

December-2016 Fact Sheets

(For the 3rd Quarter of Fiscal Year Ending March 31, 2017)

Released on January 31, 2017

Nomura Real Estate Holdings, Inc.

	2014/03		2015/03		2016/03		2017/03			
	3Q Apr-Dec '13	FY	3Q Apr-Dec '14	FY	3Q Apr-Dec '15	FY	1Q Apr-Jun '16	2Q Apr-Sep '16	3Q Apr-Dec '16	FY(F)
Operating revenue	391,006	532,016	352,575	567,159	380,749	569,545	78,475	248,178	368,989	585,000
Operating gross profit	119,888	159,335	103,658	162,051	121,389	177,973	29,139	80,470	119,933	—
(Gross margin ratio)	30.7%	29.9%	29.4%	28.6%	31.9%	31.2%	37.1%	32.4%	32.5%	—
Selling, general and administrative expenses	61,324	85,027	63,236	90,157	68,341	97,061	20,304	47,071	70,803	—
(SGAE ratio on revenue)	15.7%	16.0%	17.9%	15.9%	17.9%	17.0%	25.9%	19.0%	19.2%	—
Operating income	58,563	74,307	40,421	71,894	53,048	80,912	8,835	33,399	49,130	76,000
(Operating margin ratio)	15.0%	14.0%	11.5%	12.7%	13.9%	14.2%	11.3%	13.5%	13.3%	13.0%
Non-operating income	1,090	1,442	697	1,699	1,322	1,555	232	331	571	—
Interest and dividend income	711	964	269	1,173	1,058	1,079	81	105	283	—
Other	379	478	427	525	264	475	150	225	287	—
Non-operating expenses	9,317	11,692	7,553	9,912	7,239	9,787	2,264	4,563	6,735	—
Interest expenses	7,683	10,026	6,835	8,851	5,945	7,817	1,924	3,886	5,793	—
Other	1,634	1,666	717	1,060	1,293	1,970	339	677	941	—
Ordinary income	50,337	64,058	33,565	63,681	47,131	72,679	6,802	29,166	42,965	67,000
(Ordinary profit ratio on revenue)	12.9%	12.0%	9.5%	11.2%	12.4%	12.8%	8.7%	11.8%	11.6%	11.5%
Extraordinary income	847	961	2,547	2,547	—	—	653	945	945	—
Extraordinary losses	7,373	16,572	6,099	8,170	1,229	1,705	—	—	125	—
Loss on impairment	7,373	16,572	6,099	8,170	950	1,426	—	—	125	—
Loss on valuation of investment securities	—	—	—	—	278	278	—	—	—	—
Income before income taxes and minority interests	43,811	48,447	30,012	58,058	45,901	70,974	7,456	30,112	43,785	—
Profit attributable to owners of parent	25,137	26,844	16,676	38,441	28,431	47,182	4,824	20,116	29,185	43,000

	2014/03		2015/03		2016/03		2017/03			
	3Q Apr-Dec '13	FY	3Q Apr-Dec '14	FY	3Q Apr-Dec '15	FY	1Q Jun 30 '16	2Q Sep 30 '16	3Q Apr-Dec '16	FY(F)
Total assets	1,300,620	1,313,887	1,348,403	1,369,226	1,413,486	1,485,449	1,516,601	1,536,254	1,578,102	—
Current assets	481,842	496,978	515,323	549,300	565,161	608,779	628,424	641,691	681,587	—
<Inventories>	<369,346>	<349,167>	<399,352>	<429,764>	<467,447>	<496,910>	<527,209>	<538,625>	<578,174>	—
<Equity investment >	<7,897>	<7,128>	<6,577>	<6,316>	<918>	<819>	<1,866>	<2,323>	<2,361>	—
Fixed assets	818,778	816,909	833,080	819,926	848,324	876,670	888,177	894,562	896,514	—
Net assets	416,438	418,697	436,429	461,031	439,296	456,408	455,053	472,103	477,069	—
Shareholders' equity ratio	27.2%	27.1%	27.6%	28.8%	30.3%	29.9%	29.2%	29.9%	29.5%	—
Interest-bearing debt	619,318	617,583	647,300	616,700	728,100	721,900	812,900	789,600	851,600	—

