

# September-2014 Fact Sheets

(For the 2nd Quarter of Fiscal Year Ending March 31, 2015)

**Released on October 30, 2014**



**NOMURA REAL ESTATE HOLDINGS**

	2012/03		2013/03		2014/03		2015/03		
	2Q 2011/09	FY	2Q 2012/09	FY	2Q 2013/09	FY	1Q 2014/06	2Q 2014/09	FY(F)
<b>Operating revenue</b>	151,483	450,807	222,597	517,740	251,944	532,016	113,639	243,074	560,000
<b>Operating gross profit</b>	47,072	114,910	66,139	134,571	76,762	159,335	33,909	71,839	—
<b>(Gross margin ratio)</b>	31.1%	25.5%	29.7%	26.0%	30.5%	29.9%	29.8%	29.6%	—
<b>Selling, general and administrative expenses</b>	28,865	64,970	35,211	76,263	40,305	85,027	20,739	42,631	—
<b>(SGAE ratio on revenue)</b>	19.1%	14.4%	15.8%	14.7%	16.0%	16.0%	18.3%	17.5%	—
<b>Operating income</b>	18,206	49,939	30,928	58,308	36,457	74,307	13,169	29,208	65,000
<b>(Operating margin)</b>	12.0%	11.1%	13.9%	11.3%	14.5%	14.0%	11.6%	12.0%	11.6%
<b>Non-operating income</b>	443	1,757	2,006	4,122	747	1,442	248	525	—
<b>Interest and dividend income</b>	278	1,155	1,752	3,543	470	964	53	248	—
<b>Other</b>	164	601	253	578	277	478	194	277	—
<b>Non-operating expenses</b>	7,706	17,523	7,677	16,623	6,084	11,692	2,449	5,015	—
<b>Interest expenses</b>	7,142	14,329	6,504	12,541	5,250	10,026	2,341	4,599	—
<b>Other</b>	563	3,194	1,173	4,081	833	1,666	107	415	—
<b>Ordinary income</b>	10,943	34,173	25,256	45,806	31,121	64,058	10,968	24,718	55,000
<b>(Ordinary profit ratio on revenue)</b>	7.2%	7.6%	11.3%	8.8%	12.4%	12.0%	9.7%	10.2%	9.8%
<b>Extraordinary income</b>	75	517	—	592	514	961	206	2,547	—
<b>Extraordinary losses</b>	—	9,722	—	11,405	259	16,572	—	6,099	—
<b>Loss on disaster</b>	—	—	—	—	—	—	—	—	—
<b>Loss on adjustment for changes of accounting standard for asset retirement obligations</b>	—	—	—	—	—	—	—	—	—
<b>Loss on valuation of equity investments</b>	—	—	—	—	—	—	—	—	—
<b>Loss on valuation of investment securities</b>	—	—	—	—	—	—	—	—	—
<b>Loss on impairment</b>	—	9,722	—	11,405	259	16,572	—	6,099	—
<b>Income before income taxes and minority interests</b>	11,018	24,968	25,256	34,993	31,376	48,447	11,174	21,166	—
<b>Net income</b>	5,034	17,591	13,281	19,357	17,553	26,844	6,018	11,684	29,000

	2012/03		2013/03		2014/03		2015/03		
	2Q 2011/09	FY	2Q 2012/09	FY	2Q 2013/09	FY	1Q 2014/06	2Q 2014/09	FY(F)
<b>Total assets</b>	1,431,390	1,402,624	1,366,962	1,369,949	1,323,730	1,313,887	1,303,457	1,343,489	—
<b>Current assets</b>	601,081	585,332	534,789	535,103	491,330	496,978	488,979	523,972	—
<Inventories>	<448,058>	<396,857>	<365,321>	<369,667>	<352,595>	<349,167>	<380,105>	<399,327>	—
<Equity investment >	<58,673>	<41,895>	<41,158>	<29,578>	<9,362>	<7,128>	<6,522>	<6,526>	—
<b>Fixed assets</b>	830,308	817,292	832,173	834,845	832,399	816,909	814,478	819,517	—
<b>Net assets</b>	359,678	376,486	389,554	398,276	412,910	418,697	424,618	431,687	—
<b>Shareholders' equity ratio</b>	21.3%	22.6%	24.0%	24.5%	26.4%	27.1%	27.7%	27.3%	—
<b>Interest-bearing debt</b>	810,364	758,562	720,137	669,268	624,927	617,583	627,516	643,620	—

