

December-2022 Fact Sheets

(For the 3rd Quarter of Fiscal Year Ending March 31, 2023)

Released on January 26, 2023

Nomura Real Estate Holdings, Inc.

	2020/03		2021/03		2022/03				2023/03			
	3Q Apr-Dec '19	FY	3Q Apr-Dec '20	FY	1Q Apr-Jun '21	2Q Apr-Sep '21	3Q Apr-Dec '21	FY	1Q Apr-Jun '22	2Q Apr-Sep '22	3Q Apr-Dec '22	FY(F)
Operating revenue	331,560	676,495	373,361	580,660	146,544	257,126	361,004	645,049	199,721	314,756	422,590	660,000
Operating gross profit	103,051	193,723	122,157	183,057	56,769	93,629	127,538	205,312	67,063	108,057	147,561	—
(Gross profit ratio)	31.1%	28.6%	32.7%	31.5%	38.7%	36.4%	35.3%	31.8%	33.6%	34.3%	34.9%	—
Selling, general and administrative expenses	74,867	111,817	74,641	106,724	26,275	53,268	78,402	114,101	29,774	59,173	86,111	—
(SG&A ratio)	22.6%	16.5%	20.0%	18.4%	17.9%	20.7%	21.7%	17.7%	14.9%	18.8%	20.4%	—
Operating profit	28,183	81,905	47,515	76,333	30,493	40,360	49,135	91,210	37,289	48,884	61,450	94,000
(Operating profit ratio)	8.5%	12.1%	12.7%	13.1%	20.8%	15.7%	13.6%	14.1%	18.7%	15.5%	14.5%	—
Business profit(*1)	28,920	82,833	47,802	76,448	30,519	40,458	49,299	92,765	38,974	52,449	66,524	100,000
Non-operating income	1,102	1,350	597	747	172	393	555	1,846	1,702	3,511	4,996	—
Interest and dividend income	113	208	130	159	50	100	131	167	44	74	116	—
Other	988	1,141	467	588	122	293	423	1,678	1,658	3,436	4,879	—
Non-operating expenses	7,350	10,178	8,062	11,115	2,841	5,610	8,513	10,499	2,684	5,349	8,261	—
Interest expenses	6,584	8,788	6,818	9,015	2,186	4,405	6,638	8,825	2,338	4,778	7,425	—
Other	766	1,389	1,243	2,100	654	1,204	1,874	1,673	345	571	836	—
Ordinary profit	21,935	73,077	40,050	65,965	27,825	35,143	41,178	82,557	36,308	47,046	58,184	88,000
(Ordinary profit ratio)	6.6%	10.8%	10.7%	11.4%	19.0%	13.7%	11.4%	12.8%	18.2%	14.9%	13.8%	—
Extraordinary income	393	393	548	565	—	—	—	—	—	6,729	6,873	—
Extraordinary losses	241	381	2,047	3,710	686	686	1,304	1,505	—	8,259	9,673	—
Profit before income taxes	22,088	73,090	38,552	62,820	27,138	34,456	39,873	81,052	36,308	45,516	55,384	—
Profit attributable to owners of parent	14,662	48,886	25,962	42,198	18,606	23,513	26,859	55,312	26,933	33,874	40,919	60,000

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

	2020/03		2021/03		2022/03				2023/03			
	3Q As of Dec.31, 2019	FY	3Q As of Dec.31, 2020	FY	1Q As of Jun.30, 2021	2Q As of Sep.30, 2021	3Q As of Dec.31, 2021	FY	1Q As of Jun.30, 2022	2Q As of Sep.30, 2022	3Q As of Dec.31, 2022	FY(F)
Total assets	1,811,542	1,801,273	1,862,456	1,921,306	1,957,185	1,962,998	1,986,141	2,040,506	2,005,770	2,024,916	2,065,732	—
Current assets	889,438	906,726	944,379	1,043,321	1,074,214	1,069,356	1,095,581	1,126,802	1,092,249	1,129,228	1,146,753	—
<Inventories>	<725,458>	<714,734>	<804,090>	<875,520>	<877,546>	<894,198>	<906,726>	<894,229>	<887,589>	<957,178>	<974,260>	—
<Equity investment >	<31,625>	<30,983>	<28,806>	<28,770>	<29,791>	<30,484>	<30,317>	<33,871>	<40,062>	<42,192>	<32,014>	—
Non-current assets	922,104	894,547	918,076	877,985	882,970	893,641	890,559	913,703	913,521	895,688	918,978	—
Net assets	538,899	565,120	568,724	586,350	601,172	602,679	594,740	621,398	641,888	648,841	641,173	—
Shareholders' equity ratio	28.9%	30.5%	30.4%	30.4%	30.6%	30.6%	29.8%	30.3%	31.9%	31.9%	30.9%	—
Interest-bearing debt	1,011,000	870,000	1,029,000	1,008,500	1,028,343	1,077,969	1,107,825	1,022,735	1,056,177	1,073,974	1,147,239	—

