110,693

# (2) Consolidated Statements of Income and Consolidated Statements of Comprehensive Income (Consolidated Statements of Income)

<del>-</del>	<u> </u>	(Millions of yen
	Fiscal year ended March 31, 2022	Fiscal year ended March 31, 2023
Operating revenue	645,049	654,735
Operating costs	<b>%</b> 1 439,737	<b>%1 432,073</b>
Operating gross profit	205,312	222,662
Selling, general and administrative expenses	114,101	123,064
Operating profit	91,210	99,598
Non-operating income	·	·
Interest income	70	111
Dividend income	97	54
Share of profit of entities accounted for using equity method	895	4,872
Subsidy for cooperation income	269	_
Other	513	1,011
Total non-operating income	1,846	6,050
Non-operating expenses		
Interest expenses	8,825	10,221
Other	1,673	1,306
Total non-operating expenses	10,499	11,527
Ordinary profit	82,557	94,121
Extraordinary income		
Gain on sale of non-current assets	_	6,873
Total extraordinary income	_	6,873
Extraordinary losses		,
Impairment losses	568	7,911
Loss on building reconstruction	655	4,993
Loss on COVID-19	281	<del>-</del>
Total extraordinary losses	1,505	12,905
Profit before income taxes	81,052	88,088
Income taxes - current	32,301	27,737
Income taxes - deferred	(6,629)	(4,349)
Total income taxes	25,671	23,387
Profit	55,380	64,701
Profit attributable to non-controlling interests	68	180
Profit attributable to owners of parent	55,312	64,520

		(Millions of yen)
	Fiscal year ended March 31, 2022	Fiscal year ended March 31, 2023
Profit	55,380	64,701
Other comprehensive income		
Valuation difference on available-for-sale securities	(487)	(1,589)
Deferred gains or losses on hedges	1,009	373
Revaluation reserve for land	(8)	(0)
Foreign currency translation adjustment	1,611	1,328
Remeasurements of defined benefit plans, net of tax	498	1,667
Share of other comprehensive income of entities accounted for using equity method	809	813
Total other comprehensive income	3,434	2,593
Comprehensive income	58,814	67,294
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	58,572	67,073
Comprehensive income attributable to non-controlling interests	242	221

(Millions of yen)

	Shareholders' equity						
	Share capital	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity		
Balance at beginning of period	118,043	114,433	369,597	(30,125)	571,948		
Changes during period							
Issuance of new shares	560	560			1,120		
Dividends of surplus			(15,515)		(15,515)		
Profit attributable to owners of parent			55,312		55,312		
Purchase of treasury shares				(8,957)	(8,957)		
Disposal of treasury shares				214	214		
Transfer from retained earnings to capital surplus		27,004	(27,004)		_		
Cancellation of treasury shares		(27,004)		27,004	_		
Change in ownership interest of parent due to transactions with non- controlling interests					-		
Reversal of revaluation reserve for land			(7)		(7)		
Net changes in items other than shareholders' equity					_		
Total changes during period	560	560	12,785	18,260	32,167		
Balance at end of period	118,604	114,993	382,382	(11,864)	604,115		

		Acci	umulated other	comprehensive	income				
	Valuation difference on available- for-sale securities	Deferred gains or losses on hedges	Revaluation reserve for land	Foreign currency translation adjustment	Remeasurem ents of defined benefit plans	Total accumulated other comprehensive income	Share acquisition rights	Non- controlling interests	Total net assets
Balance at beginning of period	7,827	(1,342)	7,869	(995)	(1,979)	11,379	1,406	1,616	586,350
Changes during period									
Issuance of new shares									1,120
Dividends of surplus									(15,515)
Profit attributable to owners of parent									55,312
Purchase of treasury shares									(8,957)
Disposal of treasury shares									214
Transfer from retained earnings to capital surplus									-
Cancellation of treasury shares									_
Change in ownership interest of parent due to transactions with non- controlling interests									-
Reversal of revaluation reserve for land									(7)
Net changes in items other than shareholders' equity	(489)	1,009	(0)	2,249	498	3,267	(478)	92	2,880
Total changes during period	(489)	1,009	(0)	2,249	498	3,267	(478)	92	35,047
Balance at end of period	7,337	(332)	7,868	1,254	(1,481)	14,646	927	1,708	621,398