<b>Capital investment (*1)</b>	3,541	14,098	4,732	18,963	16,608	21,938	7,118	18,787	—
<b>Depreciation (*2)</b>	6,789	13,534	6,623	13,513	6,968	14,333	3,757	7,523	—

<b>Cash flows from operating activities</b>	(37,301)	43,876	25,733	89,295	61,848	83,535	(30,675)	(23,944)	—
<b>Cash flows from investing activities</b>	(3,167)	7,809	(3,112)	(2,588)	(19,420)	(20,191)	(6,693)	(17,604)	—
<b>Cash flows from financing activities</b>	(9,021)	(63,296)	(40,898)	(94,666)	(47,004)	(57,858)	5,703	21,808	—
<b>Cash and cash equivalents</b>	32,575	70,456	52,178	62,496	57,920	67,982	36,317	48,278	—

(\*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 and amortization represents the amount shown for "Depreciation and amortization" on the consolidated statements of cash flows.

Operating revenue	2012/03	
	2Q 2011/09	FY
<b>Residential Development Business</b>	65,952	244,520
Housing sales	47,683	193,376
Management of housing	11,169	23,630
Other	7,099	27,514
<b>Building Business</b>	47,892	105,701
Office leasing (owned)	20,167	40,153
Office leasing (subleasing)	2,337	4,451
Retail facilities leasing	3,507	7,202
Management	13,675	27,369
Other	8,204	26,524
<b>Investment Management &amp; Development Business</b>	20,602	63,994
Property development	13,459	49,203
Investment management	7,142	14,791
<b>Property Brokerage &amp; Consignment Sales Business</b>	18,981	34,303
Property brokerage	7,492	16,376
Consignment sales	519	1,389
Real property sales	3,095	7,284
Other	7,873	9,252
<b>Other Business</b>	7,803	19,081
Fitness club	6,813	13,927
Other	990	5,153
<b>Adjustments (eliminations or corporate)</b>	(9,747)	(16,794)
<b>Total</b>	151,483	450,807

Operating income		
<b>Residential Development Business</b>	2,726	23,822
<b>Building Business</b>	11,961	25,345
<b>Investment Management &amp; Development Business</b>	5,424	2,539
<b>Property Brokerage &amp; Consignment Sales Business</b>	150	1,925
<b>Other Business</b>	(103)	722
<b>Adjustments (eliminations or corporate)</b>	(1,952)	(4,416)
<b>Total</b>	18,206	49,939

