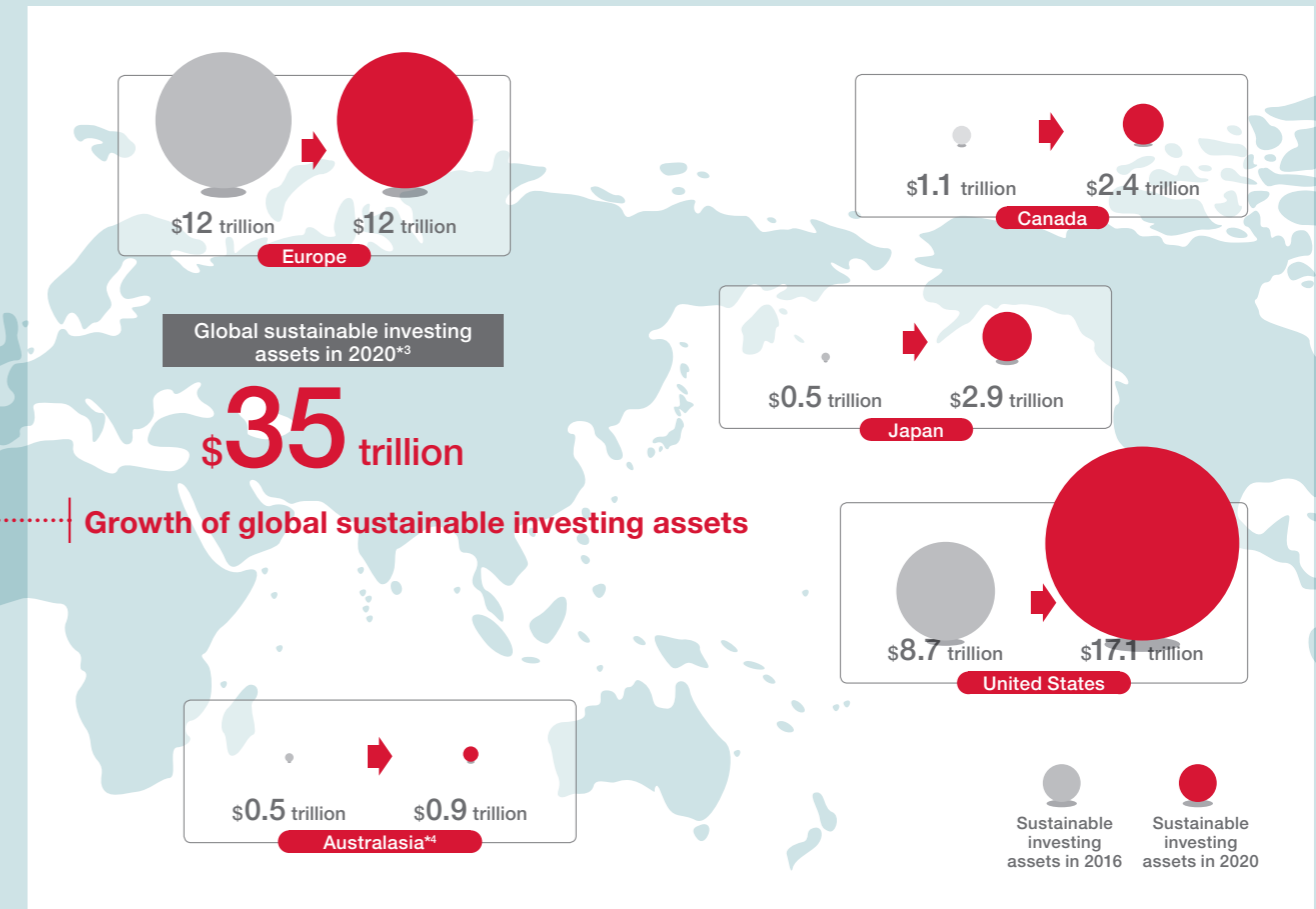


Strategy 2 Contributing to the realization of a sustainable society through our core businesses

# Strategy 02 Contributing to the realization of a sustainable society through our core businesses

What can we do for our clients in response to various social and environmental issues? We believe it is to support our clients and stakeholders through our core businesses by delivering funds and capital throughout financial and capital markets, and help deliver clients' sustainability initiatives through M&A advisory and consulting. Through these actions, we will also grow the Nomura Group's business. (See [P51-54](#) for other sustainability initiatives)

## For Our Clients



## Supporting the sustainability efforts of issuers through funding and capital flows

Decarbonization of all of society will require \$122 trillion\*1 in investment and financing to 2050, and more than half of this demand is said to arise from Asia.

Nomura Group targets to deploy \$125 billion in sustainable financing over the next 5 years until March 2026, in order to support clients with their decarbonization strategies.

- Examples of growth opportunities**
- Underwriting opportunities in line with higher capital investment needs related to decarbonization (transition finance)
  - Origination of green projects for renewable energy such as solar and wind power

In April 2022, we established Greentech Industrials & Infrastructure (GI), a team of approximately 150 bankers, through realigning our existing energy, industrials and sustainability focused sectors, and hiring in focus areas. We are strengthening and promoting M&A advisory services in the sustainability field on a global basis, including support for decarbonization through the restructuring of our clients' business portfolios.

**\$21.4 billion**  
of sustainable finance supported in FY2021/22

**\$11.8 billion**  
Deal value of sustainable M&A supported in CY2021\*2

## Creating a better future for individuals

### Offer ESG investment products

Retail Division offers investment trusts with investment policies that help achieve SDG goals, providing ESG/SDG linked fund opportunities for our clients to contribute towards the creation of a sustainable environment and society for the next generation.

We are also strengthening to provide ESG information towards individual investors.

**¥747.1 billion**  
ESG investment products – Asset under custody (Retail Division)  
As of March 31, 2022

### Contributing to sustainability as a responsible investor Promote sustainability-oriented management among investee companies

In addition to providing investment returns, Nomura Asset Management proactively works to achieve its medium- to long-term sustainability goals, including ESG issues.

**79%**  
Sustainable investment ratio\*5  
As of March 31, 2022

Nomura Asset Management Responsible Investment Report 2021  
[https://global.nomura-am.co.jp/responsibility-investment/pdf/ri\\_report\\_2021.pdf](https://global.nomura-am.co.jp/responsibility-investment/pdf/ri_report_2021.pdf)

\*1 Source: "Climate Finance Markets and Real Economy (December 2020)" issued by Boston Consulting Group  
\*2 Source: Refinitiv  
\*3 Source: Nomura, based on Global Sustainable Investment Review 2020 issued by Global Sustainable Investment Alliance  
\*4 Australia, New Zealand, New Guinea, Indonesia and the surrounding islands  
\*5 To determine the sustainable investment ratio, we include the following investment approaches in Nomura Asset Management. It is not compliant with regulations such as SFDR.  
Best in Class (investment in leading companies in each industry from an ESG perspective)  
ESG Thematic Investment  
Impact Investment  
ESG Integration  
Active Share Ownership, including exercising proxy voting rights and direct engagement with portfolio companies' management  
In addition, to ensure an accurate assessment of our sustainable investment activities, we exclude investment strategies for which we are unable to directly undertake sustainable investment decisions.

**NOMURA greentech** + **Energy, Industrials & Infrastructure** = **Greentech Industrials & Infrastructure (GI)**