	2020/03		2021/03		2022/03				2023/03			
	3Q Apr-Dec '19	FY	3Q Apr-Dec '20	FY	1Q Apr-Jun '21	2Q Apr-Sep '21	3Q Apr-Dec '21	FY	1Q Apr-Jun '22	2Q Apr-Sep '22	3Q Apr-Dec '22	FY(F)
Capital investment (*1)	12,518	20,363	39,840	45,665	6,694	15,166	19,494	36,618	19,178	23,586	31,418	—
Depreciation (*2)	14,735	19,805	14,892	20,021	4,712	9,441	14,142	19,089	4,989	10,108	15,317	—

	2020/03		2021/03		2022/03				2023/03			
	3Q Apr-Dec '19	FY	3Q Apr-Dec '20	FY	1Q Apr-Jun '21	2Q Apr-Sep '21	3Q Apr-Dec '21	FY	1Q Apr-Jun '22	2Q Apr-Sep '22	3Q Apr-Dec '22	FY(F)
Cash flows from operating activities	(116,340)	56,618	(128,935)	(63,504)	(24,444)	(77,284)	(83,556)	52,793	(41,463)	(55,213)	(75,181)	—
Cash flows from investing activities	(23,085)	(30,490)	(41,051)	(55,789)	(4,873)	(22,627)	(27,937)	(46,277)	(21,052)	(9,197)	(60,084)	—
Cash flows from financing activities	76,150	(66,821)	135,647	112,376	11,224	59,340	79,344	(9,619)	22,673	39,747	97,075	—
Cash and cash equivalents	54,926	77,611	43,164	70,624	52,763	30,267	38,648	67,793	28,106	43,499	29,638	—

(*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.

