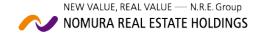
Consolidated Financial Results for the Fiscal Year Ended March 31, 2017 and Unit Information

IndexHighlights of FY2017/3 Financial ResultsUnit Information

Highlights of FY2017/3 Financial Results



<Summary>

- The Financial results of FY17/3 were as follows:

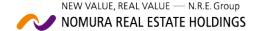
 Operating revenue; 569.6 billion yen (up 0.0% y/y); operating profit; 77.2 billion yen(down 4.5% y/y); ordinary profit; 68.9 billion
- yen (down 5.1% y/y); and profit attributable to owners of parent; 47.0 billion yen(down 0.4% y/y).

 In the Residential Development Unit, the number of condominiums and detached houses sold decreased to 5,567 units (down 439).
- units y/y) while the average sales price increased. The number of the housing units sold is predicted to be 6,000 units for FY18/3 and its contract progress rate as of the beginning of FY18/3 is 43.0%.
- In the Leasing Unit, tenant leasing made a satisfactory progress, and the vacancy rate as of the end of FY17/3 improved to 0.8% (down 1.4 points from the previous fiscal year).
- All Units in the Service Management Sector, which are the Investment Management Unit, the Property Brokerage & CRE Unit, and the Property & Facility Management Unit made a steady progress. Especially the Property Brokerage & CRE Unit marked the highest figure ever in both the number of transaction and transaction value.
- FY17/3 resulted in Operating profit of 77.2 billion yen which surpasses the initial forecast of 76.0 billion yen. This was due to an increase in profit of the Leasing Unit and the Service Management Sector which made up for a decrease in profit of the Residential Development Unit.
- Financial result forecast for FY18/3 will be as follows:
 - Due to an increase in commission fee, the Service Management Sector is predicted to be resulted in increase in both revenue and profit while the Residential Development Unit will result in decrease in operating profit due to decline of gross margin ratio. Overall forecast is predicted to be nearly the same profit standard as FY17/3.
- FY17/3 year-end dividend per share was 35 yen per share, an increase of 5 yen from the forecast. Accordingly, the annual dividend per share for FY17/3 is 65 yen (increase 7.5 yen y/y) which was an increase of dividend for 5 years in a row. The annual dividend of FY18/3 is predicted to be 70 yen(increase ¥5.0 y/y).

Outline of Consolidated Financial Results



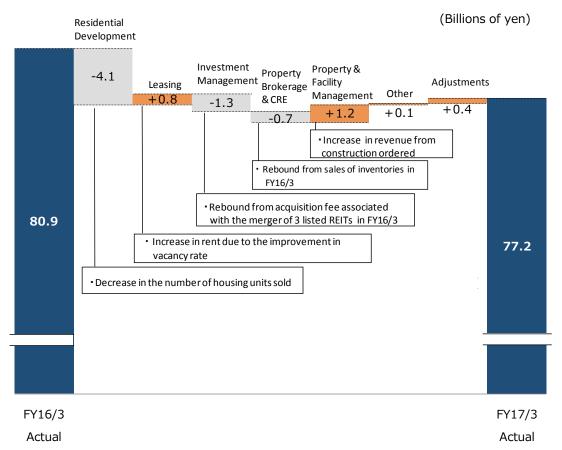
Actual Actual Changes (a) (a) (b) (c) (c) (c) (c) (c) (c) (c) (c) (c) (c		FY16/3	FY17/3		
perating revenue 569.5 569.6 +0.1 Coperating revenue & Operating profit> Operating gross profit 177.9 177.2 -0.7 A decrease in housing unit sales in the Residential Development Unit Selling, general and administrative expenses 97.0 99.9 +2.9 An increase in brokerage commission fees and construction ordered in the Service Management Sector Non-operating income 1.5 0.6 -0.8 Non-operating expenses 9.7 9.0 -0.7 redinary profit 72.6 68.9 -3.7 Extraordinary income - 0.9 +0.9 ·0.9 ·0.1 An increase in extraordinary income due to sales of non-current assets Extraordinary income - 0.9 +0.9 ·0.9 ·0.1 An increase in extraordinary income due to sales of non-current assets Extraordinary income (at 2.1.8 21.7 -0.0 offit attributable to non-controlling interests 1.9 0.5 -1.1 offit attributable to non-controlling interests 1.9 0.5 -1.4 offit attributable to owners of parent 47.1 47.0 -0.1 aasic cearnings per share (yen) 246.42 245.10 -1.32 ash dividends per share (yen) 57.50 65.00 +7.50 et cash provided by (used in) investment activities 53.6 76.5 +22.9 ash and cash equivalents at end of period 57.5 47.6 -9.8 et cash provided by (used in) investment activities 53.6 76.5 +22.9 ash and cash equivalents at end of period 57.5 47.6 -9.8 et cash provided by (used in) investment activities 53.6 76.5 +22.9 ash and cash equivalents at end of period 57.5 47.6 -9.8 et cash provided by (used in) investment activities 53.6 76.5 +22.9 ash and cash equivalents at end of period 57.5 47.6 -9.8 et cash provided by (used in) investment activities 53.6 76.5 +22.9 ash and cash equivalents at end of period 57.5 47.6 -9.8 et cash provided by (used in) investment activities 53.6 76.5 +22.9 ash and cash equivalents at end of period 57.5 47.6 -9.8 et cash provided by (used in) investment activities 53.6 76.5 +22.9 ash and cash equivalents at end of period 57.5 47.6 -9.8 et cash provided by (used in) investment activities 53.6 76.5 +22.9 ash and cash equivalents at end of period 57.5 47.6 -9.8 et cash provided by (used in) investment activities 53.6 76.	(Billions of yen)	Actual	Actual	Changes	Key Factors
Operating gross profit Selling, general and administrative expenses 97.0 99.9 +2.9 +2.9 +3.1 increase in housing unit sales in the Residential Development Unit Selling, general and administrative expenses 97.0 99.9 +2.9 +3.1 increase in brokerage commission fees and construction ordered in the Service Management Sector *Extraordinary income, etc> *Extraordinary income, etc> *Extraordinary income of NREG TOSHIBA BUILDING Co., Ltd. additional acquisition of share of NREG TOSHIBA BUILDING Co., Ltd. **Increases in inventories, etc. **Increases in inventories, etc. **Increases in inventories, etc. **Increases in inventories, properties, plants and equipments **A decrease in profit attribu	*Figures rounded down to the nearest 100 million yen	1	2	2-1	
Selling, general and administrative expenses 97.0 99.9 +2.9 · An increase in brokerage commission fees and construction ordered in the Service Management Sector Non-operating income 1.5 0.6 -0.8 Non-operating expenses 9.7 9.0 -0.7 rdinary profit 72.6 68.9 -3.7 < Extraordinary income - 0.9 +0.9 · An increase in extraordinary income, etc> Extraordinary income - 0.9 +0.9 · An increase in extraordinary income due to sales of non-current assets Extraordinary losses 1.7 0.5 -1.1 · Adecrease in profit attributable to non-controlling interests because of additional acquisition of share of NREG TOSHIBA BUILDING Co., Ltd. of the activity	Operating revenue	569.5	569.6	+0.1	<operating &="" operating="" profit="" revenue=""></operating>
Section Sect	Operating gross profit	177.9	177.2	-0.7	· A decrease in housing unit sales in the Residential Development Unit
Non-operating income 1.5 0.6 -0.8 Non-operating expenses 9.7 9.0 -0.7 redinary profit 72.6 68.9 -3.7 eExtraordinary income 5.7 0.5 -1.1 -4 non-operating expenses 1.7 0.5 -1.1 -4 non-controlling interests because of except texting delicities 1.9 0.5 -1.4 decrease in profit attributable to non-controlling interests because of additional acquisition of share of NREG TOSHIBA BUILDING Co., Ltd. or additional acquisition of share of NREG TOSHIBA BUILDING Co., Ltd. or additional acquisition of share of NREG TOSHIBA BUILDING Co., Ltd. or additional acquisition of share of NREG TOSHIBA BUILDING Co., Ltd. or additional acquisition of share of NREG TOSHIBA BUILDING Co., Ltd. or additional acquisition of share of NREG TOSHIBA BUILDING Co., Ltd. or additional acquisition of share of NREG TOSHIBA BUILDING Co., Ltd. or additional acquisition of share of NREG TOSHIBA BUILDING Co., Ltd. or additional acquisition of share of NREG TOSHIBA BUILDING Co., Ltd. or additional acquisition of share of NREG TOSHIBA BUILDING Co., Ltd. or additional acquisition of share of NREG TOSHIBA BUILDING Co., Ltd. or additional acquisition of share of NREG TOSHIBA BUILDING Co., Ltd. or additional acquisition of share of NREG TOSHIBA BUILDING Co., Ltd. or additional acquisition of share of NREG TOSHIBA BUILDING Co., Ltd. or additional acquisition of share of NREG TOSHIBA BUILDING Co., Ltd. or additional acquisition of share of NREG TOSHIBA BUILDING Co., Ltd. or additional acquisition of share of NREG TOSHIBA BUILDING Co., Ltd. or additional acquisition of share of NREG TOSHIBA BUILDING Co., Ltd. or additional acquisition of share of NREG TOSHIBA BUILDING Co., Ltd. or additional acquisition of share of NREG TOSHIBA BUILDING Co., Ltd. or additional acquisition of share of NREG TOSHIBA BUILDING Co., Ltd. or additional acquisition of share of NREG TOSHIBA BUILDING Co., Ltd. or additional acquisition of share of NREG TOSHIBA BUILDING Co., Ltd. or additional acquisition of share of NREG TOSHIBA BUILDING Co., Ltd. or additional acquisition of share of NREG	Selling, general and administrative expenses	97.0	99.9	+2.9	· An increase in brokerage commision fees and construction ordered in
Non-operating expenses 9.7 9.0 -0.7 rdinary profit 72.6 68.9 -3.7 ctromagnetic 72.6 ctromagnetic 72.9 ctromag	Operating profit	80.9	77.2	-3.6	the Service Management Sector
rdinary profit 72.6 Extraordinary income	Non-operating income	1.5	0.6	-0.8	
Extraordinary income — 0.9 +0.9 -0.9 +0.9 -0.9 +0.9 -0.9 +0.9 -0.9 -0.9 -0.9 -0.9 -0.9 -0.9 -0.9 -	Non-operating expenses	9.7	9.0	-0.7	
Extraordinary losses 1.7 0.5 -1.1 · A decrease in profit attributable to non-controlling interests because of additional acquisition of share of NREG TOSHIBA BUILDING Co.,Ltd. offit attributable to non-controlling interests 1.9 0.5 -1.4 offit attributable to owners of parent 47.1 47.0 -0.1 asic earnings per share (yen) 246.42 245.10 -1.32 ash dividends per share (yen) 57.50 65.00 +7.50 et cash provided by (used in) operating activities 13.2 -31.8 offit attributable by (used in) investment activities 53.6 offit attributable by (used in) investment activities 53.6 offit attributable to owners of parent 47.1 47.0 -0.1 offit attributable to owners of parent 47.1 47.0 offit attributable to owners of parent 47.1 47.0 offit attributable to owners of parent 47.1 47.0 offit attributable to non-controlling interests because of additional acquisition of share of NREG TOSHIBA BUILDING Co.,Ltd. offit attributable to non-controlling interests because of additional acquisition of share of NREG TOSHIBA BUILDING Co.,Ltd. offit attributable to non-controlling interests because of additional acquisition of share of NREG TOSHIBA BUILDING Co.,Ltd. offit attributable to non-controlling interests because of additional acquisition of share of NREG TOSHIBA BUILDING Co.,Ltd. offit attributable to non-controlling interests because of additional acquisition of share of NREG TOSHIBA BUILDING Co.,Ltd. offit attributable to non-controlling interests because of additional acquisition of share of NREG TOSHIBA BUILDING Co.,Ltd. offit attributable to non-controlling interests because of additional acquisition of share of NREG TOSHIBA BUILDING Co.,Ltd. offit attributable to non-controlling interests because of additional acquisition of share of NREG TOSHIBA BUILDING Co.,Ltd. offit attributable to non-controlling interests because of additional acquisition of share of NREG TOSHIBA BUILDING Co.,Ltd. offit attributable to non-controlling interests of non-controlling interests of non-controlling interests of non-controlling interests of non-controlli	Ordinary profit	72.6	68.9	-3.7	<extraordinary etc="" income,=""></extraordinary>
additional acquisition of share of NREG TOSHIBA BUILDING Co.,Ltd. 1.9 0.5 -1.4 1.9 0.5 -1.3 1.9 0.5 -1.4 1.9 0.5 -1.3 1.9 0.5 -1.4 1.9 0.5 -1.3 1.9 0.5 -1.4 1.9 0.5 -1.4 1.9 0.5 -1.4 1.9 0.5 -1.4 1.9 0.5 -1.4 1.9 0.5 -1.4 1.9 0.5 -1.4 1.9 0.5 -1.4 1.9 0.1 1.0	Extraordinary income	_	0.9	+0.9	· An increase in extraordinary income due to sales of non-current assets
of it attributable to non-controlling interests 1.9 0.5 -1.4 rofit attributable to owners of parent 47.1 47.0 -0.1 asic earnings per share (yen) 246.42 245.10 -1.32 ash dividends per share (yen) 57.50 65.00 +7.50	Extraordinary losses	1.7	0.5	-1.1	· A decrease in profit attributable to non-controlling interests because of
rofit attributable to owners of parent 47.1 47.0 -0.1 asic earnings per share (yen) 246.42 245.10 -1.32 ash dividends per share (yen) 57.50 65.00 +7.50 ast cash provided by (used in) operating activities at cash provided by (used in) investment activities 53.6 76.5 +52.9 ash and cash equivalents at end of period Arr 31, 2016 Mar 31, 2017 Changes at assets 53.6 1,485.4 1,593.0 +107.6 •Increases in inventories, properties, plants and equipments 53.6 1,485.4 1,593.0 +107.6 •Increases in inventories, properties, plants and equipments 54.6 1,485.4 1,593.0 +107.6 •Increases in inventories, properties, plants and equipments 55.6 1,485.4 1,593.0 +107.6 •Increases in inventories, properties, plants and equipments 55.6 1,485.4 1,593.0 +107.6 •Increases in inventories, properties, plants and equipments 55.6 1,485.4 1,593.0 +107.6 •Increases in inventories, properties, plants and equipments 55.6 1,485.4 1,593.0 +107.6 •Increases in inventories, properties, plants and equipments 55.6 1,485.4 1,593.0 +0.3P	Income taxes	21.8	21.7	-0.0	additional acquisition of share of NREG TOSHIBA BUILDING Co.,Ltd.
246.42 245.10 -1.32 ash dividends per share (yen) 57.50 65.00 +7.50 246.42 245.10 -1.32 ash dividends per share (yen) 57.50 65.00 +7.50 24 cash provided by (used in) operating activities 13.2 -31.8 -45.1 • Increases in inventories, etc. 25 ct cash provided by (used in) investment activities 53.6 76.5 +22.9 ash and cash equivalents at end of period 57.5 47.6 -9.8 26 days and cash equivalents at end of period 57.5 47.6 -9.8 27 Changes 28 0.0 28 Changes 29 0.0 29 0.0 20 0.0 2	Profit attributable to non-controlling interests	1.9	0.5	-1.4	
ash dividends per share (yen) 57.50 65.00 +7.50 et cash provided by (used in) operating activities at cash provided by (used in) investment activities et cash provided by (used in) financing activities 53.6 76.5 +22.9 ash and cash equivalents at end of period Mar 31, 2016 Mar 31, 2017 © Changes 2-① Otal assets 1,485.4 1,593.0 +107.6 Increases in inventories, etc. Key Factors Key Factors 1,485.4 1,593.0 +107.6 Increases in inventories, properties, plants and equipments otal interest-bearing debt 1,44.8 481.3 +36.5 hareholders' equity ratio 29.9% 30.2% +0.3P	Profit attributable to owners of parent	47.1	47.0	-0.1	
et cash provided by (used in) operating activities et cash provided by (used in) investment activities et cash provided by (used in) investment activities et cash provided by (used in) financing activities et cash provided by (used in) investment activities et cash provided by (used	Basic earnings per share (yen)	246.42	245.10	-1.32	
et cash provided by (used in) investment activities -59.7	Cash dividends per share (yen)	57.50	65.00	+7.50	
et cash provided by (used in) investment activities -59.7		40.0	24.0	45.4	
tet cash provided by (used in) financing activities 53.6 76.5 47.6 -9.8 Sillions of yen) Mar 31, 2016 © Changes © 2-① Increases in inventories, properties, plants and equipments total assets 1,485.4 72.9 1,593.0 1,485.4 1,593.0 1,485.4 1,593.0 1,485.4 1,593.0 1,485.4 1,485.4 1,593.0 1,485.4 1,593.0 1,485.2 1,485.4 1,593.0 1,485.2 1,485.4 1,593.0 1,485.2 1,485.3 1,485.4 1,593.0 1,485.2 1,485.5 1	, , , , , , , ,				· Increases in inventories, etc.
Ash and cash equivalents at end of period 57.5 47.6 -9.8 Mar 31, 2016 Mar 31, 2017 Changes ②-① Otal assets 1,485.4 Interest-bearing debt Address equity Address equity Address equity Address equity Address equity Address equity ratio 57.5 47.6 -9.8 Changes ②-① Increases in inventories, properties, plants and equipments Address equity Address equity Address equity ratio 57.5 47.6 -9.8 Changes ②-① Increases in inventories, properties, plants and equipments Address equity Address equity Address equity ratio 57.5 47.6 -9.8 Address equipments Address equity ratio 57.5 Address equity Address equity ratio 57.5 47.6 -9.8 Address equipments Address equity ratio 47.6 -9.8 Address equipments Address equity ratio 47.6 -9.8 Address equipments Ad					
Mar 31, 2016 Mar 31, 2017 Changes Otal assets Otal interest-bearing debt Anareholders' equity Anareholders' equity ratio Mar 31, 2016 Mar 31, 2017 Changes ②-① 1,485.4 1,593.0 +107.6 +107.6 -1 Increases in inventories, properties, plants and equipments +88.2 +36.5 +36.5 +36.5 +36.5 +36.5					
Actal assets Otal assets Otal interest-bearing debt Otal areholders' equity Otal assets Otal interest-bearing debt Otal assets Otal interest-bearing debt Ot	Cash and cash equivalents at end of period	57.5	47.6	-9.8	
total assets otal interest-bearing debt hareholders' equity that eholders' equity ratio 1,485.4 1,593.0 +107.6 +107.6 • Increases in inventories, properties, plants and equipments +88.2 +36.5 +0.3P	(D:III:	Mar 31, 2016	Mar 31, 2017	Changes	Kan Fastana
otal interest-bearing debt 721.9 810.1 +88.2 hareholders' equity 444.8 481.3 +36.5 hareholders' equity ratio 29.9% 30.2% +0.3P	(Billions or yen)	1	2	2-1	Key Factors
hareholders' equity 444.8 481.3 +36.5 hareholders' equity ratio 29.9% 30.2% +0.3P	Total assets	1,485.4	1,593.0	+107.6	Increases in inventories, properties, plants and equipments
hareholders' equity ratio 29.9% 30.2% +0.3P	Total interest-bearing debt	721.9	810.1	+88.2	
	Shareholders' equity	444.8	481.3	+36.5	
ebt/equity ratio 1.6 1.7 +0.1	Shareholders' equity ratio	29.9%	30.2%	+0.3P	
	Debt/equity ratio	1.6	1.7	+0.1	