(Millions of yen)

	Shareholders' equity						
	Share capital	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity		
Balance at beginning of period	118,604	114,993	382,382	(11,864)	604,115		
Changes during period							
Issuance of new shares	450	450			901		
Dividends of surplus			(19,838)		(19,838)		
Profit attributable to owners of parent			64,520		64,520		
Purchase of treasury shares				(14,325)	(14,325)		
Disposal of treasury shares				734	734		
Transfer from retained earnings to capital surplus					_		
Cancellation of treasury shares					_		
Change in ownership interest of parent due to transactions with non-controlling interests					-		
Reversal of revaluation reserve for land					-		
Net changes in items other than shareholders' equity					_		
Total changes during period	450	450	44,681	(13,591)	31,992		
Balance at end of period	119,054	115,444	427,064	(25,456)	636,107		

		Acci	umulated other	comprehensive	income				
	Valuation difference on available- for-sale securities	Deferred gains or losses on hedges	Revaluation reserve for land	Foreign currency translation adjustment	Remeasurem ents of defined benefit plans	Total accumulated other comprehensive income	Share acquisition rights	Non- controlling interests	Total net assets
Balance at beginning of period	7,337	(332)	7,868	1,254	(1,481)	14,646	927	1,708	621,398
Changes during period									
Issuance of new shares									901
Dividends of surplus									(19,838)
Profit attributable to owners of parent									64,520
Purchase of treasury shares									(14,325)
Disposal of treasury shares									734
Transfer from retained earnings to capital surplus									_
Cancellation of treasury shares									_
Change in ownership interest of parent due to transactions with non-controlling interests									-
Reversal of revaluation reserve for land									_
Net changes in items other than shareholders' equity	(1,582)	373	(0)	2,093	1,667	2,552	(269)	63	2,346
Total changes during period	(1,582)	373	(0)	2,093	1,667	2,552	(269)	63	34,338
Balance at end of period	5,755	40	7,868	3,348	186	17,199	658	1,772	655,737

		(Millions of yen)
	Fiscal year ended March 31, 2022	Fiscal year ended March 31, 2023
Cash flows from operating activities		
Profit before income taxes	81,052	88,088
Depreciation	19,089	20,593
Impairment losses	568	7,911
Gain on sale of non-current assets	_	(6,873)
Share of loss (profit) of entities accounted for using equity method	(895)	(4,872)
Increase (decrease) in allowance for doubtful accounts	6	(6)
Increase (decrease) in provision for loss on business liquidation	(5)	(3)
Increase (decrease) in retirement benefit liability	426	(1,530)
Interest and dividend income	(167)	(165)
Interest expenses	8,825	10,221
Decrease (increase) in trade receivables	(2,690)	(18,824)
Decrease (increase) in inventories	1,092	(85,968)
Decrease (increase) in equity investments	(5,077)	2,135
Increase (decrease) in trade payables	20,233	(15,208)
Increase (decrease) in deposits received	18,714	(24,176)
Other, net	(9,592)	(11,378)
Subtotal	131,580	(40,058)
Interest and dividends received	427	385
Interest paid	(8,386)	(9,484)
Income taxes refund (paid)	(70,828)	6,348
Net cash provided by (used in) operating activities	52,793	(42,809)
Cash flows from investing activities	,	( , , ,
Purchase of investment securities	(9,958)	(34,486)
Proceeds from sales and liquidation of investment securities	38	(= 1,100)
Purchase of shares of subsidiaries resulting in change in scope of consolidation	(89)	_
Purchase of property, plant and equipment and intangible assets	(36,618)	(44,064)
Proceeds from sale of property, plant and equipment and intangible assets	237	16,749
Payments of leasehold and guarantee deposits	(2,489)	(1,516)
Proceeds from refund of leasehold and guarantee deposits	1,552	1,601
Repayments of lease and guarantee deposits received	(5,728)	(5,779)
Proceeds from lease and guarantee deposits received	5,536	4,646
Other, net	1,242	(46)
Net cash provided by (used in) investing activities	(46,277)	(62,896)