Operating revenue	2020/03		2021/03		2022/03				2022/03 (*1,2,3)				2023/03			
	3Q	FY	3Q	FY	1Q	2Q	3Q	FY	1Q	2Q	3Q	FY	1Q	2Q	3Q	FY(F)
	Apr-Dec '19		Apr-Dec '20		Apr-Jun '21	Apr-Sep '21	Apr-Dec '21		Apr-Jun '21	Apr-Sep '21	Apr-Dec '21		Apr-Jun '22	Apr-Sep '22	Apr-Dec '22	
Residential Development	93,313	333,966	129,417	272,577	46,602	99,094	138,301	309,225	46,602	99,094	138,301	309,225	91,374	141,126	164,170	300,000
Housing sales(Japan)	78,367	294,376	111,632	247,609	42,679	90,121	123,892	284,015	42,679	90,121	123,892	284,015	86,164	127,551	144,255	--
Rental housing(sale)(*4)	2,750	17,931	5,035	5,035	--	--	1,570	4,120	--	--	1,570	4,120	--	3,400	4,900	--
Rental housing(leasing)(*4)	804	1,070	691	925	318	739	1,109	1,501	318	739	1,109	1,501	490	1,055	1,644	--
Senior	337	451	453	651	210	436	701	998	210	436	701	998	319	660	1,023	--
Other	11,054	20,136	11,605	18,355	3,394	7,795	11,027	18,590	3,394	7,795	11,027	18,590	4,400	8,459	12,346	--
Commercial Real Estate	144,658	212,133	153,248	179,227	67,600	91,721	127,799	202,460	67,600	91,721	127,799	202,460	75,231	102,631	148,426	210,000
Leasing (offices)	36,485	48,562	35,588	47,411	11,076	22,933	34,067	45,422	11,076	22,933	34,067	45,422	10,652	21,269	31,258	--
Leasing (retail facilities)	9,798	12,910	7,915	11,018	2,943	5,862	8,923	12,302	2,943	5,862	8,923	12,302	3,969	7,943	12,016	--
Leasing (other)	6,190	8,375	4,361	5,776	1,002	2,055	3,089	4,131	1,002	2,055	3,089	4,131	831	1,670	2,477	--
Property for sales (sale)(*5)	62,729	106,816	85,207	87,846	45,489	45,489	57,062	106,451	45,489	45,489	57,062	106,451	50,538	52,617	73,000	--
Property for sales (leasing)(*5)	5,279	7,037	8,807	11,239	3,128	6,569	10,170	13,977	3,128	6,569	10,170	13,977	3,698	7,851	12,185	--
Fitness	12,862	15,757	8,201	11,509	2,921	6,474	10,020	13,624	2,921	6,474	10,020	13,624	3,670	7,433	11,231	--
Other	11,314	12,674	3,165	4,426	1,038	2,335	4,464	6,550	975	2,208	4,274	6,306	1,870	3,845	6,256	--
Overseas	--	--	--	--	--	--	--	--	618	1,315	1,514	2,628	916	1,857	5,360	5,000
Housing sales	--	--	--	--	--	--	--	--	433	909	894	1,785	705	1,404	4,677	--
Leasing	--	--	--	--	--	--	--	--	160	345	521	692	166	348	511	--
Other	--	--	--	--	--	--	--	--	24	60	98	150	45	104	171	--
Investment Management	9,064	12,059	9,839	12,456	3,453	6,248	9,603	12,804	3,453	6,248	9,603	12,804	3,828	6,248	10,447	13,000
Property Brokerage & CRE	27,092	39,110	27,320	39,436	10,621	20,699	31,666	43,762	10,621	20,699	31,666	43,762	10,748	23,755	34,251	45,000
Brokerage fee (retail)	17,390	24,017	16,257	23,334	6,774	13,416	20,415	28,706	6,774	13,416	20,415	28,706	6,021	12,457	17,520	--
Brokerage fee (middle)	--	--	--	--	--	--	--	--	1,693	3,675	5,976	8,326	1,718	4,319	6,829	--
Brokerage fee (wholesale)	7,767	11,138	8,251	11,384	2,868	5,303	8,331	11,126	2,558	4,596	7,252	9,681	2,041	5,919	8,230	--
Other	1,933	3,954	2,811	4,717	978	1,979	2,919	3,929	978	1,979	2,919	3,929	966	1,357	1,672	--
Property & Facility Management	70,378	98,274	66,936	98,384	21,618	46,634	69,946	99,230	21,618	46,634	69,946	99,230	21,283	47,727	73,410	104,000