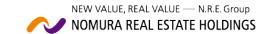
Profit decreased in the Residential Development Unit due to a fall in housing units sold. Profit
rose in the Leasing Unit due to increase in sales of Property Development Business. In the
Service & Management Sector, although profit was down due to the absence of the one-time
profit of FY16/3, results were firm with number of transactions and transaction value both stood
at record highs in the Property Brokerage & CRE Unit.

(Billions of yen)	FY16/3 Actual	FY17/3 Actual	Changes	FY17/3 Initial	Changes
(Billions of yell)	1	2	2-1	3	2-3
Operating revenue	569.5	569.6	+0.1	589.0	-19.3
Residential Development	334.5	329.7	-4.7	339.0	-9.2
Leasing	110.2	115.0	+4.7	121.0	-5.9
Service & Management	137.8	140.2	+2.3	139.0	+1.2
Investment Management	10.9	9.6	-1.3	8.0	+1.6
Property Brokerage & CRE	35.3	34.8	-0.5	35.0	-0.1
Property & Facility Management	91.5	95.7	+4.2	96.0	-0.2
Other	1.3	0.1	-1.2	0.0	+0.1
Adjustments	-14.4	-15.4	-1.0	-10.0	-5.4
Operating profit	80.9	77.2	-3.6	76.0	+1.2
Residential Development	31.9	27.7	-4.1	30.5	-2.7
Leasing	31.7	32.5	+0.8	30.5	+2.0
Service & Management	22.9	22.0	-0.8	19.0	+3.0
Investment Management	7.3	6.0	-1.3	4.5	+1.5
Property Brokerage & CRE	9.9	9.1	-0.7	8.5	+0.6
Property & Facility Management	5.6	6.9	+1.2	6.0	+0.9
Other	-0.1	-0.0	+0.1	0.0	-0.0
Adjustments	-5.5	-5.1	+0.4	-4.0	-1.1
Ordinary profit	72.6	68.9	-3.7	67.0	+1.9
Profit attributable to owners of parent	47.1	47.0	-0.1	43.0	+4.0
Basic earnings per share (yen)	246.42	245.10	-1.32	224.33	+20.77
Cash dividends per share (yen)	57.50	65.00	+7.50	60.00	+5.00

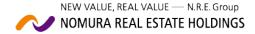
Key Factors of Changes in Operating Profit by Unit (compared to FY16/3)



