

December-2015 Fact Sheets

(For the 3rd Quarter of Fiscal Year Ending March 31, 2016)

Released on January 29, 2016



NOMURA REAL ESTATE HOLDINGS

	2013/03		2014/03		2015/03		2016/03			
	3Q Apr-Dec '12	FY	3Q Apr-Dec '13	FY	3Q Apr-Dec '14	FY	1Q Apr-Jun '15	2Q Apr-Sep '15	3Q Apr-Dec '15	FY(F)
Operating revenue	314,293	517,740	391,006	532,016	352,575	567,159	101,887	292,905	380,749	575,000
Operating gross profit	83,948	134,571	119,888	159,335	103,658	162,051	31,497	89,081	121,389	—
(Gross margin ratio)	26.7%	26.0%	30.7%	29.9%	29.4%	28.6%	30.9%	30.4%	31.9%	—
Selling, general and administrative expenses	51,424	76,263	61,324	85,027	63,236	90,157	20,556	48,329	68,341	—
(SGAE ratio on revenue)	16.4%	14.7%	15.7%	16.0%	17.9%	15.9%	20.2%	16.5%	17.9%	—
Operating income	32,523	58,308	58,563	74,307	40,421	71,894	10,941	40,751	53,048	76,000
(Operating margin ratio)	10.3%	11.3%	15.0%	14.0%	11.5%	12.7%	10.7%	13.9%	13.9%	13.2%
Non-operating income	3,478	4,122	1,090	1,442	697	1,699	168	1,009	1,322	—
Interest and dividend income	3,171	3,543	711	964	269	1,173	95	869	1,058	—
Other	306	578	379	478	427	525	72	139	264	—
Non-operating expenses	11,699	16,623	9,317	11,692	7,553	9,912	2,674	5,161	7,239	—
Interest expenses	9,589	12,541	7,683	10,026	6,835	8,851	2,045	4,025	5,945	—
Other	2,109	4,081	1,634	1,666	717	1,060	629	1,136	1,293	—
Ordinary income	24,302	45,806	50,337	64,058	33,565	63,681	8,435	36,599	47,131	67,000
(Ordinary profit ratio on revenue)	7.7%	8.8%	12.9%	12.0%	9.5%	11.2%	8.3%	12.5%	12.4%	11.7%
Extraordinary income	421	592	847	961	2,547	2,547	—	—	—	—
Extraordinary losses	355	11,405	7,373	16,572	6,099	8,170	280	274	1,229	—
Loss on impairment	355	11,405	7,373	16,572	6,099	8,170	—	—	950	—
Loss on valuation of investment securities	—	—	—	—	—	—	280	274	278	—
Income before income taxes and minority interests	24,368	34,993	43,811	48,447	30,012	58,058	8,154	36,324	45,901	—
Profit attributable to owners of parent	12,012	19,357	25,137	26,844	16,676	38,441	4,467	22,468	28,431	40,000

	2013/03		2014/03		2015/03		2016/03			
	3Q Apr-Dec '12	FY	3Q Apr-Dec '13	FY	3Q Apr-Dec '14	FY	1Q Apr-Jun '15	2Q Apr-Sep '15	3Q Apr-Dec '15	FY(F)
Total assets	1,360,545	1,369,949	1,300,620	1,313,887	1,348,403	1,369,226	1,371,452	1,397,987	1,413,486	—
Current assets	525,474	535,103	481,842	496,978	515,323	549,300	539,607	551,175	565,161	—
<Inventories>	<373,346>	<369,667>	<369,346>	<349,167>	<399,352>	<429,764>	<437,288>	<432,642>	<467,447>	—
<Equity investment >	<34,831>	<29,578>	<7,897>	<7,128>	<6,577>	<6,316>	<6,281>	<1,005>	<918>	—
Fixed assets	835,070	834,845	818,778	816,909	833,080	819,926	831,844	846,812	848,324	—
Net assets	386,222	398,276	416,438	418,697	436,429	461,031	457,479	438,793	439,296	—
Shareholders' equity ratio	23.8%	24.5%	27.2%	27.1%	27.6%	28.8%	28.7%	30.6%	30.3%	—
Interest-bearing debt	730,888	669,268	619,318	617,583	647,300	616,700	671,100	649,500	728,100	—

Capital investment (*1)	15,603	18,963	20,215	21,938	34,416	38,871	15,521	21,266	24,795	—
Depreciation (*2)	10,040	13,513	10,586	14,333	11,356	15,258	3,913	7,898	11,901	—

Cash flows from operating activities	10,457	89,295	52,700	83,535	(16,290)	23,837	(41,652)	37,438	(28,306)	—
Cash flows from investing activities	(14,268)	(2,588)	(20,956)	(20,191)	(33,567)	(32,476)	(15,362)	(30,154)	(35,360)	—
Cash flows from financing activities	(33,054)	(94,666)	(56,132)	(57,858)	21,605	(8,983)	45,020	(13,374)	59,980	—
Cash and cash equivalents	33,591	62,496	38,108	67,982	39,766	50,418	38,424	44,331	46,726	—