Property & facility management	41,495	55,530	42,444	56,783	14,293	28,981	43,728	58,264	14,293	28,981	43,728	58,264	14,528	29,402	44,538	--
Construction ordered	24,943	37,327	20,285	35,863	6,013	14,893	22,098	35,215	6,013	14,893	22,098	35,215	5,359	15,166	24,394	--
Other	3,939	5,417	4,206	5,737	1,311	2,759	4,119	5,750	1,311	2,759	4,119	5,750	1,394	3,158	4,477	--
Other	574	1,143	1,689	2,070	631	1,343	1,555	2,755	12	28	40	126	65	133	211	0
Adjustments (eliminations or corporate)	(13,520)	(20,193)	(15,090)	(23,492)	(3,983)	(8,615)	(17,867)	(25,188)	(3,983)	(8,615)	(17,867)	(25,188)	(3,727)	(9,301)	(13,689)	(17,000)
Total	331,560	676,495	373,361	580,660	146,544	257,126	361,004	645,049	146,544	257,126	361,004	645,049	199,721	314,756	422,590	660,000
Operating profit																
Residential Development	(7,983)	25,351	2,212	22,421	1,726	6,121	5,850	32,519	1,726	6,121	5,850	32,519	10,121	12,740	9,230	--
Commercial Real Estate	24,487	38,941	32,287	35,138	23,174	24,612	27,470	38,286	23,174	24,612	27,470	38,286	22,026	25,970	32,823	--
Overseas	--	--	--	--	--	--	--	--	(112)	(256)	(897)	(512)	56	(397)	2,240	--
Investment Management	5,195	6,853	6,057	7,296	2,204	3,725	5,788	7,515	2,204	3,725	5,788	7,515	2,466	4,038	6,173	--
Property Brokerage & CRE	4,935	9,097	5,485	8,962	3,195	5,044	8,231	11,713	3,195	5,044	8,231	11,713	3,072	7,533	10,202	--
Property & Facility Management	5,674	8,474	5,163	9,089	1,508	3,904	5,844	9,114	1,508	3,904	5,844	9,114	1,357	4,082	6,273	--
Other	(1,419)	(1,267)	(351)	(798)	(155)	(352)	(1,059)	(711)	(43)	(96)	(161)	(199)	39	71	114	--
Adjustments (eliminations or corporate)	(2,707)	(5,545)	(3,339)	(5,776)	(1,161)	(2,694)	(2,990)	(7,227)	(1,161)	(2,694)	(2,990)	(7,227)	(1,851)	(5,155)	(5,608)	--
Total	28,183	81,905	47,515	76,333	30,493	40,360	49,135	91,210	30,493	40,360	49,135	91,210	37,289	48,884	61,450	--
Business profit (*6)																
Residential Development	(7,989)	25,339	2,194	22,404	1,734	6,131	5,872	32,550	1,734	6,131	5,872	32,550	10,118	12,742	9,239	32,500
Commercial Real Estate	24,724	39,247	32,550	35,469	23,273	24,779	27,706	38,590	23,273	24,779	27,706	38,590	22,118	26,131	33,052	41,000
Overseas	--	--	--	--	--	--	--	--	(302)	(547)	(1,317)	291	1,536	2,804	6,755	6,500
Investment Management	5,417	7,149	6,275	7,587	2,282	3,885	6,028	7,836	2,282	3,885	6,028	7,836	2,549	4,208	6,416	8,000
Property Brokerage & CRE	4,935	9,088	5,485	8,976	3,195	5,044	8,231	11,716	3,195	5,044	8,231	11,716	3,072	7,533	10,202	12,500
Property & Facility Management	5,745	8,566	5,287	9,281	1,540	3,956	5,931	9,205	1,540	3,956	5,931	9,205	1,391	4,113	6,351	9,500
Other	(1,206)	(1,012)	(651)	(1,495)	(346)	(643)	(1,479)	(92)	(43)	(96)	(161)	(199)	39	71	114	0
Adjustments (eliminations or corporate)	(2,707)	(5,545)	(3,339)	(5,776)	(1,161)	(2,694)	(2,990)	(7,227)	(1,161)	(2,694)	(2,990)	(7,227)	(1,851)	(5,155)	(5,608)	(10,000)
Total	28,920	82,833	47,802	76,448	30,519	40,458	49,299	92,765	30,519	40,458	49,299	92,765	38,974	52,449	66,524	100,000