	Fiscal year ended March 31, 2022	Fiscal year ended March 31, 2023
Cash flows from financing activities		
Net increase (decrease) in short-term borrowings	8,500	(756)
Repayments of finance lease liabilities	(104)	(234)
Proceeds from long-term borrowings	71,722	178,204
Repayments of long-term borrowings	(56,053)	(69,000)
Proceeds from issuance of shares	667	639
Redemption of bonds	(10,000)	(10,000)
Proceeds from sale of treasury shares	248	388
Purchase of treasury shares	(8,982)	(14,379)
Dividends paid	(15,515)	(19,838)
Dividends paid to non-controlling interests	(97)	(158)
Proceeds from investments in silent partnerships	_	810
Purchase of shares of subsidiaries not resulting in change in scope of consolidation	(5)	_
Net cash provided by (used in) financing activities	(9,619)	65,675
Effect of exchange rate change on cash and cash equivalents	273	6
Net increase (decrease) in cash and cash equivalents	(2,831)	(40,023)
Cash and cash equivalents at beginning of period	70,624	67,793
Cash and cash equivalents at end of period	67,793	27,770

#### (5) Notes to Consolidated Financial Statements

(Notes to Going Concern Assumptions)

Not applicable.

(Changes in Accounting Policies)

Application of the Implementation Guidance on Accounting Standard for Fair Value Measurement

The Company has applied the "Implementation Guidance on Accounting Standard for Fair Value Measurement" (ASBJ Guidance No. 31, June 17, 2021), from the beginning of the fiscal year ended March 31, 2023. The Company has prospectively applied new accounting policies based on the Implementation Guidance on Accounting Standard for Fair Value Measurement, in accordance with the transitional measurement in Article 27-2 of the Implementation Guidance on Accounting Standard for Fair Value Measurement. There is no impact of application of the Implementation Guidance on Accounting Standard for Fair Value Measurement on consolidated financial statements for the fiscal year ended March 31, 2023.

#### (Notes to Consolidated Statements of Income)

\*1 Inventory at the end of the fiscal year is the amount after devaluation of the book value in connection with decline in profitability, and the following loss on valuation of inventories is included in the cost of sales.

	(Millions of yen)
FY2021	FY2022
(From April 1, 2021	(From April 1, 2022
 to March 31, 2022)	to March 31, 2023)
3,022	176

(Real Estate for Rent)

Some of the Company's consolidated subsidiaries own rental office buildings and rental retail facilities (including land) in Tokyo and other regions. Some rental office buildings are regarded as properties including the portion used as rental properties since they are used by the Company and certain consolidated subsidiaries.

The book values in the Consolidated Balance Sheet, changes during the fiscal year, and fair values of these rental properties and properties including the portion used as rental properties are as follows.

(Millions of yen)

		FY2021	FY2022	
		(From April 1, 2021	(From April 1, 2022	
		to March 31, 2022)	to March 31, 2023)	
Real estate for ren	t			
Book value in the	ne consolidated balance sheets			
	Balance at the beginning of the fiscal year	636,953	639,024	
	Changes during the fiscal year	2,071	(20,901)	
	Balance at the end of the fiscal year	639,024	618,122	
Fair value at the end of the fiscal year		853,867	836,951	
Properties including	ng the portion used as real estate for rent			
Book value in the	ne consolidated balance sheets			
	Balance at the beginning of the fiscal year	25,831	25,758	
	Changes during the fiscal year	(72)	(418)	
	Balance at the end of the fiscal year	25,758	25,340	
Fair value at the	end of the fiscal year	57,920	59,040	

- (Notes) 1. Book values in the consolidated balance sheet are the amounts determined by deducting accumulated depreciation from the acquisition cost.
  - 2. Fair values as of March 31, 2022 and 2023 are determined based primarily on values according to Real Estate Appraisal Standards (including adjustments based on certain indexes). However, if no significant fluctuations in certain appraisal values or indexes considered to appropriately reflected market values have occurred since the time of acquisition from third party or the time of the most recent appraisal, the Group bases the fair value on an amount that has been adjusted using the aforesaid values or indexes.