Operating revenue	2012/03 (*1)		2013/03 (*2)		2014/03 (*3, *5)		2015/03 (*5)		
	2Q 2011/09	FY	2Q 2012/09	FY	2Q 2013/09	FY	1Q 2014/06	2Q 2014/09	FY(F)
<b>Residential Development Business</b>	53,360	217,578	125,315	308,467	144,393	307,625	67,042	141,725	349,000
Housing sales	47,683	193,376	113,747	281,876	138,732	295,923	64,940	137,469	—
Other	5,676	24,201	11,568	26,591	5,660	11,702	2,101	4,256	—
<b>Leasing Business</b>	46,633	123,417	48,832	106,665	49,594	99,866	21,949	48,018	96,000
Leasing (offices)	24,196	48,009	23,590	47,834	23,482	48,131	11,311	23,302	—
Leasing (retail facilities)	3,982	8,210	4,130	8,883	5,161	10,544	2,649	5,287	—
Leasing (other)	2,770	5,495	2,758	5,429	2,566	5,151	1,395	2,770	—
Property development	13,086	48,234	10,130	27,336	11,761	25,608	555	8,890	—
Other	2,596	13,469	8,221	17,181	6,623	10,429	6,038	7,766	—
<b>Investment Management Business</b>	6,255	12,963	5,334	11,133	7,426	18,326	2,281	4,559	9,000
<b>Property Brokerage &amp; CRE Business</b>	18,981	34,303	12,497	26,093	13,294	29,168	6,021	13,396	27,000
Property brokerage	7,492	16,376	8,638	19,217	11,281	24,520	4,992	11,277	—
Other	11,488	17,926	3,859	6,876	2,012	4,647	1,029	2,118	—
<b>Property &amp; Facility Management Business (*4)</b>	30,517	67,371	30,643	66,376	32,429	72,150	15,137	33,500	73,000
Property & facility management	22,800	46,323	23,366	48,149	25,033	50,967	12,393	25,308	—
Construction ordered	7,717	21,047	7,277	18,226	7,396	21,183	2,743	8,191	—
<b>Other Business</b>	6,865	14,592	7,323	14,962	9,769	18,640	3,787	8,028	18,000
<b>Adjustments (eliminations or corporate)</b>	(11,129)	(19,418)	(7,350)	(15,958)	(4,963)	(13,761)	(2,580)	(6,155)	(12,000)
<b>Total</b>	151,483	450,807	222,597	517,740	251,944	532,016	113,639	243,074	560,000

Operating income									
<b>Residential Development Business</b>	1,368	20,939	12,834	32,790	14,286	31,177	6,468	11,141	31,000
<b>Leasing Business</b>	13,099	19,690	14,267	23,335	14,124	26,818	5,928	13,122	23,500
<b>Investment Management Business</b>	3,736	6,551	2,735	(2,724)	4,885	7,902	1,187	2,332	4,500
<b>Property Brokerage &amp; CRE Business</b>	150	1,925	2,232	6,176	3,296	8,101	1,041	3,173	6,000
<b>Property &amp; Facility Management Business</b>	1,756	4,487	1,915	4,455	2,082	5,107	610	2,086	5,000
<b>Other Business</b>	(3)	417	280	447	290	508	(145)	(84)	0
<b>Adjustments (eliminations or corporate)</b>	(1,900)	(4,073)	(3,337)	(6,172)	(2,508)	(5,307)	(1,920)	(2,563)	(5,000)
<b>Total</b>	18,206	49,939	30,928	58,308	36,457	74,307	13,169	29,208	65,000

(\*1) The results of each business segment for the fiscal year ended March 31, 2012 are classified under the new segmentation.

(\*2) The results of each business segment for the fiscal year ended March 31, 2013 are changed to figures after the change of the segmentation of Nomura Real Estate Reform Co., Ltd.

(\*3) The classification of Nomura Real Estate Reform Co., Ltd. has been changed to the Residential Development Business segment from the Property & Facility Management Business segment from the fiscal year ended March 31, 2014.

(\*4) The breakdown of operating revenue for the Property & Facility Management Business segment has been changed from "Building management" and "Housing management" to "Property & facility management" and "Construction ordered" since the first quarter of the fiscal year ending March 31, 2015. According to this change, the figures for the fiscal year ended March 31, 2012 and after are classified under the new classification.

(\*5) From the second quarter of the fiscal year ending March 31, 2015, a partially revised method of allocating company-wide costs among adjustments to each segment was incorporated. In addition, the house leasing business was transferred from the residential development business segment to the leasing business segment. The results for the second quarter and full year of the fiscal year ending March 31, 2014 as well as results for the second quarter and forecasts for full year of the fiscal year ending March 31, 2015 are reflected in the published figures.