(*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(*2)	
	3Q Apr-Dec '12	FY	3Q Apr-Dec '13	FY (*2)	3Q Apr-Dec '14	FY
Operating revenue						
Residential Development Business	173,325	308,467	228,901	307,625	205,802	359,397
Housing sales	152,518	281,876	220,168	295,923	198,151	332,999
Other	20,806	26,591	8,733	11,702	7,651	26,397
Leasing Business	68,237	106,665	70,579	99,866	67,030	92,878
Leasing (offices)	35,718	47,834	35,873	48,131	34,387	46,563
Leasing (retail facilities)	5,986	8,883	7,862	10,544	7,766	10,323
Leasing (other)	4,085	5,429	3,857	5,151	4,152	5,552
Property development	12,960	27,336	14,631	25,608	10,101	16,026
Other	9,486	17,181	8,355	10,429	10,622	14,413
Investment Management Business	7,577	11,133	15,702	18,326	6,877	9,166
Property Brokerage & CRE Business	18,095	26,093	20,329	29,168	19,242	30,232
Property brokerage	13,263	19,217	17,188	24,520	16,501	25,833
Other	4,831	6,876	3,140	4,647	2,741	4,399
Property & Facility Management Business (*1)	45,746	66,376	49,987	72,150	51,254	71,635
Property & facility management	35,306	48,149	37,783	48,743	37,034	49,794
Construction ordered	10,439	18,226	12,203	23,406	14,219	21,841
Other Business	10,976	14,962	13,891	18,640	12,000	17,753
Adjustments (eliminations or corporate)	(9,665)	(15,958)	(8,387)	(13,761)	(9,632)	(13,905)
Total	314,293	517,740	391,006	532,016	352,575	567,159

Operating income						
Residential Development Business	14,981	32,790	24,840	31,177	15,716	33,811
Leasing Business	18,306	23,335	20,897	26,818	17,584	24,447
Investment Management Business	(2,750)	(2,724)	7,412	7,902	3,493	4,813
Property Brokerage & CRE Business	3,449	6,176	5,182	8,101	3,767	8,477
Property & Facility Management Business	2,816	4,455	3,243	5,107	3,474	5,477
Other Business	408	447	433	508	29	167
Adjustments (eliminations or corporate)	(4,689)	(6,172)	(3,446)	(5,307)	(3,644)	(5,300)
Total	32,523	58,308	58,563	74,307	40,421	71,894

	2015/03 (*3)		2016/03 (*3)			
	3Q Apr-Dec '14	FY	1Q Apr-Jun '15	2Q Apr-Sep '15	3Q Apr-Dec '15	FY(F)
Operating revenue						
Residential Development Business	205,802	359,397	52,559	192,876	216,934	343,000
Housing sales	198,151	332,999	49,505	183,849	205,820	—
Other	7,651	26,397	3,053	9,027	11,113	—
Leasing Business (*5)	67,030	92,878	22,632	42,859	77,089	110,000
Leasing (offices)	34,387	46,563	12,143	24,695	37,047	—
Leasing (retail facilities)	7,766	10,323	2,575	5,351	8,141	—
Leasing (other)	4,152	5,552	1,447	2,922	4,412	—
Property development (sale)	7,429	12,318	3,800	4,496	19,326	—
Property development (leasing)	2,193	3,167	906	1,842	2,608	—
Other	11,100	14,953	1,759	3,550	5,552	—
Investment Management Business	6,877	9,166	1,766	5,096	9,275	11,000
Property Brokerage & CRE Business	19,242	30,232	6,564	15,007	21,789	32,000
Property brokerage	16,501	25,833	5,858	12,636	18,701	—
Other	2,741	4,399	706	2,371	3,087	—
Property & Facility Management Business (*1,4)	61,860	85,837	20,653	42,455	63,062	91,000
Property & facility management	36,819	49,511	12,278	25,051	37,639	—
Construction ordered	13,981	21,583	4,754	9,994	14,200	—
Fitness club & elderly care	11,059	14,742	3,621	7,408	11,223	—
Other Business	939	3,008	194	773	1,215	1,000
Adjustments (eliminations or corporate)	(9,176)	(13,362)	(2,483)	(6,164)	(8,617)	(13,000)
Total	352,575	567,159	101,887	292,905	380,749	575,000

Operating income						
Residential Development Business	15,716	33,811	2,206	21,310	19,143	31,500
Leasing Business	17,584	24,447	6,857	13,239	23,174	30,000
Investment Management Business	3,493	4,813	902	3,372	6,612	7,000
Property Brokerage & CRE Business	3,767	8,477	971	3,406	4,473	8,000
Property & Facility Management Business	3,706	5,758	778	2,326	3,468	4,500
Other Business	(201)	(113)	(44)	(80)	(109)	0
Adjustments (eliminations or corporate)	(3,644)	(5,300)	(729)	(2,823)	(3,714)	(5,000)
Total	40,421	71,894	10,941	40,751	53,048	76,000

(*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, 2013 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 third quarter and 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 third quarter and full-year results of the previous fiscal year are classified under the new classification.