#### (Segment Information)

#### [Segment information]

Information regarding sales, gains or losses, assets, liabilities and others, by reportable segment

FY2021 (From April 1, 2021 to March 31, 2022)

(Millions of yen)

	Reportable segments										Amount
	Residential  Development	Commercial Real Estate	Overseas	Investment Management	Property Brokerage & CRE	Property & Facility Management	Subtotal	Other (Note) 1	Total	Adjustments (Note) 2	recorded in consolidated financial statements (Note) 3
Operating revenue  External customers	308,214	195,524	2,628	12,724	40,564	85,334	644,990	58	645,049	-	645,049
Internal sales and transfer amount among segments	1,011	6,935	-	79	3,198	13,895	25,120	67	25,188	(25,188)	-
Subtotal	309,225	202,460	2,628	12,804	43,762	99,230	670,110	126	670,237	(25,188)	645,049
Operating profit (Note) 3	32,519	38,286	(512)	7,515	11,713	9,114	98,636	(199)	98,437	(7,227)	91,210
Share of profit (loss) of entities accounted for using equity method (Note) 3	27	30	772	-	3	61	895	1	895	1	895
Amortization of intangible assets associated with corporate acquisitions (Note) 3	3	273	31	321	-	29	659	-	659	-	659
Segment profit or loss (Business profit or loss) (Note) 3	32,550	38,590	291	7,836	11,716	9,205	100,191	(199)	99,992	(7,227)	92,765
Segment assets	514,546	1,204,549	117,010	43,220	35,787	48,881	1,963,995	777	1,964,772	75,733	2,040,506
Other items  Depreciation  Investment in affiliate accounted for using equity method	486 556	16,071 1,011	131 92,711	298	538 95	750 323	18,277 94,698	3	18,281 94,698	808 683	19,089 95,382
Increase in property, plant and equipment and intangible assets	1,381	45,519	293	25	668	460	48,348	6	48,355	2,351	50,706

(Notes) 1. The "Other" category represents operating segments that are not included in reportable segments.

- 2. (1) The deduction of 7,227 million yen shown in the adjustments column for segment profit or loss (business profit or loss) includes elimination of intersegment transactions of 2,426 million yen and a deduction of 9,653 million yen for corporate expenses not allocated to each reportable segment. These corporate expenses mainly consist of general and administrative expenses not attributable to reportable segments.
  - (2) The addition of 75,733 million yen shown in the adjustments column for segment assets includes a deduction of 69,609 million yen for the elimination of inter-segment transactions and an addition of 145,343 million yen for corporate assets not allocated to each reportable segment.
- 3. Segment profit or loss (Business profit or loss) = operating profit + share of profit (loss) of entities accounted for using equity method + amortization of intangible assets associated with corporate acquisitions

(Millions of yen)

										(IVIIIIOI	is or you
			Repo	ortable segn	nents						Amount
	Residential Development	Commercial Real Estate	Overseas	Investment Management	Property Brokerage & CRE	Property & Facility Management	Subtotal	Other (Note) 1	Total	Adjustments (Note) 2	recorded in consolidated financial statements (Note) 3
Operating revenue											
External customers	301,496	196,844	6,769	13,444	45,419	90,482	654,457	277	654,735	-	654,735
Internal sales and											
transfer amount	983	2,465	0	187	2,280	14,991	20,908	4	20,913	(20,913)	-
among segments											
Subtotal	302,480	199,309	6,770	13,632	47,700	105,474	675,366	282	675,649	(20,913)	654,735
Operating profit (Note) 3	33,323	39,231	2,414	7,796	13,785	9,816	106,368	147	106,516	(6,917)	99,598
Share of profit (loss) of entities accounted for using equity method (Note) 3	(6)	23	4,836	(51)	37	32	4,872	-	4,872	-	4,872
Amortization of intangible assets associated with corporate acquisitions (Note) 3	15	273	37	344	-	29	700	1	700	'	700
Segment profit or loss (Business profit	33,333	39,529	7,288	8,089	13,822	9,878	111,942	147	112,089	(6,917)	105,172
or loss) (Note) 3											
Segment assets	607,382	1,225,125	160,942	44,064	29,088	51,368	2,117,972	1,324	2,119,296	(8,602)	2,110,693
Other items		16010		25.		<b></b>	10.050		10.6=0		20.500
Depreciation  Investment in affiliate accounted for using equity method	1,131	1,025	149 130,400	354 559	569 142	749 355	19,269 133,034	9	19,278 133,034	1,314 817	20,593
Increase in property, plant and equipment and intangible assets	2,103	28,806	948	25	947	251	33,082	-	33,082	2,058	35,140

(Notes) 1. The "Other" category represents operating segments that are not included in reportable segments.