[Segment Information 2]

(Millions of yen)

Assets	2012/03	
	2Q 2011/09	FY
Residential Development Business	341,112	346,683
Building Business	618,771	618,054
Investment Management & Development Business	379,361	318,421
Property Brokerage & Consignment Sales Business	25,148	26,458
Other Business	25,614	27,956
Adjustments (eliminations or corporate)	41,381	65,049
<b>Total</b>	<b>1,431,390</b>	<b>1,402,624</b>

Assets	2012/03 (*1)		2013/03 (*2)		2014/03 (*3, *5)		2015/03 (*5)		
	2Q 2011/09	FY	2Q 2012/09	FY	2Q 2013/09	FY	1Q 2014/06	2Q 2014/09	FY(F)
Residential Development Business	311,308	315,428	317,147	337,120	328,037	331,779	368,786	370,170	—
Leasing Business	853,673	813,964	803,835	790,735	786,037	776,097	769,772	805,939	—
Investment Management Business	136,839	114,499	110,462	91,853	75,640	67,346	64,172	58,061	—
Property Brokerage & CRE Business	18,484	19,786	17,338	26,903	17,710	21,142	18,294	14,055	—
Property & Facility Management Business	24,049	28,007	24,862	30,468	25,620	32,891	24,715	28,151	—
Other Business	37,401	37,769	37,478	37,168	34,997	34,133	34,120	21,248	—
Adjustments (eliminations or corporate)	49,632	73,168	55,837	55,699	55,685	50,496	23,595	45,861	—
<b>Total</b>	<b>1,431,390</b>	<b>1,402,624</b>	<b>1,366,962</b>	<b>1,369,949</b>	<b>1,323,730</b>	<b>1,313,887</b>	<b>1,303,457</b>	<b>1,343,489</b>	<b>—</b>

Inventories		
Residential Development Business	304,649	293,012
Building Business	8,939	7,520
Investment Management & Development Business	116,594	82,550
Property Brokerage & Consignment Sales Business	12,189	8,255
Other Business	6,286	6,182
Adjustments (eliminations or corporate)	(602)	(664)
<b>Total</b>	<b>448,058</b>	<b>396,857</b>

Inventories									
Residential Development Business	283,690	272,319	268,681	296,715	281,541	281,698	318,252	318,340	—
Leasing Business	146,411	110,727	84,638	61,274	61,230	62,918	57,330	76,768	—
Investment Management Business	4,546	4,483	4,421	4,572	4,505	—	—	—	—
Property Brokerage & CRE Business	7,041	3,107	1,468	1,291	1,171	1,162	1,157	1,152	—
Property & Facility Management Business	83	36	60	47	74	92	88	80	—
Other Business	6,285	6,182	6,193	5,906	4,156	3,380	3,361	3,069	—
Adjustments (eliminations or corporate)	—	—	(140)	(140)	△ 84	(84)	(84)	(84)	—
<b>Total</b>	<b>448,058</b>	<b>396,857</b>	<b>365,321</b>	<b>369,667</b>	<b>352,595</b>	<b>349,167</b>	<b>380,105</b>	<b>399,327</b>	<b>—</b>

Return on Assets (ROA) of each segment		
Residential Development Business	—	6.9%
Building Business	—	4.1%
Investment Management & Development Business	—	0.8%
Property Brokerage & Consignment Sales Business	—	7.3%
Other Business	—	2.6%
<b>Total</b>	<b>—</b>	<b>3.7%</b>

ROA of each segment = Segment operating income/Segment assets at end-FY

Total ROA = (Operating income + Non-operating income)/Total assets at end-FY

Return on Assets (ROA) of each segment									
Residential Development Business	—	6.6%	—	9.7%	—	9.4%	—	—	—
Leasing Business	—	2.4%	—	3.0%	—	3.5%	—	—	—
Investment Management Business	—	5.7%	—	—	—	11.7%	—	—	—
Property Brokerage & CRE Business	—	9.7%	—	23.0%	—	38.3%	—	—	—
Property & Facility Management Business	—	16.0%	—	14.6%	—	15.5%	—	—	—
Other Business	—	1.1%	—	1.2%	—	1.5%	—	—	—
<b>Total</b>	<b>—</b>	<b>3.7%</b>	<b>—</b>	<b>4.6%</b>	<b>—</b>	<b>5.8%</b>	<b>—</b>	<b>—</b>	<b>—</b>

(\*1) The results of each business segment for the fiscal year ended March 31, 2012 are classified under the new segmentation.

