

# June-2015 Fact Sheets

(For the 1st Quarter of Fiscal Year Ending March 31, 2016)

**Released on July 30, 2015**



**NOMURA REAL ESTATE HOLDINGS**

	2013/03		2014/03		2015/03		2016/03	
	1Q 2012/06	FY	1Q 2013/06	FY	1Q 2014/06	FY	1Q 2015/06	FY(F)
Operating revenue	113,363	517,740	139,720	532,016	113,639	567,159	101,887	585,000
Operating gross profit	34,328	134,571	41,620	159,335	33,909	162,051	31,497	—
(Gross margin ratio)	30.3%	26.0%	29.8%	29.9%	29.8%	28.6%	30.9%	—
Selling, general and administrative expenses	17,374	76,263	20,691	85,027	20,739	90,157	20,556	—
(SGAE ratio on revenue)	15.3%	14.7%	14.8%	16.0%	18.3%	15.9%	20.2%	—
Operating income	16,953	58,308	20,928	74,307	13,169	71,894	10,941	73,000
(Operating margin)	15.0%	11.3%	15.0%	14.0%	11.6%	12.7%	10.7%	12.5%
Non-operating income	1,460	4,122	280	1,442	248	1,699	168	—
Interest and dividend income	1,371	3,543	144	964	53	1,173	95	—
Other	88	578	135	478	194	525	72	—
Non-operating expenses	3,450	16,623	3,250	11,692	2,449	9,912	2,674	—
Interest expenses	3,278	12,541	2,691	10,026	2,341	8,851	2,045	—
Other	171	4,081	559	1,666	107	1,060	629	—
Ordinary income	14,963	45,806	17,958	64,058	10,968	63,681	8,435	64,000
(Ordinary profit ratio on revenue)	13.2%	8.8%	12.9%	12.0%	9.7%	11.2%	8.3%	10.9%
Extraordinary income	—	592	494	961	206	2,547	—	—
Extraordinary losses	—	11,405	244	16,572	—	8,170	280	—
Loss on impairment	—	11,405	244	16,572	—	8,170	—	—
Loss on valuation of investment securities	—	—	—	—	—	—	280	—
Income before income taxes and minority interests	14,963	34,993	18,208	48,447	11,174	58,058	8,154	—
Profit attributable to owners of parent	8,207	19,357	10,164	26,844	6,018	38,441	4,467	38,000

	2013/03		2014/03		2015/03		2016/03	
	1Q 2012/06	FY	1Q 2013/06	FY	1Q 2014/06	FY	1Q 2015/06	FY(F)
<b>Total assets</b>	1,385,694	1,369,949	1,326,971	1,313,887	1,303,457	1,369,226	1,371,452	—
<b>Current assets</b>	573,172	535,103	489,108	496,978	488,979	549,300	539,607	—
<Inventories>	<396,244>	<369,667>	<354,779>	<349,167>	<380,105>	<429,764>	<437,288>	—
<Equity investment >	<41,697>	<29,578>	<29,682>	<7,128>	<6,522>	<6,316>	<6,281>	—
<b>Fixed assets</b>	812,522	834,845	837,862	816,909	814,478	819,926	831,844	—
<b>Net assets</b>	381,973	398,276	402,647	418,697	424,618	461,031	457,479	—
<b>Shareholders' equity ratio</b>	23.2%	24.5%	25.6%	27.1%	27.7%	28.8%	28.7%	—
<b>Interest-bearing debt</b>	754,711	669,268	657,655	617,583	627,516	616,700	671,100	—

<b>Capital investment (*1)</b>	1,519	18,963	15,040	21,938	7,118	38,871	15,521	—
<b>Depreciation (*2)</b>	3,303	13,513	3,483	14,333	3,757	15,258	3,913	—

<b>Cash flows from operating activities</b>	(583)	89,295	11,259	83,535	(30,675)	23,837	(41,652)	—
<b>Cash flows from investing activities</b>	(980)	(2,588)	(22,470)	(20,191)	(6,693)	(32,476)	(15,362)	—
<b>Cash flows from financing activities</b>	(6,289)	(94,666)	(14,378)	(57,858)	5,703	(8,983)	45,020	—
<b>Cash and cash equivalents</b>	62,602	62,496	36,907	67,982	36,317	50,418	38,424	—

(\*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.