Consolidated Balance Sheets



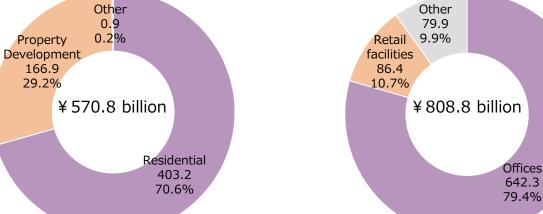
Changes Cha								
Assets Current assets (Brackdown) Cash and deposits/ Short-tem investment securities Age 1, 2017. Cash and deposits/ Short-tem investment securities Current assets (Brackdown) Cash and deposits/ Short-tem investment securities Age 2, 14, 15, 15, 15, 16, 15, 11, 11, 11, 11, 11, 11, 11, 11, 11	(Dilliana of von)	As of	As of	Changes				
43 22 22 23 24 25 25 25 25 25 25 25		Mar 31, 2016	Mar 31, 2017	Chariges		Key Factors		
Current assets 608.7 684.3 +75.5 (Breakdown) Cash and deposits / Short-term investment securities 57.5 47.7 -9.8 residential Mar 31, 2016 Mar 31, 2017 Changes Notes and accounts receivable-trade 15.3 16.5 +1.1 Property development 118.2 166.9 +48.7 Investments 0.8 2.5 +1.7 Other business 0.9 0.9 +0.0 Equity investments 0.8 2.5 +1.7 Agustments 0.1 0.3 -0.1 Other current assets 38.0 46.6 +8.5 Total 486.9 57.8 +73.9 Noncurrent assets 38.0 46.6 +8.5 Total 496.9 57.0 +73.9 Investments and other assets 86.8 88.9 +2.0 ************************************	rigures rounded down to the hearest 100 million yen	1	2	2-1				
Reakdown Cash and deposits / Short-term investment securities 57.5 47.7 -9.8 Residential 377.8 403.2 2.52.3 Notes and accounts receivable-trade 15.3 16.5 +1.1 Inventories 496.9 570.8 +73.9 Cother current assets 38.0 46.6 48.5 Property development 118.2 16.9 44.8.7 Other business 0.9 0.9 0.0 4.0.0 Adjustments 0.8 2.5 +1.1 Other business 0.9 0.9 0.0 4.0.0 Adjustments 0.8 4.2.0 Other business 0.9 0.9 570.8 +73.9 Noncurrent assets 87.6.6 908.7 +32.1 Property, plant and equipment 779.0 808.8 4.2.0 Investments and other assets 8.8.8 88.9 4.2.0 Reakdown) Investments securities 45.5 46.2 +0.7 +An increase associated with acquisition of three properties* Case and guarantee deposits 21.3 21.7 +0.3 Other noncurrent labilities 1,029.0 1,099.2 +70.2 Labilities 1,029.0 1,099.2 +70.2 Current liabilities 29.6 29.4 +0.1 Other current liabilities 71.0 74.4 +3.3 Noncurrent liabilities 71.0 +3.0 Other noncurrent liabilit	Assets	1,485.4	1,593.0	+107.6				
Cash and deposits / Short-term investment securities 57.5 km/s 47.7 km/s -9.8 km/s Residential size weld property 377.8 km/s 403.2 km/s ±1.3 km/s Notes and accounts receivable-trade 15.3 km/s 16.5 km/s ±1.1 km/s Property development 118.2 km/s 40.9 km/s ±4.0 km/s ±	Current assets	608.7	684.3	+75.5	<inventories></inventories>			
Notes and accounts receivable-trade 15.3 16.5 17.7 17. Property development 118.2 16.6 17.0 17. Property development 118.2 16.5 17.0 18.5 18.6 18.7 19.5 19.5 19.5 19.5 19.5 19.5 19.5 19.5	(Breakdown)					Mar 31, 2016	Mar 31, 2017	Changes
Trigonal Property	Cash and deposits / Short-term investment securities	57.5	47.7	-9.8	Residential	377.8	403.2	+25.3
Equity investments	Notes and accounts receivable-trade	15.3	16.5	+1.1	Property development	118.2	166.9	+48.7
Other current assets 38.0 46.6 +8.5 Total 496.9 570.8 +73.9 Noncurrent assets 876.6 908.7 +32.1 * Residential—Residential Development Unit. ** Property Property Brokarage & CRE Unit. ** Property development—Leasing Unit., Investment Management Unit, and Property Brokarage & CRE Unit. ** Property Brokarage & CRE Unit. ** * Cheer—Property & Facility Management, Other Unit. ** * Cheer —Property & Facility Management, Other Unit. ** * Cheer —Property & Facility Management, Other Unit. ** * Cheer —Property & Facility Management, Other Unit. ** * Cheer —Property & Facility Management, Other Unit. ** * Cheer —Property & Facility Management, Other Unit. ** * Cheer —Property & Facility Management, Other Unit. ** * Cheer —Property & Facility Management, Other Unit. ** * Cheer —Property & Facility Management, Other Unit. ** * Cheer —Property & Facility Mana	Inventories	496.9	570.8	+73.9	Other business	0.9	0.9	+0.0
Noncurrent assets 876.6 908.7 +32.1 Property, plant and equipment 779.0 808.8 +29.7 Intangible assets 10.6 10.9 +0.3 Investments and other assets 86.8 88.9 +2.0 (Breakdown)	Equity investments	0.8	2.5	+1.7	Adjustments	-0.1	-0.3	-0.1
Property, plant and equipment 779.0 808.8 +29.7 * Property development**-Leasing Unit, Investment Management Unit, and Property Grokerage & CRE Unit Intrangible assets 10.6 10.9 +0.3 * Other — Property & Facility Management, Other Unit Investments and other assets 86.8 88.9 +2.0 * Other — Property, plant and equipment. Investment securities 45.5 46.2 +0.7 * An increase associated with acquisition of three properties* from Nomura Real Estate Master Fund, Inc.(NMF) Other noncurrent assets 20.0 20.9 +0.9 * NOF Nihonbashi Honcho building +23.1 billion, NOF Tameike building Liabilities 1,029.0 1,099.2 +7.02 +4.6 billion, NOF Minami-Shinjuku building +2.4 billion Current liabilities 289.1 255.7 -33.3 Total: 30.1 billion (Breakdown) Notes and accounts payable-trade 51.1 35.6 -15.5 +8yment of accounts payable of construction cost in the residential development business Ober current liabilities 71.0 74.4 +3.3 +3.3 Noncurrent liabilities 71.0 74.4 +3.3 +3.1 Bon	Other current assets	38.0	46.6	+8.5	Total	496.9	570.8	+73.9
Intangible assets 10.6 10.9 +0.3 Property Brokerage & CRE Unit Investments and other assets 86.8 88.9 +2.0 *OtherProperty & Facility Management, Other Unit (Breakdown) *Property, plant and equipment > Investment securities 45.5 46.2 +0.7 *An increase associated with acquisition of three properties* Lease and guarantee deposits 21.3 21.7 +0.3 from Nomura Real Estate Master Fund, Inc. (NMF) Other noncurrent assets 20.0 20.9 +0.9 *NOF Nihonbashi Honcho building +23.1 billion, NOF Tameike building Liabilities 1,029.0 1,099.2 +7.02 +4.6 billion, NOF Minami-Shinjuku building +2.4 billion (Breakdown) Notes and accounts payable-trade 51.1 35.6 -15.5 >Payment of accounts payable of construction cost in the residential development business Short-term loans payable, etc. 137.3 116.3 -21.0 development business Other current liabilities 73.9 843.4 +103.5 +10.5 Bonds payable 60.0 70.0 +10.0 +10.0	Noncurrent assets	876.6	908.7	+32.1	* Residential···Residential Dev	relopment Unit		
Intengible assets 10.6 10.9 +0.3 * Other Property & Facility Management, Other Unit Cherakdown	Property, plant and equipment	779.0	808.8	+ 29.7				and
(Breakdown) +2-L0 Investment securities 45.5 46.2 +0.7 · An increase associated with acquisition of three properties* Lease and guarantee deposits 21.3 21.7 +0.3 from Nomura Real Estate Master Fund, Inc. (NMF) Other noncurrent assets 20.0 20.9 +0.9 *NOF Nihonbashi Honcho building +23.1 billion, NOF Tameike building Liabilities 1,029.0 1,099.2 +70.2 Current liabilities 289.1 255.7 -33.3 (Breakdown) *Notes and accounts payable-trade 51.1 35.6 -15.5 •Payment of accounts payable-trade> Short-term loans payable, etc. 137.3 116.3 -21.0 development business Deposits received 29.6 29.4 -0.1 development business Other current liabilities 71.0 74.4 +3.3 Noncurrent liabilities 73.9 843.4 +103.5 (Breakdown) 46.0 70.0 +110.0 Lease and guarantee deposits received 63.7 57.5 -6.1 Mar 31, 2016: ¥721.9 billion → M	Intangible assets	10.6	10.9	+0.3	•	, 3		
Investment securities 45.5 46.2 + 0.7 An increase associated with acquisition of three properties* Lease and guarantee deposits 21.3 21.7 + 0.3 from Nomura Real Estate Master Fund, Inc.(NMF) Other noncurrent assets 20.0 20.9 + 0.9 + NOF Nihonbashi Honcho building +23.1 billion, NOF Tameike building Liabilities 1,029.0 1,099.2 + 70.2 + 4.6 billion, NOF Minami-Shinjuku building +2.4 billion Current liabilities 289.1 255.7 - 33.3 1 Total: 30.1 billion (Breakdown) 8 - 15.5 + Payment of accounts payable-trade Short-term loans payable, etc. 137.3 116.3 - 21.0 + Payment of accounts payable of construction cost in the residential development business Deposits received 29.6 29.4 - 0.1 + 0.3 Noncurrent liabilities 73.9.9 843.4 + 103.5 (Breakdown) - 10.0 + 10.0 Bonds payable 60.0 70.0 + 10.0 Lease and guarantee deposits received 63.7 57.5 -6.1 + Mar 31, 2016: ¥721.9 billion → Mar 31, 2017: ¥81	Investments and other assets	86.8	88.9	+2.0	* Other…Property & Facility M	anagement, Other U	nit	
Lease and guarantee deposits 21.3 21.7 + 0.3 from Nomura Real Estate Master Fund, Inc.(NMF) Other noncurrent assets 20.0 20.9 + 0.9 *NOF Nihonbashi Honcho building +23.1 billion, NOF Tameike building Liabilities 1,029.0 1,099.2 + 70.2 + 4.6 billion, NOF Minami-Shinjuku building +2.4 billion Current liabilities 289.1 255.7 -33.3 Total: 30.1 billion (Breakdown) Notes and accounts payable-trade 51.1 35.6 -15.5 Payment of accounts payable -trade> Short-term loans payable, etc. 137.3 116.3 -21.0 development business Deposits received 29.6 29.4 -0.1 development business Noncurrent liabilities 71.0 74.4 +3.3 Noncurrent liabilities 739.9 843.4 +103.5 (Breakdown) 60.0 70.0 +10.0 +10.0 +10.0 +10.0 +10.0 +10.0 +10.0 +10.1 +10.1 +10.1 +10.1 +10.1 +10.1 +10.1 +10.1 +10.1 +10.1 +10.1 </td <td>(Breakdown)</td> <td></td> <td></td> <td></td> <td><property, and="" equip<="" plant="" td=""><td>oment ></td><td></td><td></td></property,></td>	(Breakdown)				<property, and="" equip<="" plant="" td=""><td>oment ></td><td></td><td></td></property,>	oment >		
Other noncurrent assets 20.0 20.9 +0.9 +NOF Nihonbashi Honcho building +23.1 billion, NOF Tameike building +2.4 billion, NOF Tameike building +2.4 billion, NOF Tameike building +2.4 billion, NOF Minami-Shinjuku building +2.4 billion Current liabilities 289.1 255.7 -33.3 Total: 30.1 billion +4.6 billion, NOF Minami-Shinjuku building +2.4 billion +2.4 billion (Breakdown) Notes and accounts payable-trade 51.1 35.6 -15.5 Payment of accounts payable of construction cost in the residential development business Short-term loans payable, etc. 137.3 116.3 -21.0 development business Other current liabilities 71.0 74.4 +3.3 +3.3 Noncurrent liabilities 739.9 843.4 +103.5 +10.0 (Breakdown) 80.0 70.0 +1	Investment securities	45.5	46.2	+0.7	• An increase associated with acquisition of three properties*			s*
Liabilities	Lease and guarantee deposits	21.3	21.7	+0.3	from Nomura Real Estate Master Fund, Inc.(NMF)			
Current liabilities 289.1 255.7 -33.3 Total: 30.1 billion (Breakdown) < Notes and accounts payable-trade > Notes and accounts payable-trade 51.1 35.6 -15.5 • Payment of accounts payable of construction cost in the residential development business Deposits received 29.6 29.4 -0.1 Other current liabilities 71.0 74.4 +3.3 Noncurrent liabilities 739.9 843.4 +103.5 (Breakdown) 60.0 70.0 +10.0 Long-term loans payable 60.0 70.0 +10.0 Lease and guarantee deposits received 63.7 57.5 -6.1 • Mar 31, 2016: ¥721.9 billion → Mar 31, 2017: ¥810.1 billion Other noncurrent liabilities 91.5 92.0 +0.5 Net assets 456.4 493.8 +37.4 Total liabilities and net assets 1,485.4 1,593.0 +107.6 Shareholders' equity ratio 29.9% 30.2% +0.3P < Shareholders' equity>	Other noncurrent assets	20.0	20.9	+0.9	*NOF Nihonbashi Honcho building +23.1 billion, NOF Tameike buildin			eike building
(Breakdown) <td>Liabilities</td> <td>1,029.0</td> <td>1,099.2</td> <td>+70.2</td> <td>+4.6 billion, NOF Minan</td> <td>ni-Shinjuku buildi</td> <td>ng +2.4 billion</td> <td></td>	Liabilities	1,029.0	1,099.2	+70.2	+4.6 billion, NOF Minan	ni-Shinjuku buildi	ng +2.4 billion	
Notes and accounts payable-trade 51.1 35.6 -15.5 · Payment of accounts payable of construction cost in the residential development business Short-term loans payable, etc. 137.3 116.3 -21.0 development business Deposits received 29.6 29.4 -0.1 Other current liabilities 71.0 74.4 +3.3 Noncurrent liabilities 739.9 843.4 +103.5 (Breakdown) 60.0 70.0 +10.0 Long-term loans payable 60.0 70.0 +10.0 Lease and guarantee deposits received 63.7 57.5 -6.1 · Mar 31, 2016: ¥721.9 billion → Mar 31, 2017: ¥810.1 billion Other noncurrent liabilities 91.5 92.0 +0.5 Net assets 456.4 493.8 +37.4 Total liabilities and net assets 1,485.4 1,593.0 +107.6 Shareholders' equity ratio 29.9% 30.2% +0.3P <shareholders' equity=""></shareholders'>	Current liabilities	289.1	255.7	-33.3	Total: 30.1 billion			
Short-term loans payable, etc. 137.3 116.3 -21.0 development business Deposits received 29.6 29.4 -0.1 Other current liabilities 71.0 74.4 +3.3 Noncurrent liabilities 739.9 843.4 +103.5 (Breakdown) 60.0 70.0 +10.0 Long-term loans payable 60.0 623.8 +99.2 <total debt="" interest-bearing=""> Lease and guarantee deposits received 63.7 57.5 -6.1 ·Mar 31, 2016: ¥721.9 billion → Mar 31, 2017: ¥810.1 billion Other noncurrent liabilities 91.5 92.0 +0.5 Net assets 456.4 493.8 +37.4 Total liabilities and net assets 1,485.4 1,593.0 +107.6 Shareholders' equity ratio 29.9% 30.2% +0.3P <shareholders' equity=""></shareholders'></total>	(Breakdown)				<notes accounts="" and="" paya<="" td=""><td>ble-trade></td><td></td><td></td></notes>	ble-trade>		
Deposits received 29.6 29.4 -0.1 Other current liabilities 71.0 74.4 +3.3 Noncurrent liabilities 739.9 843.4 +103.5 (Breakdown) 60.0 70.0 +10.0 Long-term loans payable 60.0 70.0 +10.0 Lease and guarantee deposits received 63.7 57.5 -6.1 · Mar 31, 2016: ¥721.9 billion → Mar 31, 2017: ¥810.1 billion Other noncurrent liabilities 91.5 92.0 +0.5 Net assets 456.4 493.8 +37.4 Total liabilities and net assets 1,485.4 1,593.0 +107.6 Shareholders' equity ratio 29.9% 30.2% +0.3P <shareholders' equity=""></shareholders'>	Notes and accounts payable-trade	51.1	35.6	-15.5	 Payment of accounts pay 	able of construct	ion cost in the re	esidential
Other current liabilities 71.0 74.4 +3.3 Noncurrent liabilities 739.9 843.4 +103.5 (Breakdown) 800.0 70.0 +10.0 Bonds payable 60.0 70.0 +10.0 Long-term loans payable 524.6 623.8 +99.2 <total debt="" interest-bearing=""> Lease and guarantee deposits received 63.7 57.5 -6.1 • Mar 31, 2016: ¥721.9 billion → Mar 31, 2017: ¥810.1 billion Other noncurrent liabilities 91.5 92.0 +0.5 Net assets 456.4 493.8 +37.4 Total liabilities and net assets 1,485.4 1,593.0 +107.6 Shareholders' equity ratio 29.9% 30.2% +0.3P <shareholders' equity=""></shareholders'></total>	Short-term loans payable, etc.	137.3	116.3	-21.0	development business			
Noncurrent liabilities 739.9 843.4 +103.5 (Breakdown) 60.0 70.0 +10.0 Long-term loans payable 524.6 623.8 +99.2 <total debt="" interest-bearing=""> Lease and guarantee deposits received 63.7 57.5 -6.1 ·Mar 31, 2016: ¥721.9 billion → Mar 31, 2017: ¥810.1 billion Other noncurrent liabilities 91.5 92.0 +0.5 Net assets 456.4 493.8 +37.4 Total liabilities and net assets 1,485.4 1,593.0 +107.6 Shareholders' equity ratio 29.9% 30.2% +0.3P <shareholders' equity=""></shareholders'></total>	Deposits received	29.6	29.4	-0.1				
(Breakdown) 60.0 70.0 +10.0 Bonds payable 60.0 70.0 +10.0 Long-term loans payable 524.6 623.8 +99.2 <total debt="" interest-bearing=""> Lease and guarantee deposits received 63.7 57.5 -6.1 • Mar 31, 2016: ¥721.9 billion → Mar 31, 2017: ¥810.1 billion Other noncurrent liabilities 91.5 92.0 +0.5 Net assets 456.4 493.8 +37.4 Total liabilities and net assets 1,485.4 1,593.0 +107.6 Shareholders' equity ratio 29.9% 30.2% +0.3P <shareholders' equity=""></shareholders'></total>	Other current liabilities	71.0	74.4	+3.3				
Bonds payable 60.0 70.0 $+10.0$ Long-term loans payable 524.6 623.8 $+99.2$ <total debt="" interest-bearing=""> Lease and guarantee deposits received 63.7 57.5 -6.1 · Mar 31, 2016: $\$^*721.9\$ billion * Mar 31, 2017: $\$^*810.1\$ billion Other noncurrent liabilities 91.5 92.0 $+0.5$ Net assets 456.4 493.8 $+37.4$ Total liabilities and net assets $1,485.4$ $1,593.0$ $+107.6$ Shareholders' equity ratio 29.9% 30.2% $+0.3P$ <shareholders' equity=""></shareholders'></total>	Noncurrent liabilities	739.9	843.4	+103.5				
Long-term loans payable524.6623.8 $+99.2$ $<$ Total interest-bearing debt>Lease and guarantee deposits received63.757.5 -6.1 \cdot Mar 31, 2016: $\frac{2}{2}$ 31, 2017: $\frac{2}{2}$ 810.1 billionOther noncurrent liabilities91.592.0 $+0.5$ Net assets456.4493.8 $+37.4$ Total liabilities and net assets1,485.41,593.0 $+107.6$ Shareholders' equity ratio29.9%30.2% $+0.3P$ $<$ Shareholders' equity>	(Breakdown)							
Lease and guarantee deposits received 63.7 57.5 -6.1 · Mar 31, 2016: \pm 721.9 billion \rightarrow Mar 31, 2017: \pm 810.1 billion Other noncurrent liabilities 91.5 92.0 +0.5 Net assets 456.4 493.8 +37.4 Total liabilities and net assets 1,485.4 1,593.0 +107.6 Shareholders' equity ratio 29.9% 30.2% +0.3P <shareholders' equity=""></shareholders'>	Bonds payable	60.0	70.0	+10.0				
Other noncurrent liabilities 91.5 92.0 +0.5 Net assets 456.4 493.8 +37.4 Total liabilities and net assets 1,485.4 1,593.0 +107.6 Shareholders' equity ratio 29.9% 30.2% +0.3P <shareholders' equity=""></shareholders'>	Long-term loans payable	524.6	623.8	+99.2	<total de<="" interest-bearing="" td=""><td>bt></td><td></td><td></td></total>	bt>		
Net assets 456.4 493.8 +37.4 Total liabilities and net assets 1,485.4 1,593.0 +107.6 Shareholders' equity ratio 29.9% 30.2% +0.3P <shareholders' equity=""></shareholders'>	Lease and guarantee deposits received	63.7	57.5	-6.1	• Mar 31, 2016: ¥ 721.9 bi	llion → Mar 31, 2	017:¥810.1 billi	on
Total liabilities and net assets 1,485.4 1,593.0 +107.6 Shareholders' equity ratio 29.9% 30.2% +0.3P Shareholders' equity>	Other noncurrent liabilities	91.5	92.0	+0.5				
Shareholders' equity ratio 29.9% 30.2% +0.3P <shareholders' equity=""></shareholders'>	Net assets	456.4	493.8	+37.4				
	Total liabilities and net assets	1,485.4	1,593.0	+107.6				
	Shareholders' equity ratio	29.9%	30.2%	+0.3P	<shareholders' equity=""></shareholders'>			
	Debt/equity ratio	1.6	1.7	+0.1	· Mar 31, 2016: ¥444.8 bil	lion \rightarrow Mar 31, 20)17: ¥481.3 billio	n