(*5) The breakdown of operating revenue for the Leasing Business segment has been changed since the second quarter of the fiscal year ending March 31, 2016. In line with this change, the figures for the fiscal year ended March 31, 2015 and the fiscal year ending March 31, 2016 are classified under the new classification.

Assets	2013/03		2014/03		2015/03(*1)	
	3Q Apr-Dec '12	FY	3Q Apr-Dec '13	FY (*2)	3Q Apr-Dec '14	FY
Residential Development Business	327,968	337,120	341,779	331,779	366,367	382,585
Leasing Business	809,824	790,735	782,274	776,097	838,991	849,885
Investment Management Business	103,644	91,853	70,321	67,346	40,162	40,555
Property Brokerage & CRE Business	14,754	26,903	18,689	21,142	15,973	22,606
Property & Facility Management Business	23,357	30,468	26,044	32,891	27,070	32,375
Other Business	37,553	37,168	35,067	34,133	21,428	19,833
Adjustments (eliminations or corporate)	43,443	55,699	26,443	50,496	38,411	21,383
Total	1,360,545	1,369,949	1,300,620	1,313,887	1,348,403	1,369,226

Assets	2015/03 (*2)		2016/03 (*2)			
	3Q Apr-Dec '14	FY	1Q Apr-Jun '15	2Q Apr-Sep '15	3Q Apr-Dec '15	FY(F)
Residential Development Business	366,367	382,585	382,343	385,722	410,733	—
Leasing Business	838,991	849,885	869,250	881,846	874,597	—
Investment Management Business	40,162	40,555	38,476	33,836	36,284	—
Property Brokerage & CRE Business	15,973	22,606	13,733	17,809	15,616	—
Property & Facility Management Business	44,622	49,696	44,511	45,625	44,404	—
Other Business	3,808	2,485	2,310	1,899	1,536	—
Adjustments (eliminations or corporate)	38,478	21,411	20,827	31,247	30,312	—
Total	1,348,403	1,369,226	1,371,452	1,397,987	1,413,486	—

Inventories

Residential Development Business	276,882	296,715	299,644	281,698	312,772	338,530
Leasing Business	84,458	61,274	64,469	62,918	82,270	88,446
Investment Management Business	4,394	4,572	—	—	—	—
Property Brokerage & CRE Business	1,421	1,291	1,166	1,162	1,193	1,184
Property & Facility Management Business	201	47	157	92	188	49
Other Business	6,128	5,906	3,992	3,380	3,012	1,638
Adjustments (eliminations or corporate)	(140)	(140)	(84)	(84)	(84)	(84)
Total	373,346	369,667	369,346	349,167	399,352	429,764

Residential Development Business	312,772	338,530	339,452	329,393	371,754	—
Leasing Business	82,270	88,446	95,073	100,941	93,557	—
Investment Management Business	—	—	—	—	—	—
Property Brokerage & CRE Business	1,193	1,184	1,137	1,133	1,128	—
Property & Facility Management Business	347	168	366	224	417	—
Other Business	2,853	1,519	1,342	951	589	—
Adjustments (eliminations or corporate)	(84)	(84)	(84)	—	—	—
Total	399,352	429,764	437,288	432,642	467,447	—

Return on Assets (ROA) of each segment

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%
Total	—	4.6%	—	5.8%	—	5.4%

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	—	—	—	—	—	—
Total	—	5.4%	—	—	—	—

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 third quarter and 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 Apr-Jun '12	2Q Apr-Sep '12	3Q Apr-Dec '12	FY	1Q Apr-Jun '13	2Q Apr-Sep '13	3Q Apr-Dec '13	FY	1Q Apr-Jun '14	2Q Apr-Sep '14	3Q Apr-Dec '14	FY	1Q Apr-Jun '15	2Q Apr-Sep '15	3Q Apr-Dec '15	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	3,242	3,497	5,450
① Detached housing sales (unit)	101	270	385	638	149	266	481	718	162	323	445	859	52	174	288	700
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%	22.0%	21.8%	—
① Completed housing inventories (unit)	54	58	51	42	44	42	51	31	79	172	111	89	153	160	109	—
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%	3.4%	3.3%	—
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	1,097,374	1,017,984	—
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	3,732	5,541	—
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	315,924	461,365	—
⑤ Buildings under management	706	709	713	723	724	724	711	703	715	716	733	729	737	736	722	—
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	160,100	160,735	—
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	147,779	145,581	—

Segment information noted:

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