	2014/03		2015/03		2016/03		2017/03			
	3Q Apr-Dec '13	FY	3Q Apr-Dec '14	FY	3Q Apr-Dec '15	FY	1Q Apr-Jun '16	2Q Apr-Sep '16	3Q Apr-Dec '16	FY(F)
Capital investment (*1)	20,215	21,938	34,416	38,871	24,795	50,367	25,149	33,669	38,103	—
Depreciation (*2)	10,586	14,333	11,356	15,258	11,901	16,026	4,133	8,332	12,585	—

	2014/03		2015/03		2016/03		2017/03			
	3Q Apr-Dec '13	FY	3Q Apr-Dec '14	FY	3Q Apr-Dec '15	FY	1Q Apr-Jun '16	2Q Apr-Sep '16	3Q Apr-Dec '16	FY(F)
Cash flows from operating activities	52,700	83,535	(16,290)	23,837	(28,306)	13,258	(77,593)	(47,337)	(96,628)	—
Cash flows from investing activities	(20,956)	(20,191)	(33,567)	(32,476)	(35,360)	(59,714)	(19,048)	(26,892)	(31,500)	—
Cash flows from financing activities	(56,132)	(57,858)	21,605	(8,983)	59,980	53,637	85,066	61,779	117,992	—
Cash and cash equivalents	38,108	67,982	39,766	50,418	46,726	57,591	46,010	45,103	47,403	—

(*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.

	2014/03 (*2)		2015/03 (*2)	
	3Q Apr-Dec '13	FY	3Q Apr-Dec '14	FY
Operating revenue				
Residential Development	228,901	307,625	205,802	359,397
Housing sales	220,168	295,923	198,151	332,999
Other	8,733	11,702	7,651	26,397
Leasing	70,579	99,866	67,030	92,878
Leasing (offices)	35,873	48,131	34,387	46,563
Leasing (retail facilities)	7,862	10,544	7,766	10,323
Leasing (other)	3,857	5,151	4,152	5,552
Property development	14,631	25,608	10,101	16,026
Other	8,355	10,429	10,622	14,413
Investment Management	15,702	18,326	6,877	9,166
Property Brokerage & CRE	20,329	29,168	19,242	30,232
Property brokerage	17,188	24,520	16,501	25,833
Other	3,140	4,647	2,741	4,399
Property & Facility Management (*1)	49,987	72,150	51,254	71,635
Property & facility management	37,783	48,743	37,034	49,794
Construction ordered	12,203	23,406	14,219	21,841
Other	13,891	18,640	12,000	17,753
Adjustments (eliminations or corporate)	(8,387)	(13,761)	(9,632)	(13,905)
Total	391,006	532,016	352,575	567,159

	2015/03 (*3)		2016/03 (*3)	
	3Q Apr-Dec '14	FY	3Q Apr-Dec '15	FY
Operating revenue				
Residential Development	205,802	359,397	216,934	334,514
Housing sales	198,151	332,999	205,820	318,795
Other	7,651	26,397	11,113	15,719
Leasing (*5)	67,030	92,878	77,089	110,625
Leasing (offices)	34,387	46,563	37,047	49,594
Leasing (retail facilities)	7,766	10,323	8,141	10,873
Leasing (other)	4,152	5,552	4,412	5,882
Property development (sale)	7,429	12,318	19,326	33,260
Property development (leasing)	2,193	3,167	2,608	3,320
Other	11,100	14,953	5,552	7,694
Investment Management	6,877	9,166	9,275	10,973
Property Brokerage & CRE	19,242	30,232	21,789	35,373
Property brokerage	16,501	25,833	18,701	28,028
Other	2,741	4,399	3,087	7,345
Property & Facility Management (*1,4)	61,860	85,837	63,062	90,294
Property & facility management	36,819	49,511	37,639	50,662
Construction ordered	13,981	21,583	14,200	24,636
Fitness club & elderly care	11,059	14,742	11,223	14,995
Other				
Other	939	3,008	1,215	1,353
Adjustments (eliminations or corporate)	(9,176)	(13,362)	(8,617)	(13,590)
Total	352,575	567,159	380,749	569,545