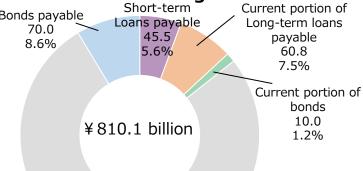
Total Assets: 1,593.0 billion ven

10617656	.5 / 5	JJ.O DIIIIOIT YCIT	
Current assets	684.3	Liabilities	1,099.2
Cash and deposits / Short-term investment securities	47.7	Interest-bearing debt	810.1
Notes and accounts receivable-trade	16.5	Short-term loans payable, etc.	116.3 -
Inventories	570.8	Bonds payable	70.0
Residential	403.2	Long-term loans payable	623.8
Property development	166.9	Notes and accounts payable-trade	35.6
Other	0.9	Deposits received	29.4
Adjustments	-0.3	Other current liabilities	74.4
Equity investments	2.5		
Other current assets	46.6	Lease and guarantee deposits received	57.5
Noncurrent assets	908.7	Other noncurrent liabilities	92.0
 Property, plant and equipment	8.808		
Offices	642.3		
Commercial facilities	86.4		
Other	79.9		
		Net assets	493.8
Intangible assets	10.9	Shareholder's Equity	481.3
Investments and other assets	88.9	Subscription rights to shares	1.9
		Non-controlling interest	10.4

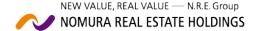
Inventories Property, plant and equipment Other Other





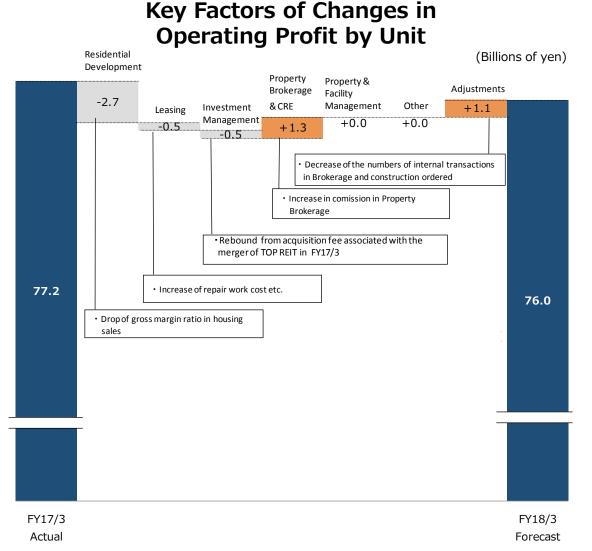


Long-term loans payable 623.8 77.0%

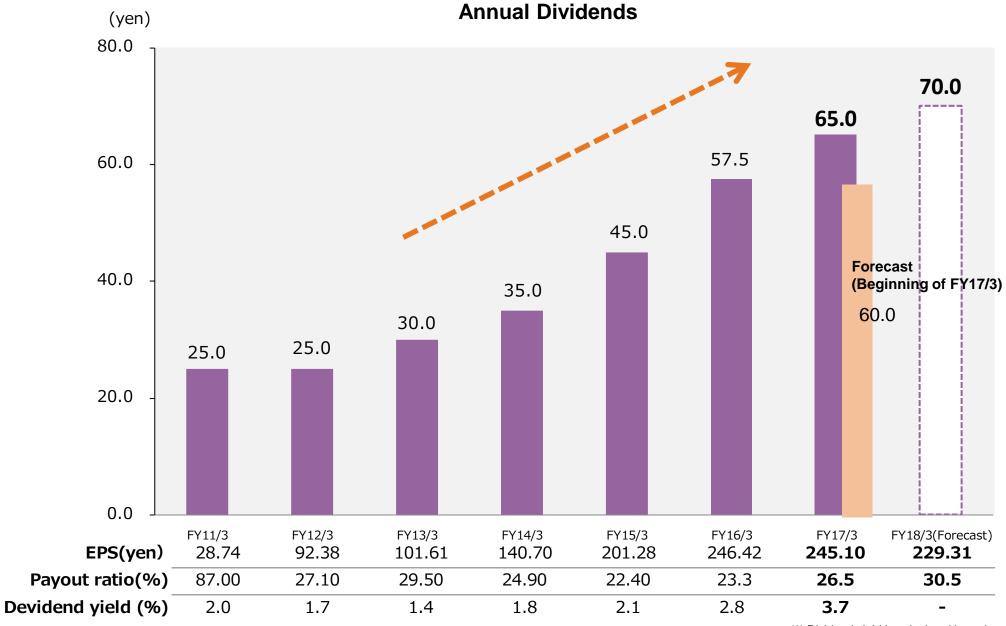


Although we expect lower profit in the Residential Development Unit due to a lowering of the
operating gross profit, we expect Service & Management Sector to be resulted in an increase in
both revenue and operating profit with the increase of commission revenue. As a result, overall
forecast is predicted to be nearly the same profit standard as FY17/3.