(*1) From the fiscal year ending March 31, 2023, 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.

Due to this change, the figures listed for the fiscal year ended March 31, 2022 are changed.

(*2) As of April 1, 2022, 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), and the breakdown of operating revenue in Commercial Real Estate Business Unit was changed.

Due to this change, the figures listed for the fiscal year ended March 31, 2022 are changed.

(*3) From the fiscal year ending March 31, 2023, the breakdown of operating revenue in Property Brokerage & CRE Business Unit was changed. Due to this change, the figures listed for the fiscal year ended March 31, 2022 are changed. The classification is as follows.

Retail business: Real estate brokerage business for individuals
 Middle business: Real estate brokerage business for small and midsize companies, business owners, some individual investors and high net worth individuals
 Wholesale business: Real estate brokerage business for large corporations, funds and overseas investors

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

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

(*6) 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

Total assets	2020/03		2021/03		2022/03				2022/03(*1)			
	3Q	FY	3Q	FY	1Q	2Q	3Q	FY	1Q	2Q	3Q	FY
	As of Dec.31, 2019		As of Dec.31, 2020		As of Jun.30, 2021	As of Sep.30, 2021	As of Dec.31, 2021		As of Jun.30, 2021	As of Sep.30, 2021	As of Dec.31, 2021	
Residential Development	511,458	457,505	516,622	505,976	496,476	508,513	520,878	514,546	496,476	508,513	520,878	514,546
Commercial Real Estate	1,087,057	1,112,664	1,137,372	1,160,805	1,175,658	1,186,936	1,196,338	1,204,549	1,175,658	1,186,936	1,196,338	1,204,549
Overseas	—	—	—	—	—	—	—	—	89,971	100,055	101,173	117,010
Investment Management	40,982	43,053	41,565	42,868	40,640	40,992	41,322	43,220	40,640	40,992	41,322	43,220
Property Brokerage & CRE	18,436	19,240	18,157	25,201	20,601	22,247	23,327	35,787	20,601	22,247	23,327	35,787
Property & Facility Management	40,426	47,106	41,753	50,095	38,613	41,771	40,873	48,881	38,613	41,771	40,873	48,881
Other	61,143	61,730	76,991	89,237	90,664	100,748	101,863	117,787	693	692	689	777
Adjustments (eliminations or corporate)	52,038	59,972	29,994	47,122	94,529	61,788	61,536	75,733	94,529	61,788	61,536	75,733
Total	1,811,542	1,801,273	1,862,456	1,921,306	1,957,185	1,962,998	1,986,141	2,040,506	1,957,185	1,962,998	1,986,141	2,040,506

2023/03			
1Q	2Q	3Q	FY(F)
As of Jun.30, 2022	As of Sep.30, 2022	As of Dec.31, 2022	
504,188	528,636	549,751	—
1,202,492	1,225,556	1,228,346	—
133,037	129,683	169,288	—
40,515	41,398	41,797	—
23,319	23,447	21,817	—
39,725	43,631	42,598	—
1,305	1,305	1,301	—
61,185	31,258	10,831	—
2,005,770	2,024,916	2,065,732	—

Inventories												
Residential Development	2020/03		2021/03		2022/03				2022/03(*1)			
	3Q	FY	3Q	FY	1Q	2Q	3Q	FY	1Q	2Q	3Q	FY
As of Dec.31, 2019	As of Dec.31, 2020		As of Jun.30, 2021		As of Sep.30, 2021	As of Dec.31, 2021	As of Jun.30, 2021		As of Sep.30, 2021	As of Dec.31, 2021		
Residential Development	459,087	401,119	472,371	463,944	453,714	459,786	468,811	458,049	453,714	459,786	468,811	458,049
Commercial Real Estate	266,708	314,297	332,216	412,862	424,924	434,855	438,085	436,810	424,924	434,855	438,085	436,810
Overseas	—	—	—	—	—	—	—	—	—	—	—	—
Investment Management	—	—	—	—	—	—	—	—	—	—	—	—
Property Brokerage & CRE	—	—	—	—	—	—	—	—	—	—	—	—
Property & Facility Management	486	69	463	44	205	165	439	69	205	165	439	69
Other	11	11	11	11	11	11	11	11	11	11	11	11
Adjustments (eliminations or corporate)	(835)	(762)	(972)	(1,342)	(1,309)	(620)	(621)	(712)	(1,309)	(620)	(621)	(712)
Total	725,458	714,734	804,090	875,520	877,546	894,198	906,726	894,229	877,546	894,198	906,726	894,229

1Q	2Q	3Q	FY(F)
As of Jun.30, 2022	As of Sep.30, 2022	As of Dec.31, 2022	
450,422	475,467	492,502	—
437,665	482,703	482,577	—
—	—	—	—
—	—	—	—
—	—	—	—
208	336	497	—
11	11	11	—
(719)	(1,340)	(1,328)	—
887,589	957,178	974,260	—

Return on Assets (ROA) of Each Business Unit												
Residential Development	2020/03		2021/03		2022/03				2022/03(*1)			
	3Q	FY	3Q	FY	1Q	2Q	3Q	FY	1Q	2Q	3Q	FY
As of Dec.31, 2019	As of Dec.31, 2020		As of Jun.30, 2021		As of Sep.30, 2021	As of Dec.31, 2021	As of Jun.30, 2021		As of Sep.30, 2021	As of Dec.31, 2021		
Residential Development	—	5.5%	—	4.4%	—	—	—	6.3%	—	—	—	6.3%
Commercial Real Estate	—	3.5%	—	3.1%	—	—	—	3.2%	—	—	—	3.2%
Overseas	—	—	—	—	—	—	—	—	—	—	—	0.2%
Investment Management	—	16.6%	—	17.7%	—	—	—	18.1%	—	—	—	18.1%
Property Brokerage & CRE	—	47.2%	—	35.6%	—	—	—	32.7%	—	—	—	32.7%
Property & Facility Management	—	18.2%	—	18.5%	—	—	—	18.8%	—	—	—	18.8%
Other	—	—	—	—	—	—	—	0.1%	—	—	—	—
Total	—	4.7%	—	4.1%	—	—	—	4.7%	—	—	—	4.7%