	2013/03		2014/03		2015/03		2015/03 (*3)		2016/03 (*3)	
	1Q 2012/06	FY	1Q 2013/06	FY (*2)	1Q 2014/06	FY (*2)	1Q 2014/06	FY	1Q 2015/06	FY(F)
<b>Operating revenue</b>										
<b>Residential Development Business</b>	71,450	308,467	91,024	307,625	67,042	359,397	66,941	359,397	52,559	357,000
Housing sales	63,242	281,876	87,976	295,923	64,940	332,999	64,940	332,999	49,505	—
Other	8,208	26,591	3,048	11,702	2,101	26,397	2,000	26,397	3,053	—
<b>Leasing Business</b>	18,383	106,665	22,373	99,866	21,949	92,878	22,050	92,878	22,632	108,000
Leasing (offices)	11,709	47,834	11,541	48,131	11,311	46,563	11,311	46,563	12,143	—
Leasing (retail facilities)	2,025	8,883	2,561	10,544	2,649	10,323	2,649	10,323	2,575	—
Leasing (other)	1,390	5,429	1,278	5,151	1,395	5,552	1,395	5,552	1,447	—
Property development	1,869	27,336	1,463	25,608	555	16,026	656	16,026	4,810	—
Other	1,388	17,181	5,528	10,429	6,038	14,413	6,038	14,413	1,655	—
<b>Investment Management Business</b>	2,292	11,133	3,173	18,326	2,281	9,166	2,281	9,166	1,766	8,000
<b>Property Brokerage &amp; CRE Business</b>	6,374	26,093	6,328	29,168	6,021	30,232	6,021	30,232	6,564	32,000
Property brokerage	3,819	19,217	5,186	24,520	4,992	25,833	4,992	25,833	5,858	—
Other	2,555	6,876	1,141	4,647	1,029	4,399	1,029	4,399	706	—
<b>Property &amp; Facility Management Business (*1,4)</b>	14,138	66,376	14,512	72,150	15,137	71,635	18,577	85,837	20,653	91,000
Property & facility management	11,437	48,149	12,311	48,743	12,109	49,794	12,303	49,511	12,278	—
Construction ordered	2,701	18,226	2,201	23,406	3,027	21,841	2,691	21,583	4,754	—
Fitness club & healthcare	—	—	—	—	—	—	3,581	14,742	3,621	—
<b>Other Business</b>	3,608	14,962	4,586	18,640	3,787	17,753	206	3,008	194	1,000
<b>Adjustments (eliminations or corporate)</b>	(2,885)	(15,958)	(2,277)	(13,761)	(2,580)	(13,905)	(2,437)	(13,362)	(2,483)	(12,000)
<b>Total</b>	113,363	517,740	139,720	532,016	113,639	567,159	113,639	567,159	101,887	585,000

<b>Operating income</b>										
<b>Residential Development Business</b>	9,290	32,790	11,098	31,177	6,468	33,811	5,803	33,811	2,206	31,000
<b>Leasing Business</b>	6,701	23,335	7,234	26,818	5,928	24,447	5,766	24,447	6,857	29,000
<b>Investment Management Business</b>	1,104	(2,724)	1,991	7,902	1,187	4,813	1,150	4,813	902	4,500
<b>Property Brokerage &amp; CRE Business</b>	742	6,176	1,600	8,101	1,041	8,477	978	8,477	971	8,000
<b>Property &amp; Facility Management Business</b>	610	4,455	666	5,107	610	5,477	569	5,758	778	4,500
<b>Other Business</b>	136	447	157	508	(145)	167	(104)	(113)	(44)	0
<b>Adjustments (eliminations or corporate)</b>	(1,632)	(6,172)	(1,820)	(5,307)	(1,920)	(5,300)	(993)	(5,300)	(729)	(4,000)
<b>Total</b>	16,953	58,308	20,928	74,307	13,169	71,894	13,169	71,894	10,941	73,000

(\*1) 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 ended 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.