	FY17/3	FY18/3	
(Billions of yen)	Actual	Forecast	Changes
	1	2	2-1
Operating revenue	569.6	646.0	+76.3
Residential Development	329.7	365.0	+35.2
Leasing	115.0	143.0	+27.9
Service & Management	140.2	151.5	+11.2
Investment Management	9.6	9.5	-0.1
Property Brokerage & CRE	34.8	38.0	+3.1
Property & Facility Management	95.7	104.0	+8.2
Other	0.1	0.0	-0.1
Adjustments	-15.4	-13.5	+1.9
Operating profit	77.2	76.0	-1.2
Residential Development	27.7	25.0	-2.7
Leasing	32.5	32.0	-0.5
Service & Management	22.0	23.0	+0.9
Investment Management	6.0	5.5	-0.5
Property Brokerage & CRE	9.1	10.5	+1.3
Property & Facility Management	6.9	7.0	+0.0
Other	-0.0	0.0	+0.0
Adjustments	-5.1	-4.0	+1.1
Ordinary profit	68.9	67.0	-1.9
Profit attributable to owners of parent	47.0	44.0	-3.0
Net income per share (yen)	245.10	229.31	-15.79
Cash dividends per share (yen)	65.00	70.00	+5.00



FY17/3 year-end dividend per share increased to ¥35 per share, an increase of ¥5 from the forecast. Accordingly, the annual dividend per share for the current fiscal year is ¥65 (increase ¥7.5 y/y). The annual dividend of FY18/3 is predicted to be ¥70(increase ¥5.0 y/y), which would result in a 5 continuous years of increase in dividend.



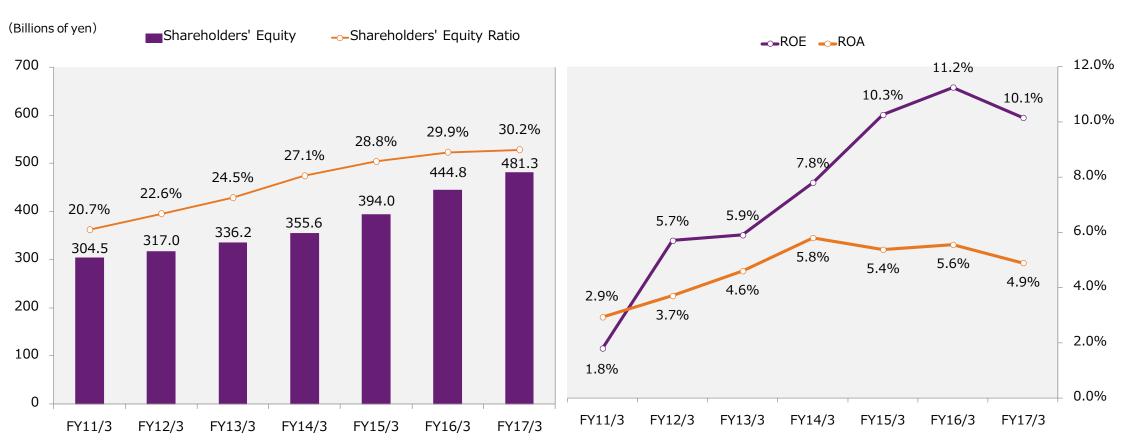


Shareholders' Equity/Shareholders' Equity Ratio

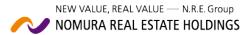
 Shareholders' equity ratio has improved 30.2 %, reaching a 30%-level, our accounting mid-term target.

ROA/ROE

 ROA of 4.9% and ROE of 10.1%, maintaining high level.

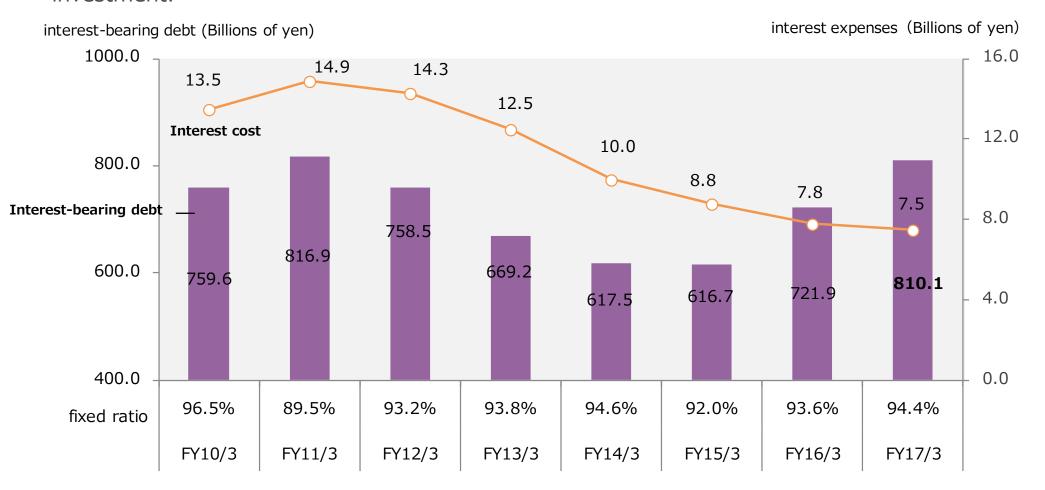


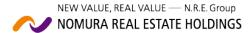
ROA = (Operating profit + Non-operating income) / Year-end total assets ROE = Net income / Shareholders' equity (as average over the year)



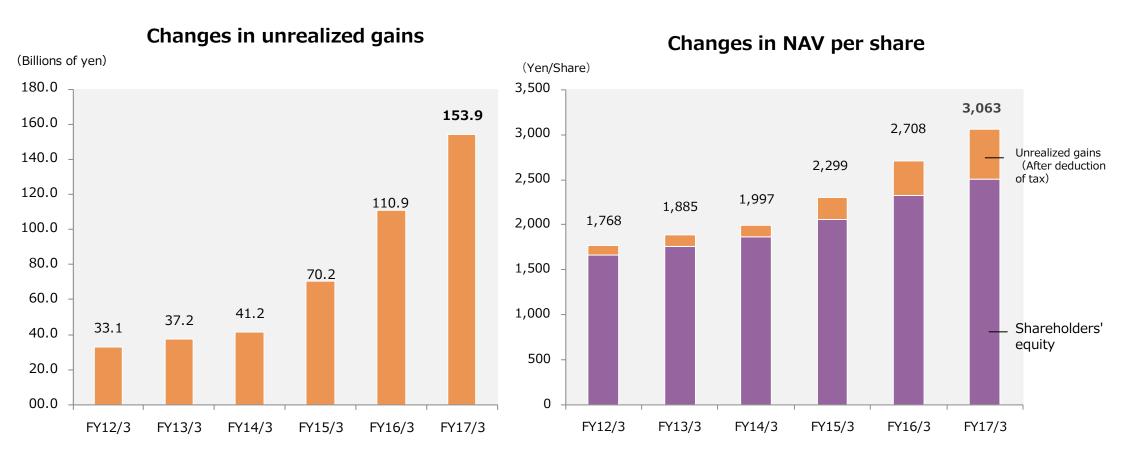
- Since 2011, we tried to reduce interest-bearing debt, resulting decline in interest expenses.

 Also, by fixing and lengthening interest-bearing debt, we have created a stable financial foundation.
- From FY16/3 onward, interest expense has been in a decline trend due to lowering of interest rate while **interest-bearing debt has been increasing by 88.2 billion** in accordance with active investment.





- Due to the decline of the Cap Rate seen in all area, our unrealized gains have increased to ¥ 153.9 billion
- An increase in shareholders' equity by building up periodic profit and an increase in unrealized gains contributed to an increase in NAV per share to ¥3,063 (up ¥355 y/y)



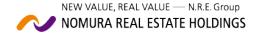
lpha 1 Unrealized gain is the amount deducted the book value from the market price at the end of FY.

 $[\]ensuremath{\%2}$ Market prices are calculated mainly based on the "Japanese Real Estate Appraisal Standards". $\ensuremath{\%2}$

X 1 NAV per share = (shareholders' equity + unrealized gains (after deduction of tax))/the number of shares issued (excluding treasury shares)

Unrealized gains (after deduction of tax) = Unrealized gains \times (1-effective tax rate) (Effective tax rate is renewed every fiscal year)

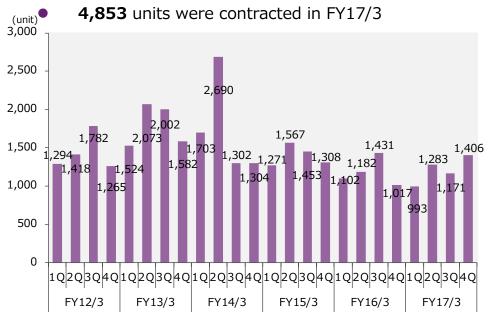
Unit information



• The number of housing units sold decreased, while average housing prices rose. The gross margin ratio declined to **21.7**% (down 0.1 points y/y).

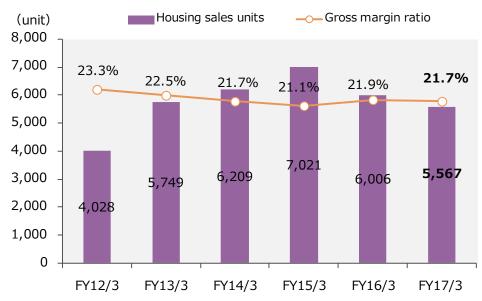
(Billions of yen)	FY16/3 Actual	FY17/3 Actual	Changes	FY18/3 Forecast	Changes
	1	2	2-1	3	3-2
Operating revenue	334.5	329.7	-4.7	365.0	+35.2
Housing sales	318.7	308.9	-9.8	_	_
Other	15.7	20.8	+5.1	_	_
Operating profit	31.9	27.7	-4.1	25.0	-2.7
[Housing sales indicators]					
Housing sales (unit)	6,006	5,567	-439	6,000	+433
Condominiums	5,363	4,885	-478	5,400	+ 515
Detached housing	643	682	+39	600	-82
Tokyo metropolitan area	4,721	4,291	-430	4,500	+209
Osaka metropolitan area	857	807	-50	850	+43
Other area	427	468	+41	650	+182
Sold but not recorded housing (unit)	3,493	2,779	-714	_	_
Completed housing inventories (unit)					
released for sale	134	252	+118	_	_
unreleased	215	402	+ 187	_	_
Average sales price (million yen)	53.07	55.49	+ 2.42	_	_
Gross margin ratio (%)	21.9%	21.7%	-0.1P	_	_





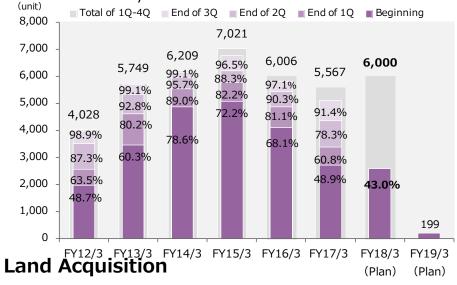
Gross Profit Margin & Number of Housing Units Sold

Gross margin ratio was 21.7% due to posting large-scale properties.

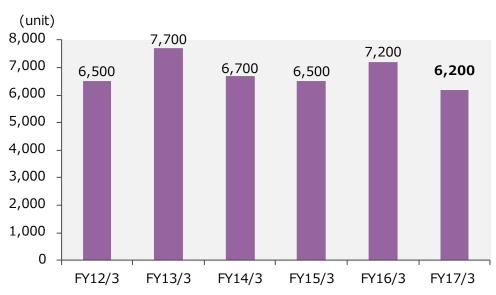


Number of Contracted Housing Units by quarter Contract Rates based on the number of recorded housing

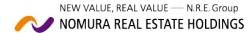
2,580 units (43.0%) were contracted as of the beginning of the current fiscal year.



Lands of 6,200 units were acquired in FY17/3. Lands for FY18/3 onward are 22,200 units.