(\*2) The results of each business segment for the fiscal year ended March 31, 2013 are changed to figures after the change of the segmentation of Nomura Real Estate Reform Co., Ltd.

(\*3) The classification of Nomura Real Estate Reform Co., Ltd. has been changed to the Residential Development Business segment from the Property & Facility Management Business segment from the fiscal year ended March 31, 2014.

(\*4) From the second quarter of the fiscal year ending March 31, 2015, a partially revised method of allocating company-wide costs among adjustments to each segment was incorporated. In addition, the house leasing business was transferred from the residential development business segment to the leasing business segment. The results for the second quarter and full year of the fiscal year ending March 31, 2014 as well as results for the second quarter and forecasts for full year of the fiscal year ending March 31, 2015 are reflected in the published figures.

[Segment Information 3]

Segment operating results	2012/03				2013/03				2014/03				2015/03		
	1Q 2011/06	2Q 2011/09	3Q 2011/12	FY	1Q 2012/06	2Q 2012/09	3Q 2012/12	FY	1Q 2013/06	2Q 2013/09	3Q 2013/12	FY	1Q 2014/06	2Q 2014/09	FY(F)
① Condominiums sales (unit)	395	799	1,347	3,397	1,066	1,844	2,494	5,111	1,536	2,474	4,105	5,491	1,150	2,604	6,000
① Detached housing sales (unit)	80	162	340	631	101	270	385	638	149	266	481	718	162	323	1,000
① Gross margin ratio of housing sales	18.5%	20.1%	21.2%	23.3%	23.7%	22.5%	22.0%	22.5%	22.1%	21.6%	22.2%	21.7%	21.6%	20.6%	—
① Completed housing inventories (unit)	50	42	107	114	54	58	51	42	44	42	51	31	79	172	—
② Vacancy rate (*)	3.8%	3.3%	2.8%	2.3%	2.1%	1.9%	2.2%	2.2%	2.9%	3.0%	2.9%	2.9%	4.4%	6.3%	—
③ Outstanding assets under management (millions of yen)	1,112,102	1,102,915	1,143,657	1,153,898	1,146,143	1,132,896	1,130,884	1,127,495	1,028,893	1,090,351	1,082,255	1,132,246	1,114,110	1,097,352	—
④ Brokerage: Number of transactions	1,331	2,707	4,189	5,762	1,494	3,050	4,655	6,494	1,852	3,701	5,411	7,437	1,606	3,357	—
④ Brokerage: Total transaction value (millions of yen)	99,417	206,977	325,413	452,950	105,124	265,948	379,316	540,698	125,962	294,523	449,140	672,774	124,607	314,916	—
⑤ Buildings under management	700	702	709	696	706	709	713	723	724	724	711	703	715	716	—
⑤ Condominiums under management (unit)	128,276	128,291	129,041	130,987	131,983	132,788	135,068	137,745	139,325	141,712	145,967	147,516	149,082	151,641	—
⑥ Members of MEGALOS	126,201	132,003	131,898	133,033	135,519	138,061	133,254	132,196	135,699	139,857	137,292	141,564	143,409	145,902	—

Segment information noted:

①Residential Development Business ②Leasing Business ③Investment Management Business ④Property Brokerage & CRE Business ⑤Property & Facility Management Business ⑥Other Business

(\*) In accordance with changes in segmentation, some of relevant properties have been subject to modification since the second quarter of the fiscal year ended March 31, 2012.