(\*2) From the second quarter of the fiscal year ended 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 full year results for the fiscal year ended March 31, 2014 and the fiscal year ended March 31, 2015 are reflected in the published figures.

(\*3) From the first quarter of the fiscal year ending March 31, 2016, the classification of MEGALOS Co., Ltd. has been changed to the Property & Facility Management Business segment from the Other Business segment. In line with this change, results for the fiscal year ended March 31, 2015 and the fiscal year ending March 31, 2016 are classified under the new classification.

(\*4) From the first quarter of the fiscal year ending March 31, 2016, the breakdown of operating revenue has been changed due to the fact that MEGALOS Co., Ltd., which used to be classified in the Other Business Segment, and Nomura Real Estate Wellness Co., Ltd. which was newly established in the first quarter of the fiscal year ending March 31, 2016 are classified in the Property & Facility Management Business Segment. In line with this change, the figures for the first quarter and full-year results of the previous fiscal year are classified under the new classification.

	2013/03		2014/03		2015/03	
	1Q 2012/06	FY	1Q 2013/06	FY (*1)	1Q 2014/06	FY (*1)
<b>Assets</b>						
Residential Development Business	316,945	337,120	324,693	331,779	368,786	382,585
Leasing Business	811,401	790,735	786,247	776,097	769,772	849,885
Investment Management Business	111,496	91,853	100,574	67,346	64,172	40,555
Property Brokerage & CRE Business	13,867	26,903	13,632	21,142	18,294	22,606
Property & Facility Management Business	22,436	30,468	22,908	32,891	24,715	32,375
Other Business	37,989	37,168	36,771	34,133	34,120	19,833
Adjustments (eliminations or corporate)	71,558	55,699	42,142	50,496	23,595	21,383
<b>Total</b>	<b>1,385,694</b>	<b>1,369,949</b>	<b>1,326,971</b>	<b>1,313,887</b>	<b>1,303,457</b>	<b>1,369,226</b>

	2015/03 (*2)		2016/03 (*2)	
	1Q 2014/06	FY	1Q 2015/06	FY(F)
Residential Development Business	359,592	382,585	382,343	—
Leasing Business	778,966	849,885	869,250	—
Investment Management Business	64,172	40,555	38,476	—
Property Brokerage & CRE Business	18,294	22,606	13,733	—
Property & Facility Management Business	42,239	49,696	44,511	—
Other Business	16,553	2,485	2,310	—
Adjustments (eliminations or corporate)	23,638	21,411	20,827	—
<b>Total</b>	<b>1,303,457</b>	<b>1,369,226</b>	<b>1,371,452</b>	<b>—</b>

<b>Inventories</b>						
Residential Development Business	271,449	296,715	284,068	281,698	318,252	338,530
Leasing Business	112,241	61,274	59,609	62,918	57,330	88,446
Investment Management Business	4,452	4,572	4,539	—	—	—
Property Brokerage & CRE Business	1,720	1,291	1,176	1,162	1,157	1,184
Property & Facility Management Business	64	47	142	92	88	49
Other Business	6,316	5,906	5,384	3,380	3,361	1,638
Adjustments (eliminations or corporate)	—	(140)	(140)	(84)	(84)	(84)
<b>Total</b>	<b>396,244</b>	<b>369,667</b>	<b>354,779</b>	<b>349,167</b>	<b>380,105</b>	<b>429,764</b>