- 2. (1) The deduction of 6,917 million yen shown in the adjustments column for segment profit or loss (business profit or loss) includes elimination of intersegment transactions of 3,187 million yen and a deduction of 10,105 million yen for corporate expenses not allocated to each reportable segment. These corporate expenses mainly consist of general and administrative expenses not attributable to reportable segments.
  - (2) The deduction of 8,602 million yen shown in the adjustments column for segment assets includes a deduction of 59,013 million yen for the elimination of inter-segment transactions and an addition of 50,410 million yen for corporate assets not allocated to each reportable segment.
- 3. Segment profit or loss (Business profit or loss) = operating profit + share of profit (loss) of entities accounted for using equity method + amortization of intangible assets associated with corporate acquisitions

### [Notes relating to changes in reportable segments, etc.]

From the beginning of the fiscal year ended March 31, 2023 Overseas Business Unit was added as a reportable segment with a restructuring of the organizational structure. The Overseas Business Division of Nomura Real Estate Development Co., Ltd. and overseas subsidiaries, etc., which had been classified under the Other, have been reclassified under the Overseas Business Unit. The figures by

reportable segment for the previous fiscal year are classified under the new reportable segment.

# [Impairment losses on non-current assets by reportable segment]

FY2021 (From April 1, 2021 to March 31, 2022)

(Millions of yen)

	Residential  Development	Commercial Real Estate	Overseas	Investment Management	Property Brokerage & CRE	Property & Facility Management	Total
Impairment losses	-	568	-	-	-	-	568

# FY2022 (From April 1, 2022 to March 31, 2023)

(Millions of yen)

	Residential  Development	Commercial Real Estate	Overseas	Investment  Management	Property Brokerage & CRE	Property & Facility Management	Total
Impairment losses	1	7,911	1	-	-	-	7,911

# (Per Share Information)

` <u> </u>		
	FY2021	FY2022
	(From April 1, 2021	(From April 1, 2022
	to March 31, 2022)	to March 31, 2023)
Net assets per share	3,478.14 yen	3,756.30 yen
Basic earnings per share	307.81 yen	365.26 yen
Diluted earnings per share	306.89 yen	364.35 yen

(Note) The basis for the calculation of basic earnings per share and diluted earnings per share is as follows.

Note) The basis for the calculation of basic earnings per sha	FY2021	FY2022
	(From April 1, 2021	(From April 1, 2022
	to March 31, 2022)	to March 31, 2023)
Basic earnings per share		
Profit attributable to owners of parent (Millions of	55 212	64,520
yen)	55,312	04,520
Profit not attributed to common shareholders		
(Millions of yen)	-	
Profit attributable to owners of parent available to	55 212	(4.50)
common stock (Millions of yen)	55,312	64,520
Average number of shares of common stock		
outstanding during the period	179,695	176,64
(Thousand shares)		
Diluted earnings per share		
Adjustment for profit attributable to owners of parent		
(Millions of yen)	-	
Increase in number of shares of common stock	540	4.42
(Thousand shares)	340	443
Of which, stock acquisition rights	(540)	(4.42
(Thousand shares)	(540)	(443
Description of potentially dilutive common shares not	-	-
included in the computation of diluted earnings per		
share because of their anti-dilutive effect		

(Note) For the purposes of calculating net assets per share, the Company's shares owned by the executive compensation BIP (Board Incentive Plan) trust and ESOP (Employee Stock Ownership Plan) are included in the treasury shares deducted from the total number of shares issued at end of period. In calculating the basic earnings per share and diluted earnings per share, the said shares are included in the treasury shares deducted in the calculation of the average number of shares outstanding during the period. The number of the treasury shares at the end of period deducted in calculating net assets per share was 2,522 thousand shares for the fiscal year ended March 31, 2022 and 3,553 thousand shares for the fiscal year ended March 31, 2023, and the average number of treasury shares during the period deducted in calculating the basic earnings per share and diluted earnings per share was 2,300 thousand shares for the fiscal year ended March 31, 2023.

(Significant Subsequent Events) Not applicable