[Reference] Major Upcoming Projects & Land Bank



FY18/3	FY19/3	FY20/3	FY21/3~
PROUD Sakurashinmachi	PROUD Ginza-Higashi Residence	Shinonome 1chome Project	Sarugakucho II Project
(Setagaya-ku, Tokyo 174 units)	(Chuo-ku, Tokyo 99 units)	(Koto-ku, Tokyo 306 units)	(Shibuya-ku, Tokyo 108 units)
PROUD TOWER Kiba-Koen	Higashi-Ikebukuro 5-chome Redevelopment Project	Shimorenjaku 5 chome Project	Musashi-Koganei Station South Exit Second District
(Koto-ku, Tokyo 204 units)	(Toshima-ku, Tokyo 110 units)	(Mitaka-shi, Tokyo 319 units *1*2)	Redevelopment Project (Koganei-shi, Tokyo 618 units)
Roka-Koen The Residence	Tokyo Bay-front Project	Tamadaira 2chome Project	Hiyoshi Minowacho Project
(Setagaya-ku, Tokyo 155 units *1*2)	(Koto-ku, Tokyo 305 units)	(Hino-shi,Tokyo 653 units%1)	(Kouhoku-ku, Yokohama-shi TBD *1*2)
PROUD CITY Ota-Rokugo	PROUD CITY MusashinoMitaka	Kawaguchi Iizuka Project	Urawa Station West Exit South Redevelopment Project
(Ota-ku, Tokyo 632 units *1)	(Musashino-shi, Tokyo 334 units%1)	(Kawaguchi-shi,Saitama 198 units)	(Urawa-ku, Saitama-shi TBD*2)
PROUD Fuchu Station Arena	AIR HILLS Fujisawa	Makuharishintoshin Project	Tsudanuma Station-Front Project
(Fuchu-shi, Tokyo 111 units)	(Fujisawa-shi, Kanagawa 105 units *2)	(Mihama-ku, Chiba-shi TBD $\%1$ 、2)	(Narashino-shi, Chiba 190 units *2)
PROUD TOWER Nagoya-Sakae	Makuhari Bay Towers Project	Koraibashi Project	Sakai-Higashi GIORNO Redevelopment
(Naka-ku, Nagoya-shi 214 units *2)	(Mihama-ku, Chiba-shi 119 units※2)	(Chuo-ku, Osaka-shi 170 units *2)	(Sakai-ku, Sakai-shi 272 units)

^{*1} Projects to be posted in several fiscal years *2 Joint-venture projects (The number refers to the Company's share.) Unit numbers and schedule of projects above are subject to change.

Land Bank Obtained 22,200 units for FY18/3 onward

PROUD & Detached Housing
(Other Area)
4,100 units

Detached Housing
(Tokyo Metropolitan Area)
2,100 units

OHANA
(Tokyo Metropolitan Area)
1,600 units



PROUD Fuchu Station Arena



PROUD TOWER Kiba-Koen

Copyright 2017 Nomura Real Estate Holdings, Inc.

By utilizing our top track record in the industry and a wealth of know-how, promote various redevelopment and rebuilding projects that have potential for growth

Major Redevelopment & Rebuilding Projects

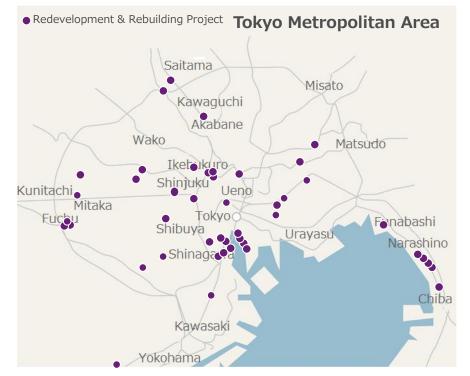
Phase III Project name units (FY17/3 - FY19/3) (FY20/3 - FY22/3) (FY23/3 - FY25/3) 292 PROUD TOWER Tachikawa omplete 313 PROUD CITY Asagaya*1 PROUD Fuchu Station Arena 111 PROUD TOWER Musashi-urawa Residence 165 PROUD TOWER Nagoya-Sakae*1 214 Gracia Tower Futamatagawa*1 81 Higashi-Ikebukuro 5chome Redevelopment 110 Musashi-Koganei Station South Exit Second District Redevelopment *2 620 Start Sakai-Higashi GIORNO Redevelopment *1 272 Start Tokyo Olympic · Paralympic Athlete's Village *1 489 556 Wakashio Heights*1 300~ Minamikoiwa 6chome district Redevelopment *1 Hankyu Tsukagkuchi Satation-Front Redevelopment *2 Phase 2 Phase 2 Higashi-Ikebukuro Station-Front Redevelopment Planned to be Hirai Station North Exit District Redevelopment completed completed *3 Approx. 1,900 Kawaguchi-sakemachi 3chome District Redevelopment Funabashi Station South Exit District Redevelopment Tsukishima 3chome South Redevelopment *1 Tateishi Station South Exit East District Redevelopment *1 Iidabashi Station Central District Redevelopment *2 Kachidoki Station South 8&9 Block Redevelopment *1 JR Kamata Station East Exit Central District Redevelopment Akasaka 7chome 2nd Distdict Redevelopment *1 Phase 3 onward Planned to be onward Kodaira Station-Front North District Redevelopment *1 completed *3 Planned to be Minami-Ikebukuro 2chome C-District Redevelopment *1 completed Approx. 6,900 units Nishi-Shinjuku 3chome West Redevelopment*1,2 Kouyamachi · Miyukicho Redevelopment (Shizuoka) *1 Nishi-Ojima Station-Front Redevelopment*1 Nishi-Nippori Station-Front Redevelopment*1,2 Hirao Condominium Redevelopment*1 Okayama Station-Front Urban area Redevelopment*1

Breakdown of Residential Redevelopment / Rebuilding Projects

Projects Projects approved* under 4,900 plannning** 8,800

Of all the 22,200 units of stocks from FY18/3 onward, projects approved of 4,900 units are included. There are also projects under planning of 8,800 units and are categorized into projects approved accordingly.

- *Projects approved: Time schedules are authorized.
- **Project under planning: Time schedules are vet to be authorized.



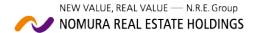
All projects are still in planning phase, therefore they are subjects to change.

: Projects approved : Projects under planning

^{*1:} JV projects *2: Land acquired not only for housing but also for other usage. Underlined are new projects

^{*3:} The number of units for project under planning is the expected number of 100 units by each phase.

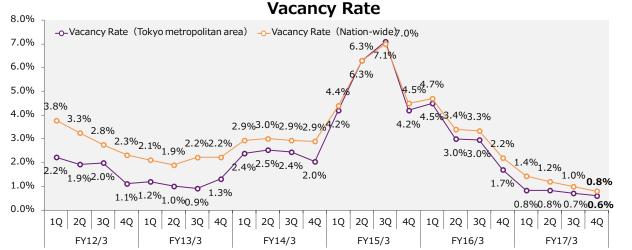
(Leasing Unit)



Tenant leasing made a satisfactory progress in existing properties. The vacancy rate improved to 0.8% as of the end of 4Q(down 1.4 points y/y).

		FY16/3	FY17/3		FY18/3		
	(Billions of yen)	Actual ①	Actual ②	Changes ② – ①	Forecast ③	Changes 3-2	
	Operating revenue	110.2	115.0	+4.7	143.0	+27.9	
	Leasing (offices)	49.5	51.9	+2.3	_	_	
	Leasing (retail facilities)	10.8	11.6	+0.7	_	_	
	Leasing (other)	5.8	5.9	+0.0	_	_	
	Property development (sale)	33.2	35.3	+2.0	_	_	
	Property development (leasing)	3.3	4.0	+0.7			
	Other	7.2	6.0	-1.2	_	_	
	Operating profit	31.7	32.5	+0.8	32.0	-0.5	
	Rentable floor area (sqm)	974,127	975,974	+1,847	_	_	
	Offices	829,312	831,177	+ 1,865	_	_	
	Retail facilities	144,815	144,797	-18	_	_	
	Vacancy rate	2.2%	0.8%	-1.4P	_	_	
حا	* Leasing (offices) includes subleasing properties					_	
_	[Reference] Rent revenue change analysis	Changes					
	New buildings	v buildings +2.0 Increased by 3 properties acquired from Nomura Real Estate Master Fund, Inc.					

Existing buildings +2.2 Hamamatsucho Building (Toshiba Building), etc. Sold / Termination −1.0 Sales of Nomurafudosan Akasaka Center Building and other properties



Operating Revenue ¥35.3 billion Sold: 9 properties ¥35.3 bn ¥9.4 bn

Operating

revenue

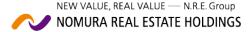
Operating

gross profit

FY17/3 Breakdown of Property Development (Sale)

Copyright 2017 Nomura Real Estate Holdings, Inc.

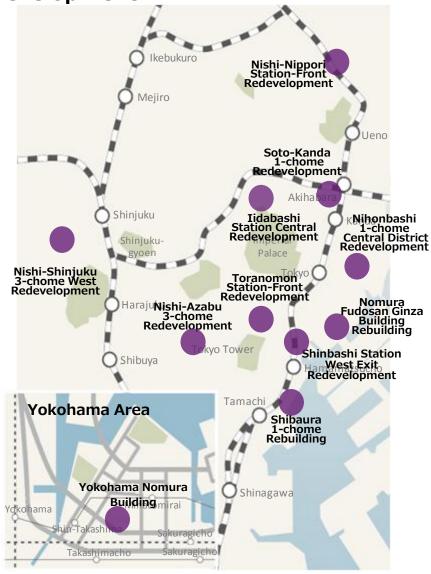
18



Promote complex development projects actively in Tokyo metropolitan area

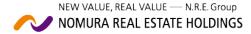
Major Large-scale Redevelopment & Complex Development

	.,					
Project name	Progress situation	Main use	Area planned to	Phase I	Phase II FY20/3 - FY22/3	Phase III
				F117/3 - F119/3	F120/3 - F122/3	F123/3 - F123/3
Yokohama Nomura Building	Completed in Jan. 2017	Office	56,017㎡	Complete		
Toranomon Station-Front Redevelopment (Certified as National Strategic Special Zone)	Rights conversion Started to be demolished	Office Retail	Approx. 12,000㎡	start	Complete	
Musashi-Koganei station 2nd District Redevelopment	Rights conversion completed	Retail Residential	Approx. 12,000㎡	start	Complete	
Minamikoiwa 6-chome Redevelopment※	The Redevelopment Union was established	Retail Residential	Approx. 4,500㎡	start	Complete	Complete
Soto-Kanda 1chome Redevelopment	Blueprint of the project is under discussion	Office	Approx. 31,000㎡		start	Complete
Iidabashi Station Central Redevelopment	Blueprint of the project is under discussion	Office Residential	Approx. 20,000㎡			-
Nishi-Azabu 3chome Redevelopment*	Blueprint of the project is under discussion	Hotel Residential	ТВО			
Nishi-Shinjuku 3chome West Redevelopment*	Blueprint of the project is under discussion	Retail Residential	Approx. 21,000㎡			
Shibaura 1chome Rebulding* (Designated as National Strategic Special Zone)	Preparing to be certified as a national strategic special zone	Complex	Approx. 550,000m (Total floor area)		start	
Nihonbashi 1-chome Central District Redevelopment ※ (Proposed as a national strategic special zone)	Proposed as a national strategic special zone	Office	TBD		start	
Nishi-Nippori Station-Front Redevelopment%	Blueprint of the project is under discussion	Retail Residential	Approx. 17,000㎡			
Shinbashi Station West Exit Redevelopment*	Blueprint of the project is under discussion	Office Retail	TBD			start
Nomura Fudosan Ginza Building Rebuilding (Ginza MTR Building) ※	-	Office	TBD		TBD	



All projects are in planning stage and are subject to change.

[Reference] Development Projects of Office Buildings



- Yokohama Nomura Building was completed in January, 2017.
 The whole building is leased up by Nomura Research Institute and it has been fully operated since April, 2017.
- Nomura Fudosan Sendai Aoba-dori Building was completed in April, 2017.
 Contracted with Fujitsu Limited, which is a major tenant.

Yokohama Nomura Building





Location:

Nishi-ku, Yokohama-shi, Kanagawa

Access: 4-minute walk from Shin-takashima station

No. of stories: 17 stories above ground

Total floor area: 81,547m

Schedule: completed in Jan. 2017,

operated from Apr., 2017 Our total investment amount:

About ¥32 billion

Nomura Fudosan Sendai Aoba-dori Building





Location:

Aoba-ku, Sendai-shi, Miyagi Access: 5-minute walk from

Sendai station, 1-minute walk from

Aoba-dori station

No. of stories: 10 stories above

ground, 1 basement floor Total floor area: 12,671m

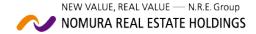
Schedule: completed and operated

from Apr., 2017

Our total investment amount:

About ¥8 billion

【Reference】Expansion of Property Development Business①



- Increase developed properties to \(\frac{4}{200}\) billion by 2025, while selling some portion of the portfolio.
- 19 properties (¥92 billion of planned aggregate investment*) were acquired in FY17/3.