Residential Development Business	309,263	338,530	339,452	—
Leasing Business	66,319	88,446	95,073	—
Investment Management Business	—	—	—	—
Property Brokerage & CRE Business	1,157	1,184	1,137	—
Property & Facility Management Business	283	168	366	—
Other Business	3,166	1,519	1,342	—
Adjustments (eliminations or corporate)	(84)	(84)	(84)	—
<b>Total</b>	<b>380,105</b>	<b>429,764</b>	<b>437,288</b>	<b>—</b>

<b>Return on Assets (ROA) of each segment</b>						
Residential Development Business	—	9.7%	—	9.4%	—	8.8%
Leasing Business	—	3.0%	—	3.5%	—	2.9%
Investment Management Business	—	—	—	11.7%	—	11.9%
Property Brokerage & CRE Business	—	23.0%	—	38.3%	—	37.5%
Property & Facility Management Business	—	14.6%	—	15.5%	—	16.9%
Other Business	—	1.2%	—	1.5%	—	0.8%
<b>Total</b>	—	<b>4.6%</b>	—	<b>5.8%</b>	—	<b>5.4%</b>

Residential Development Business	—	8.8%	—	—
Leasing Business	—	2.9%	—	—
Investment Management Business	—	11.9%	—	—
Property Brokerage & CRE Business	—	37.5%	—	—
Property & Facility Management Business	—	11.6%	—	—
Other Business	—	—	—	—
<b>Total</b>	—	<b>5.4%</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

(\*1) From the second quarter of the fiscal year ended 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 full year results for the fiscal year ended March 31, 2014 and the fiscal year ended March 31, 2015 are reflected in the published figures.

(\*2) From the first quarter of the fiscal year ending March 31, 2016, the classification of MEGALOS Co., Ltd. has been changed to the Property & Facility Management Business segment from the Other Business segment. In line with this change, results for the fiscal year ended March 31, 2015 and the fiscal year ending March 31, 2016 are classified under the new classification.

[Segment Information 3]

Segment operating results	2013/03				2014/03				2015/03				2016/03	
	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	3Q 2014/12	FY	1Q 2015/06	FY(F)
① Condominiums sales (unit)	1,066	1,844	2,494	5,111	1,536	2,474	4,105	5,491	1,150	2,604	3,787	6,162	819	5,650
① Detached housing sales (unit)	101	270	385	638	149	266	481	718	162	323	445	859	52	850
① Gross margin ratio of housing sales	23.7%	22.5%	22.0%	22.5%	22.1%	21.6%	22.2%	21.7%	21.6%	20.6%	20.4%	21.1%	19.9%	—
① Completed housing inventories (unit)	54	58	51	42	44	42	51	31	79	172	111	89	153	—
② Vacancy rate	2.1%	1.9%	2.2%	2.2%	2.9%	3.0%	2.9%	2.9%	4.4%	6.3%	7.0%	4.5%	4.7%	—
③ Outstanding assets under management (millions of yen)	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	1,104,707	1,123,188	1,115,604	—
④ Brokerage: Number of transactions	1,494	3,050	4,655	6,494	1,852	3,701	5,411	7,437	1,606	3,357	5,003	7,174	1,792	—
④ Brokerage: Total transaction value (millions of yen)	105,124	265,948	379,316	540,698	125,962	294,523	449,140	672,774	124,607	314,916	437,598	710,980	142,450	—
⑤ Buildings under management	706	709	713	723	724	724	711	703	715	716	733	729	737	—
⑤ Condominiums under management (unit)	131,983	132,788	135,068	137,745	139,325	141,712	145,967	147,516	149,082	151,641	153,438	155,706	156,640	—
⑤ Members of MEGALOS	135,519	138,061	133,254	132,196	135,699	139,857	137,292	141,564	143,409	145,902	141,603	140,395	144,629	—

Segment information noted:

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