	2016/03 (*6)		2017/03 (*6)			
	3Q Apr-Dec '15	FY	1Q Apr-Jun '16	2Q Apr-Sep '16	3Q Apr-Dec '16	FY(F)
Residential Development	216,934	334,514	29,592	134,065	200,027	336,000
Housing sales	205,820	318,795	25,405	122,996	185,143	—
Other	11,113	15,719	4,187	11,069	14,883	—
Leasing (*5)	76,780	110,226	20,007	52,387	77,060	119,000
Leasing (offices)	37,047	49,594	12,597	25,521	38,235	—
Leasing (retail facilities)	8,141	10,873	2,898	5,725	8,762	—
Leasing (other)	4,412	5,882	1,468	2,927	4,414	—
Property development (sale)	19,326	33,260	840	13,626	18,726	—
Property development (leasing)	2,608	3,320	847	1,855	2,852	—
Other	5,244	7,295	1,355	2,731	4,069	—
Investment Management	9,275	10,973	2,203	5,193	7,494	9,000
Property Brokerage & CRE	21,789	35,373	7,841	16,886	25,201	36,000
Property brokerage	18,701	28,028	7,207	14,873	22,208	—
Other	3,087	7,345	634	2,012	2,992	—
Property & Facility Management (*1,4)	64,014	91,552	21,165	45,665	68,979	97,000
Property & facility management	35,745	47,952	11,791	24,009	36,255	—
Construction ordered	14,200	24,636	4,520	11,620	17,605	—
Fitness club & elderly care	11,223	14,995	3,811	7,692	11,625	—
Other	2,846	3,967	1,040	2,343	3,493	—
Other	1,215	1,353	24	53	77	0
Adjustments (eliminations or corporate)	(9,261)	(14,449)	(2,359)	(6,073)	(9,851)	(12,000)
Total	380,749	569,545	78,475	248,178	368,989	585,000

Operating income				
Residential Development	24,840	31,177	15,716	33,811
Leasing	20,897	26,818	17,584	24,447
Investment Management	7,412	7,902	3,493	4,813
Property Brokerage & CRE	5,182	8,101	3,767	8,477
Property & Facility Management	3,243	5,107	3,474	5,477
Other	433	508	29	167
Adjustments (eliminations or corporate)	(3,446)	(5,307)	(3,644)	(5,300)
Total	58,563	74,307	40,421	71,894

Operating income				
Residential Development	15,716	33,811	19,143	31,909
Leasing	17,584	24,447	23,174	32,099
Investment Management	3,493	4,813	6,612	7,376
Property Brokerage & CRE	3,767	8,477	4,473	9,900
Property & Facility Management	3,706	5,758	3,468	5,314
Other	(201)	(113)	(109)	(152)
Adjustments (eliminations or corporate)	(3,644)	(5,300)	(3,714)	(5,536)
Total	40,421	71,894	53,048	80,912

	19,143	31,909	(725)	10,665	14,889	29,000
	22,856	31,719	6,169	14,693	21,930	30,500
	6,612	7,376	1,312	3,416	4,847	5,500
	4,473	9,900	1,851	4,457	6,494	9,000
	3,786	5,693	923	3,002	4,639	6,500
	(109)	(152)	(11)	(17)	(20)	0
	(3,714)	(5,535)	(685)	(2,818)	(3,650)	(4,500)
	53,048	80,912	8,835	33,399	49,130	76,000

(*1) The breakdown of operating revenue for the Property & Facility Management Unit 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, 2014 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 unit was incorporated. In addition, the house leasing business was transferred from the Residential Development Unit to the Leasing Unit. In line with this change, the full-year results of 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 ended March 31, 2016, the classification of MEGALOS Co., Ltd. (Present: Nomura Real Estate Life & Sports Co., Ltd.) has been changed to the Property & Facility Management Unit from the Other Unit. In line with this change, results of the fiscal year ended March 31, 2015 and the fiscal year ended March 31, 2016 are classified under the new classification.