1Q	2Q	3Q	FY(F)
As of Jun.30, 2022	As of Sep.30, 2022	As of Dec.31, 2022	
—	—	—	—
—	—	—	—
—	—	—	—
—	—	—	—
—	—	—	—
—	—	—	—
—	—	—	—
—	—	—	—
—	—	—	—
—	—	—	—

ROA of each business unit = Business profit / Total assets at the end of the fiscal year

Total ROA = Business profit / Average assets during the FY

(*1) From the fiscal year ending March 31, 2023, 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. Due to this change, the figures listed for the fiscal year ended March 31, 2022 are changed.

Business unit operating results	2020/03				2021/03				2022/03				2023/03			
	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	1Q Apr-Jun '21	2Q Apr-Sep '21	3Q Apr-Dec '21	FY	1Q Apr-Jun '22	2Q Apr-Sep '22	3Q Apr-Dec '22	FY(F)
1. The number of housing contracted (units)	999	2,275	3,134	4,353	258	1,711	2,998	4,335	911	2,046	3,335	4,601	1,156	2,446	3,349	—
1. Housing sales (units)	208	997	1,379	4,739	608	994	1,585	3,669	647	1,406	1,902	4,329	1,378	2,058	2,319	4,300
1. Contract progress rate against the sales of housing (%) (*1)	73.2%	88.9%	99.0%	—	63.6%	87.4%	98.3%	—	82.2%	85.0%	99.5%	—	86.0%	93.8%	97.5%	—
1. Gross profit ratio of housing sales (%)	16.4%	17.1%	17.8%	20.4%	22.7%	22.4%	21.6%	22.6%	21.6%	23.9%	23.5%	23.6%	23.0%	22.9%	22.7%	—
1. Completed housing inventories (released for sale) (units)	97	103	92	321	353	306	239	239	190	163	121	130	202	195	173	—
1. Completed housing inventories (unreleased) (units)	23	32	27	187	407	224	190	182	78	79	66	253	215	234	161	—
2. Net lettable area (offices, retail facilities) (sqm)(*2)	954,985	956,308	955,676	915,311	886,023	895,994	886,030	829,670	834,775	828,360	841,092	790,776	793,794	730,978	721,216	—
2. Vacancy rate (offices, retail facilities)(*2)	4.1%	4.3%	3.9%	4.0%	4.2%	4.5%	4.6%	4.9%	5.2%	5.6%	6.4%	5.9%	6.9%	5.3%	5.4%	—
2. Members of MEGALOS	147,879	149,335	146,409	143,663	123,863	115,592	113,296	111,425	111,784	113,918	111,774	110,608	113,781	116,373	115,034	—
2. Sales per customer of MEGALOS	—	—	—	8,925	—	—	—	8,100	—	—	—	10,124	—	—	—	—
3. Assets under management (millions of yen)	1,697,521	1,702,811	1,712,908	1,798,583	1,789,771	1,774,693	1,814,520	1,815,646	1,877,911	1,895,173	1,902,045	1,948,071	2,043,566	2,056,006	2,007,848	—
4. Brokerage: Number of transactions	2,336	4,817	6,948	9,515	1,984	4,281	6,725	9,322	2,499	4,909	7,313	10,081	2,467	5,059	7,355	—
4. Brokerage: Total transaction value (millions of yen)	179,354	412,921	643,494	872,337	183,144	431,801	644,467	893,423	220,007	456,499	688,467	964,882	222,815	532,159	759,404	—
5. Buildings under management	807	790	792	786	801	794	793	788	795	782	781	772	786	791	793	—
5. Housings under management (units)	177,490	177,332	177,717	182,259	181,504	181,788	182,206	183,162	182,844	183,184	183,221	186,549	187,593	187,970	187,379	—

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, 2022, 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), and partial revision was made to the method used to calculate the net lettable area and the vacancy rate in Commercial Real Estate Business Unit. Due to this change, the figures listed are changed.