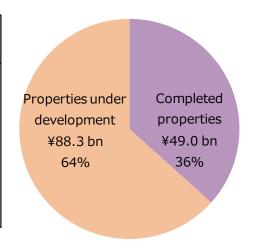
Expansion Plan of Property Development (on Balance Sheet)

4 projects (About ¥ 6.5 billion)

Breakdown (as of the end of FY17/3)

(Billions of yen)	FY17/3 4Q	Phase 1	Phase 2	Phase 3
(Billions of yell)	(on B/S)	(FY17/3~FY19/3)	(FY20/3~FY22/3)	(FY23/3~FY25/3)
Office (PMO, etc.)	57.5	60.0	65.0	65.0
Retail (GEMS, NSC etc.)	14.9	35.0	35.0	35.0
Logistics (Landport, etc.)	49.9	45.0	70.0	70.0
Residential (PROUD FLAT, etc)	15.0	15.0	20.0	30.0
Expansion of Property Development	137.3	155.0	190.0	200.0

1 project (About ¥ 5.1 billion)



Acquisition & Sales in FY17/3

Office	Acquisition (Planned aggregate investment) 3 projects (About ¥ 27.5 billion*)	Sale (sale value) 1 project (About ¥ 5.1 billion)	Residential	Acquisition (Planned aggregate investment) 7 projects (About ¥ 13.5 billion)	Sale (sale value) 5 projects (About ¥ 4.9 billion)
Acquisition Sale			Acquisition	Sale	
Retail	(Planned aggregate investment)	(sale value)	Logistics	(Planned aggregate investment)	(sale value)

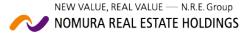
* The acquired properties listed on this page also include projects that were determined in the current fiscal period.

5 projects (About ¥ 44.0 billion*) 2 projects (About ¥ 20.2 billion)

^{*} The figures of the planned aggregate investment include additional investment on properties acquired in FY16/3.

^{*} Planned aggregate investment is based on the company's assumption and therefore they are subject to change.

[Reference] Expansion of Property Development Business 2

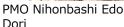


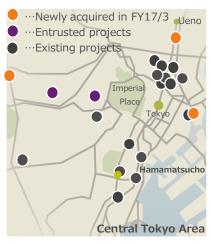
Office "PMO"



PMO Hirakawa-cho







Residential "PROUD FLAT"







PROUD FLAT

·Newly acquired in FY17/3 Existing projects Shinagawa Central Tokyo Area

PROUD FLAT Soto -Kanda

Noborito

	Name	Location	No. of units	Completion	Status
1	PROUD FLAT KagurazakaⅢ	Shinjuku-ku, Tokyo	35 units	2015/4	Sold
2	PROUD FLAT Higashi-Nakano	Nakano-ku, Tokyo	49 units	2015/2	Sold
3	PROUD FLAT Gakugeidaigaku II	Meguro-ku,Tokyo	36 units	2015/9	Sold
4	PROUD FLAT Omori III	Shinagawa-ku, Tokyo	49 units	2014/10	Sold
5	PROUD FLAT Kinshicho	Sumida-ku, Tokyo	36 units	2014/12	Sold
6	PROUD FLAT Sangenjaya II	Setagaya-ku, Tokyo	70 units	2014/1	Under Operation
7	PROUD FLAT Higashi-Kanda	Chiyoda-ku, Tokyo	38 units	2015/4	Under Operation
8	PROUD FLAT Mitsukoshimae	Chuo-ku, Tokyo	40 units	2015/7	Under Operation
9	PROUD FLAT Sugamo II	Toshima-ku, Tokyo	33 units	2015/11	Under Operation
10	PROUD FLAT Yoyogi-Hachiman	Shibuya-ku, Tokyo	30 units	2016/1	Under Operation
11	PROUD FLAT Soto-Kanda	Chiyoda-ku, Tokyo	75 units	2016/5	Under Operation
12	PROUD FLAT Noborito	Kawasaki-shi, Kanagawa	79 units	2016/5	Under Operation
13	PROUD FLAT Nakaochiai	Shinjuku-ku, Tokyo	37 units	2016/12	Under Operation
14	PROUD FLAT Asakusabashi	Taito-ku, Tokyo	38 units	2017/2	Under Operation
15	PROUD FLAT Monzen-nakacho V	Koto-ku, Tokyo	99 units	2017/10 (plan)	Under Construction
16	PROUD FLAT Miyazakidai	Miyamae-ku, Kawasaki	82 units	2018/2 (plan)	Under Construction
17	PROUD FLAT Togoshi	Shinagawa-ku, Tokyo	99 units	2019/1 (plan)	Under Planning
18	PROUD FLAT Asakusabashi II	Taito-ku, Tokyo	85 units	2019/1(plan)	Under Planning
19	PROUD FLAT Higashi-Nihonbashi	Chuo-ku, Tokyo	43 units	2018/10(plan)	Under Construction
20	PROUD FLAT Asakusabashi III	Taito-ku, Tokyo	41 units	2018/8(plan)	Under Planning
21	PROUD FLAT Asakusa-Kaminarimon	Taito-ku, Tokyo	49 units	2019/1(plan)	Under Planning
22	PROUD FLAT Ryogoku	Sumida-ku, Tokyo	70 units	2018/11(plan)	Under Planning
23	Tomigaya 2-chome Project	Shibuya-ku, Tokyo	110 units	2019/2(plan)	Under Planning

	Name	Location	Completion	Status
1	PMO Shibadaimon	Shibadaimon, Mintako-ku	2014/9	Under Operation
2	PMO Hirakawacho	Hirakawa-cho, Chiyoda-ku	2016/1	Under Operation
3	PMO Nihonbashi Edo Dori*	Nihonbashi-Kodenmacho, Chuo-ku	2016/6	Under Operation
4	PMO Nihonbashi Mitsukoshimae	Nihonbashi-Honcho, Chuo-ku	2016/5	Under Operation
5	PMO Shin-Nihonbashi	Nihonbashi-Honcho, Chuo-ku	2016/11	Under Operation
6	PMO Kanda Iwamotocho	Kanda-Sudacho, Chiyoda-ku	2017/1	Under Operation
7	PMO Nishishinbashi	Nishishinbashi, Minato-ku	2017/3	Under Operation
8	PMO Shinjuku-Gyoen Project (Entrusted)	Shinjuku, Shinjuku-ku	2018/9(plan)	Under Construction
9	PMO Hanzomon Project (Entrusted)	Kojimachi, Chiyoda-ku	2017/6(plan)	Under Construction
10	PMO Shibuya Project	Shibuya, Shibuya-ku	2017/6(plan)	Under Construction
11	PMO Uchi-Kanda Project	Uchi-Kanda, Chiyoda-ku	2017/5(plan)	Under Construction
12	PMO Tamachi II Project	Shiba, Minato-ku	2018/2(plan)	Under Construction
13	PMO Higashi-Shinbashi Project	Higashi-Shinbashi, Minato-ku	2018/4(plan)	Under Construction
14	PMO Hatchobori III Project	Hatchobori, Chuo-ku	2018/3(plan)	Under Construction
15	PMO Otemachi Project	Kanda-Nishikicho, Chiyoda-ku	2020/7(plan)	Under Construction
16	PMO Ochanomizu Project	Kanda-Surugadai, Chiyoda-ku	2018/6(plan)	Under Construction
17	PMO Hamamatsucho Project	Hamamatsucho, Minato-ku	2018/11(plan)	Under Construction
18	PMO Kanda-Sudacho Project	Kanda-Sudacho, Chiyoda-ku	2020/4(plan)	Under Planning
19	PMO Shinkawa 2-chome Project*	Shinkawa, Chuo-ku	2018/3(plan)	Under Construction
20	PMO Akihabara III Project	Taito, Taito-ku	2019/1(plan)	Under Construction
21	PMO Nishi-Shinjuku Project	Nishi-Shinjuku, Shinjuku-ku	2019/6(plan)	Under Planning
F	*JV Project	Property acquire	d in EV17/3	

Property acquired in FY17/3

Property acquired in FY17/3

【Reference】Expansion of Property Development Business ③



Landport

Retail Facilities "GEMS"









GEMS Kanda GEMS Daimon **GEMS** Jinbocho Project Kanda **GEMS GEMS** Nishi-shinjuku Ichigaya GEMS Kayabacho GEMS MIRRAZA Daimon Jingu-mae **GEMS GEMS** Jingu-Mae **GEMS** Tamachi

GEMS	Ebisu	

- ●···Newly acquired in FY17/3
- · · · Existing projects

	Name	Location	Completion	Status
1	Nomura Fudosan Kichijoji Building	Kichijoji-Honcho, Musashino-shi	2014/7	Sold
2	GEMS Daimon	Shibadaimon, Minato-ku	2016/2	Under Operation
3	GEMS Kanda	Kajicho, Chiyoda-ku	2016/6	Under Operation
4	GEMS Ebisu Project	Ebisu, Shibuya-ku	2017/7 (plan)	Under Construction
5	GEMS Jingu-Mae Project	Jingu-Mae, Shibuya-ku	2018/4 (plan)	Under Construction
6	GEMS Kayabacho Project	Shinkawa, Chuo-ku	2018/2 (plan)	Under Construction
7	GEMS Namba Project	Namba, Chuo-ku, Osaka	2018/11 (plan)	Under Construction
8	GEMS Tamachi Project	Shiba, Minato-ku	2019/2 (plan)	Under Construction
9	GEMS Nishi-Shinjuku Project	Nishi-shinjuku, Shinjuku-ku	TBD	Under Planning
10	GEMS Sangenjaya Project	Taishido, Setagaya-ku	2018/5 (plan)	Under Construction
11	GEMS Shin-Yokohama Project	Yokohama, Kohoku-ku	2018/7 (plan)	Under Construction
12	GEMS Shimbashi Project	Simbashi, Minato-ku	2018/5 (plan)	Under Construction
13	MIRRAZA Jingu-mae Project*	Jingu-mae, Shibuya-ku	2017/9 (plan)*	Under Construction
14	GEMS Sakae Project	Naka-ku, Nagoya	2019/8(plan)	Under Planning
15	Jinbocho Project	Jinbocho, Kanda,Chiyoda-ku	2019/5(plan)	Under Planning
16	Suginami Project	Honamanuma, Suginami-ku	2018/9(plan)	Under Planning

*Plan to renew existing retail facility for the MIRRAZA Jingu-mae project.

The completion period is the same as the renewal completion period.





Landport Komaki



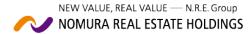
	Name	Location	Completion	Status
1	Landport Kashiwa-Shonan II	Kashiwa-shi, Chiba	2016/4	Sold
2	Landport Kashiwa-Shonan I	Kashiwa-shi, Chiba	2016/1	Sold
3	Landport Iwatsuki	Saitama-shi, Saitama	2016/5	Under Operation
4	Landport Hachioji II	Hachioji-shi, Tokyo	2016/9	Under Operation
5	Landport Komaki Project*	Komaki-shi, Aichi	2017/1	Under Operation
6	Landport Shinonome Project	Koto-ku, Tokyo	2018/8 (plan)	Under Planning
7	Landport Narashino Project	Narashino-shi, Chiba	2019/12 (plan)	Under Planning
8	Landport Kawaguchi Project	Kawaguchi-shi,Saitama	2020/1 (plan)	Under Planning
9	Landport Higashi-Narashino Project	Narashino-shi, Chiba	2019/8 (plan)	Under Planning
10	Landport Ome Project I	Ome-shi, Tokyo	2018/9(plan)	Under Planning
11	Landport Ome Project II	Ome-shi, Tokyo	2020/6(plan)	Under Planning
12	Landport Ome Project III	Ome-shi, Tokyo	2020/6(plan)	Under Planning

Property acquired in FY17/3

^{*}JV project

Property acquired in FY17/3

[Reference] The Group's Major Buildings



Name	Location	Leased floor area *Our share	Completion
1 Yokohama Business Park	Hodogaya-ku, Yokohama-shi, Kanagawa	172,335m²	1990/1, etc.
2 Hamamatsucho Building (Toshiba Building)	Minato-ku, Tokyo	98,330m²	1984/3
3 LAZONA Kawasaki Toshiba Building	Saiwai-ku, Kawasaki-shi, Kanagawa	78,610m ²	2013/3
4 LAZONA Kawasaki Plaza	Saiwai-ku, Kawasaki-shi, Kanagawa	46,989m ²	2006/9
5 Shinjuku Nomura Building	Shinjuku-ku, Tokyo	31,467m ²	1978/5
6 Nomura Fudosan Tennozu Building	Shinagawa-ku, Tokyo	24,242m ²	1996/6
7 Nihonbashi Muromachi Nomura Building	Chuo-ku, Tokyo	22,260m ²	2010/9
8 Nomura Fudosan Musashikosugi Building N Wing & S Wing	Nakahara-ku, Kawasaki-shi, Kanagawa	20,520m ²	2010/3
9 NOF Nihonbashi Honcho Building	Chuo-ku, Tokyo	19,157m ²	1961/4
10 Umeda Sky Building	Kita-ku, Osaka-shi, Osaka	18,938m ²	1993/3
11 bono Sagamiono Shopping Center	Minami-ku, Sagamihara-shi, Kanagawa	16,123m ²	2013/1
12 Nomura Fudosan Ginza Building	Chuo-ku, Tokyo	13,280m²	1982/3



Hamamatsucho Building (Toshiba Building)

Nihonbashi Muromachi Nomura Building

Shinjuku Nomura

Nomura Fudosan Building Musashikosugi Building N Wing



LAZONA Kawasaki Plaza

Yokohama Business Park

bono Sagamiono Shopping Center Copyright 2017 Nomura Real Estate Holdings, Inc.