(*4) From the first quarter of the fiscal year ended March 31, 2016, the breakdown of operating revenue has been changed due to the fact that MEGALOS CO., LTD. (Present: Nomura Real Estate Life & Sports Co., Ltd.) which used to be classified in the Other Unit, and Nomura Real Estate Wellness Co., Ltd. which was newly established in the first quarter of the fiscal year ended March 31, 2016 are classified in the Property & Facility Management Unit. In line with this change, the figures for the full-year results of the fiscal year ended March 31, 2015 are classified under the new classification.

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

(*6) From the fiscal year ending March 31, 2017, the classification of Yokohama Business Park Heating and Cooling Supply Co., Ltd. (Present: Nomura Real Estate Heating and Cooling Supply Co., Ltd.) has been changed from the Leasing Unit to the Property & Facility Management Unit. Due to this change, the first quarter and the full-year results for the fiscal year ended March 31, 2016 and the first quarter results and forecasts of the fiscal year ending March 31, 2017 are classified under the new classification.

Assets	2014/03(*1)		2015/03(*1)		2015/03(*2)		2016/03(*2)		2016/03(*3)				2017/03(*3)			
	3Q Apr-Dec '13	FY	3Q Apr-Dec '14	FY	3Q Apr-Dec '14	FY	3Q Apr-Dec '15	FY	1Q Apr-Jun '15	2Q Apr-Sep '15	3Q Apr-Dec '15	FY	1Q Apr-Jun '16	2Q Apr-Sep '16	3Q Apr-Dec '16	FY(F)
Residential Development	341,779	331,779	366,367	382,585	366,367	382,585	410,733	414,812	382,343	385,722	410,733	414,812	430,948	437,371	459,785	—
Leasing	782,274	776,097	838,991	849,885	838,991	849,885	874,597	922,748	865,656	878,114	870,800	918,710	947,736	957,438	975,338	—
Investment Management	70,321	67,346	40,162	40,555	40,162	40,555	36,284	36,692	38,476	33,836	36,284	36,692	33,713	34,454	34,809	—
Property Brokerage & CRE	18,689	21,142	15,973	22,606	15,973	22,606	15,616	32,047	13,733	17,809	15,616	32,047	15,462	20,126	15,759	—
Property & Facility Management	26,044	32,891	27,070	32,375	44,622	49,696	44,404	51,403	48,357	49,612	48,452	55,695	47,753	50,805	50,047	—
Other	35,067	34,133	21,428	19,833	3,808	2,485	1,536	1,565	2,310	1,899	1,536	1,565	937	934	926	—
Adjustments (eliminations or corporate)	26,443	50,496	38,411	21,383	38,478	21,411	30,312	26,180	20,575	30,992	30,062	25,926	40,049	35,123	41,434	—
Total	1,300,620	1,313,887	1,348,403	1,369,226	1,348,403	1,369,226	1,413,486	1,485,449	1,371,452	1,397,987	1,413,486	1,485,449	1,516,601	1,536,254	1,578,102	—

Inventories	2014/03(*1)	2015/03(*1)	2015/03(*2)	2016/03(*2)	2016/03(*3)	2017/03(*3)
Residential Development	299,644	281,698	312,772	377,849	339,452	389,810
Leasing	64,469	62,918	82,270	118,277	95,073	136,465
Investment Management	—	—	—	—	—	—
Property Brokerage & CRE	1,166	1,162	1,193	—	1,137	—
Property & Facility Management	157	92	188	271	366	1,046
Other	3,992	3,380	3,012	638	1,342	13
Adjustments (eliminations or corporate)	(84)	(84)	(84)	(126)	(84)	(126)
Total	369,346	349,167	399,352	496,910	437,288	527,209

Return on Assets (ROA) of each Unit	2014/03(*1)	2015/03(*1)	2015/03(*2)	2016/03(*2)	2016/03(*3)	2017/03(*3)
Residential Development	—	9.4%	—	7.7%	—	—
Leasing	—	3.5%	—	3.5%	—	—
Investment Management	—	11.7%	—	20.1%	—	—
Property Brokerage & CRE	—	38.3%	—	30.9%	—	—
Property & Facility Management	—	15.5%	—	10.3%	—	—
Other	—	1.5%	—	—	—	—
Total	—	5.8%	—	5.6%	—	—

ROA of each Unit = Unit operating income/Unit 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 Unit was incorporated. In addition, the house leasing business was transferred from the Residential Development Unit to the Leasing Unit. 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 ended March 31, 2016, the classification of MEGALOS CO., LTD.(Present: Nomura Real Estate Life & Sports Co., Ltd.) has been changed to the Property & Facility Management Unit from the Other Unit. In line with this change, results for the fiscal year ended March 31, 2015 and the fiscal year 2016 ended March 31, 2016 are classified under the new classification.

(*3) From the fiscal year ending March 31, 2017, the classification of Yokohama Business Park Heating and Cooling Supply Co., Ltd.(Present: Nomura Real Estate Heating and Cooling Supply Co., Ltd.) has been changed from the Leasing Unit to the Property & Facility Management Unit. Due to this change, the first quarter and the full-year results for the fiscal year ended March 31, 2016 and the first quarter and forecast of the fiscal year ending March 31, 2017 are classified under the new classification.

[Unit Information 3]

Unit operating results	2014/03				2015/03				2016/03				2017/03			
	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	1Q Apr-Jun '16	2Q Apr-Sep '16	3Q Apr-Dec '16	FY(F)
① Condominiums sales (unit)	1,536	2,474	4,105	5,491	1,150	2,604	3,787	6,162	819	3,242	3,497	5,363	382	1,821	2,656	5,000
① Detached housing sales (unit)	149	266	481	718	162	323	445	859	52	174	288	643	69	185	418	650
① Gross margin ratio of housing sales	22.1%	21.6%	22.2%	21.7%	21.6%	20.6%	20.4%	21.1%	19.9%	22.0%	21.8%	21.9%	21.8%	22.8%	22.4%	—
① Completed housing inventories (released for sale) (unit) (*)	44	42	51	31	54	116	86	87	119	131	107	134	160	379	318	—
① Completed housing inventories (unreleased) (unit) (*)	0	0	0	0	25	56	25	2	34	29	2	215	182	332	222	—
② Vacancy rate (offices, retail facilities)	2.9%	3.0%	2.9%	2.9%	4.4%	6.3%	7.0%	4.5%	4.7%	3.4%	3.3%	2.2%	1.4%	1.2%	1.0%	—
③ Outstanding assets under management (millions of yen)	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	1,074,481	1,072,356	1,246,237	1,237,042	—
④ Brokerage: Number of transactions	1,852	3,701	5,411	7,437	1,606	3,357	5,003	7,174	1,792	3,732	5,541	7,710	2,034	4,067	5,984	—
④ Brokerage: Total transaction value (millions of yen)	125,962	294,523	449,140	672,774	124,607	314,916	437,598	710,980	142,450	315,924	461,365	713,574	186,111	371,729	554,811	—
⑤ Buildings under management	724	724	711	703	715	716	733	729	737	736	722	705	710	708	705	—
⑤ Condominiums under management (unit)	139,325	141,712	145,967	147,516	149,082	151,641	153,438	155,706	156,640	160,100	160,735	163,036	163,224	165,801	166,570	—
⑤ Members of MEGALOS	135,699	139,857	137,292	141,564	143,409	145,902	141,603	140,395	144,629	147,779	145,581	144,263	142,161	143,646	140,879	—

Unit information noted:

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

(*)From the third quarter of the fiscal year ending March 31, 2017, the classification of the completed housing inventories has changed. Due to this change, the figures for the fiscal year ended March 31, 2014 and after were calculated under the new classification.