LAZONA Kawasaki Toshiba Building



Nomura Fudosan Ginza Building



Umeda Sky Building

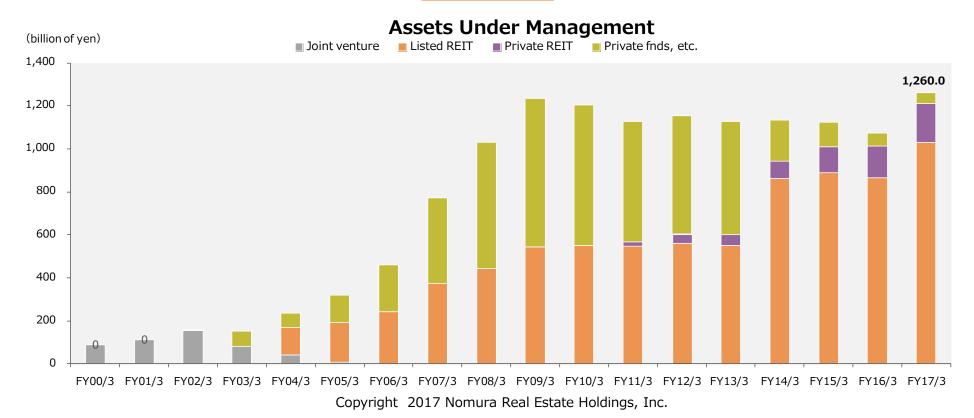
Nomura Fudosan Tennozu Building

[Investment Management]



Assets under management increased steadily due to the merger between Nomura Real Estate Master Fund, Inc. and Top REIT, Inc.

	FY16/3	FY17/3		FY18/3	
(Billions of yen)	Actual	Actual	Changes	Forecast	Changes
	1	2	2-1	3	3-2
Operating revenue	10.9	9.6	-1.3	9.5	-0.1
Operating profit	7.3	6.0	-1.3	5.5	-0.5
	0	0	0		_
Assets under management	1,074.4	1,260.0	+ 185.5	_	_
Listed REIT	866.1	1,029.9	+ 163.7	_	_
Private REIT	146.5	180.6	+ 34.1	_	_
Priate funds, etc.	61.8	49.5	-12.3	_	<u> </u>



[Property Brokerage & CRE Unit]



 The retail business and wholesale business made a steady progress. The number of transactions and transaction value marked the highest figure ever.

	FY16/3	FY17/3		FY17/3	
(Billions of yen)	Actual	Actual	Changes	Forecast	Changes
	1	2	2-1	3	3-2
Operating revenue	35.3	34.8	-0.5	38.0	+3.1
Property brokerage	28.0	30.2	+2.2	_	_
Other	7.3	4.5	-2.8	_	_
Operating profit	9.9	9.1	-0.7	10.5	1.3

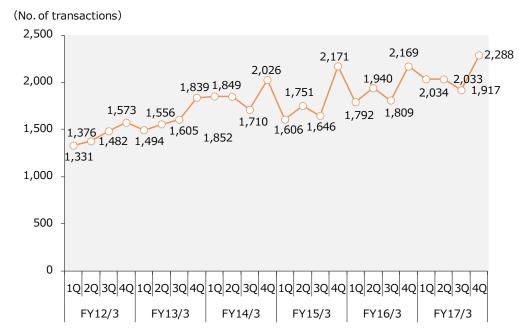
[Brokerage indicators]

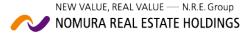
Total transaction value (billion yen)	713.5	745.1	+31.5	_	_
Number of transactions	7,710	8,272	+ 562	_	_
Comission fee (billion yen)	28.0	30.2	+2.2	_	_
Comission rate (%)	3.9%	4.1%	-0.1P	_	_
Number of property brokers branches	68	73	+5	_	_

Total Transaction Value of Property Brokerage

Number of Transactions





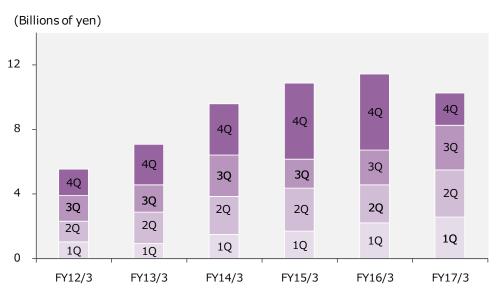


Progress of Property Brokerage & CRE Unit

- In the wholesale business, established new branches in Kyoto and Fukuoka in October in order to enhance sales activities in broader area. Moreover, increased the number of employees in Kansai and Nagoya.
- In the retail business, planning to establish 100 property brokers branches and hire 1,000 sales reps by FY2022. The number of branches expanded to 73 by the end of FY17/3.
- Business collaboration with Nomura Securities is making a satisfactory growth which led to the transaction value of more than 100 billion yen by the end of FY17/3.

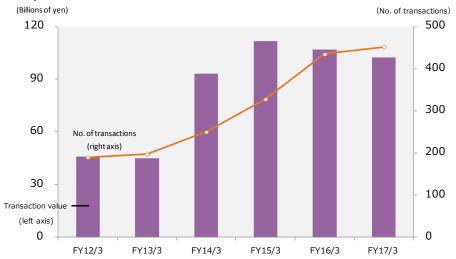
Brokerage commission fee (wholesale)

Commission continues to remain high.



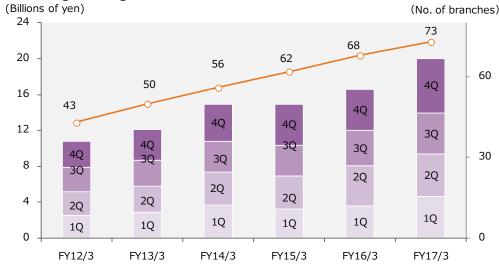
Transaction value and number of transactions* in cooperation with Nomura Securities (*transactions include contracted but not delivered)

 Both the transaction value and number of transaction made a satisfactory progress. Transaction value marked more than 100 billion yen.

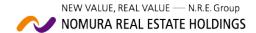


Number of property brokers branches & brokerage commission fee (retail)

 Branches are expanding steadily. Commission marked the highest figure ever.

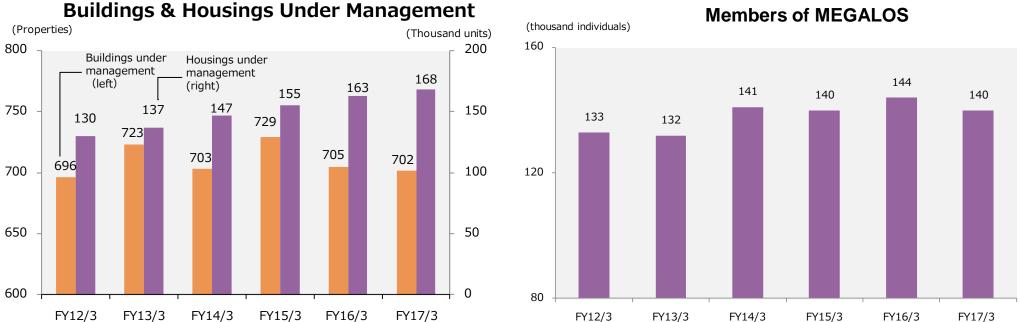


[Property & Facility Management]

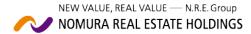


 Both revenue and profit increased due to an increase in the revenue of construction ordered such as large-scale repair work of condominiums and improvement of revenue in fitness club.

	FY16/3	FY17/3		FY18/3	
(Billions of yen)	Actual	Actual	Changes	Forecast	Changes
	1	2	2-1	3	3-2
Operating revenue	91.5	95.7	+4.2	104.0	+8.2
Property & facility management	47.9	48.3	+0.3	_	_
Construction ordered	24.6	26.8	+2.2	_	_
Fitness club & eldery care	14.9	15.5	+0.5	_	_
Other	3.9	5.0	+1.1	_	_
Operating profit	5.6	6.9	+1.2	7.0	+0.0
Building under management	705	702	-3	_	_
Housings under management	163,036	168,999	+ 5,963	_	_
Members of MEGALOS (individuals)	144,263	140,743	-3,520	_	_
Number of clubs	33	35	+2	_	_



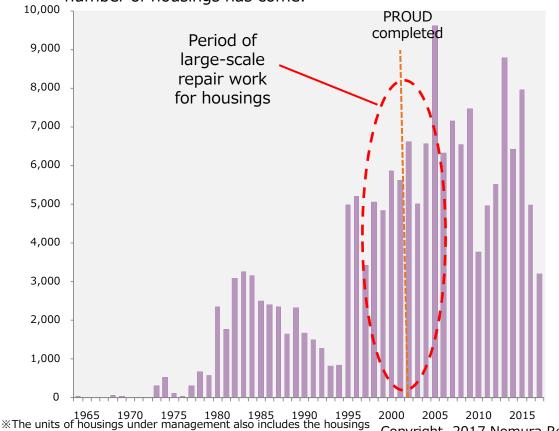
[Reference] Expansion of Large-scale Condominium Repair Work



- By taking advantage of engineering capabilities resulting from the merger of two management companies,
 we are actively taking construction orders on large-scale repair work of condominiums.
- 13 years have passed since the completion of the first PROUD series condominium. Thus, increasing number of housings require large-scale repair work at this point.
- Accelerate making proposals on higher quality large-scale repair work service aiming at reducing life cycle costs of buildings compared to conventional repair work service.

The Number of Housings Under Management Completed

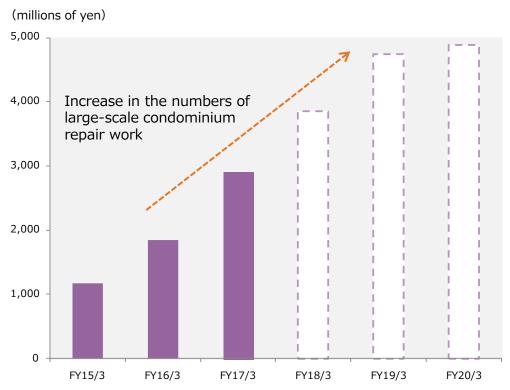
 After year 2000, we have owned average of 6,000 housing stocks annually in accordance with the expansion of housing sales business. The period of large-scale repair work for a number of housings has come.

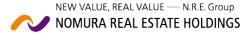


that were not sold by Nomura Real Estate Development Co., Ltd.

Sales Plan Image of Large-scale Condominium Repair Work (nationwide)

 Considering the fact that we actively take construction orders and the numbers of the prospective condominiums are increasing, we expect an increase in the revenue of large-scale condominium repair work.





Nomura Real Estate Holdings, Inc. Corporate Communications Dept.

General Manager Naoko Usami

Deputy General Manager Kensuke Ueha

Hideaki Chikusa

Soh Yamashita

Yumiko Kawamoto

Sayumi Mitsuma

Ayaka Ikeda

TEL +81-3-3348-8117

E-mail info@nomura-re-hd.com

This document has been prepared for the purpose of information only, and should not be construed as an offer, solicitation or commercial conduct of any nature associated with any specific products. The forward-looking statements with respect to the future financial results contained in this document should not be construed as a guarantee of actual performance in the future. Although the information contained in this document is intended to be complete and thorough, there is no assurance of precision and safety of the same. Please note that the contents of this document is subject to change or cancellation without prior notice. It is prohibited to make duplication, reproduction, distribution or use of any part or whole of the information contained in this document without express written consent.