

June-2017 Fact Sheets

(For the 1st Quarter of Fiscal Year Ending March 31, 2018)

Released on July 28, 2017

Nomura Real Estate Holdings, Inc.

	2014/03		2015/03		2016/03		2017/03		2018/03	
	1Q Apr-Jun '13	FY	1Q Apr-Jun '14	FY	1Q Apr-Jun '15	FY	1Q Apr-Jun '16	FY	1Q Apr-Jun '17	FY(F)
Operating revenue	139,720	532,016	113,639	567,159	101,887	569,545	78,475	569,680	132,149	646,000
Operating gross profit	41,620	159,335	33,909	162,051	31,497	177,973	29,139	177,241	41,566	—
(Gross margin ratio)	29.8%	29.9%	29.8%	28.6%	30.9%	31.2%	37.1%	31.1%	31.5%	—
Selling, general and administrative expenses	20,691	85,027	20,739	90,157	20,556	97,061	20,304	99,970	25,126	—
(SGAE ratio on revenue)	14.8%	16.0%	18.3%	15.9%	20.2%	17.0%	25.9%	17.5%	19.0%	—
Operating profit	20,928	74,307	13,169	71,894	10,941	80,912	8,835	77,271	16,440	76,000
(Operating margin ratio)	15.0%	14.0%	11.6%	12.7%	10.7%	14.2%	11.3%	13.6%	12.4%	11.8%
Non-operating income	280	1,442	248	1,699	168	1,555	232	698	269	—
Interest and dividend income	144	964	53	1,173	95	1,079	81	304	47	—
Other	135	478	194	525	72	475	150	393	221	—
Non-operating expenses	3,250	11,692	2,449	9,912	2,674	9,787	2,264	9,017	2,184	—
Interest expenses	2,691	10,026	2,341	8,851	2,045	7,817	1,924	7,539	1,826	—
Other	559	1,666	107	1,060	629	1,970	339	1,477	358	—
Ordinary profit	17,958	64,058	10,968	63,681	8,435	72,679	6,802	68,952	14,524	67,000
(Ordinary profit ratio on revenue)	12.9%	12.0%	9.7%	11.2%	8.3%	12.8%	8.7%	12.1%	11.0%	10.4%
Extraordinary income	494	961	206	2,547	—	—	653	946	—	—
Extraordinary losses	244	16,572	—	8,170	280	1,705	—	591	250	—
Impairment loss	244	16,572	—	8,170	—	1,426	—	254	67	—
Loss on building reconstruction	—	—	—	—	—	—	—	337	182	—
Loss on valuation of investment securities	—	—	—	—	280	278	—	—	—	—
Profit before income taxes	18,208	48,447	11,174	58,058	8,154	70,974	7,456	69,307	14,274	—
Profit attributable to owners of parent	10,164	26,844	6,018	38,441	4,467	47,182	4,824	47,005	9,603	44,000

	2014/03		2015/03		2016/03		2017/03		2018/03	
	1Q Apr-Jun '13	FY	1Q Apr-Jun '14	FY	1Q Jun 30 '15	FY	1Q Jun 30 '16	FY	1Q Jun 30 '17	FY(F)
Total assets	1,326,971	1,313,887	1,303,457	1,369,226	1,371,452	1,485,449	1,516,601	1,593,093	1,629,361	—
Current assets	489,108	496,978	488,979	549,300	539,607	608,779	628,424	684,306	716,081	—
<Inventories>	<354,779>	<349,167>	<380,105>	<429,764>	<437,288>	<496,910>	<527,209>	<570,888>	<611,206>	—
<Equity investment >	<29,682>	<7,128>	<6,522>	<6,316>	<6,281>	<819>	<1,866>	<2,567>	<2,422>	—
Fixed assets	837,862	816,909	814,478	819,926	831,844	876,670	888,177	908,786	913,280	—
Net assets	402,647	418,697	424,618	461,031	457,479	456,408	455,053	493,813	494,258	—
Shareholders' equity ratio	25.6%	27.1%	27.7%	28.8%	28.7%	29.9%	29.2%	30.2%	29.6%	—
Interest-bearing debt	657,655	617,583	627,516	616,700	671,100	721,900	812,900	810,100	883,100	—

	2014/03		2015/03		2016/03		2017/03		2018/03	
	1Q Apr-Jun '13	FY	1Q Apr-Jun '14	FY	1Q Apr-Jun '15	FY	1Q Apr-Jun '16	FY	1Q Apr-Jun '17	FY(F)
Capital investment (*1)	15,040	21,938	7,118	38,871	15,521	50,367	25,149	61,300	4,657	—
Depreciation (*2)	3,483	14,333	3,757	15,258	3,913	16,026	4,133	16,877	4,601	—

	2014/03		2015/03		2016/03		2017/03		2018/03	
	1Q Apr-Jun '13	FY	1Q Apr-Jun '14	FY	1Q Apr-Jun '15	FY	1Q Apr-Jun '16	FY	1Q Apr-Jun '17	FY(F)
Cash flows from operating activities	11,259	83,535	(30,675)	23,837	(41,652)	13,258	(77,593)	(31,889)	(62,298)	—
Cash flows from investing activities	(22,470)	(20,191)	(6,693)	(32,476)	(15,362)	(59,714)	(19,048)	(54,558)	(4,906)	—
Cash flows from financing activities	(14,378)	(57,858)	5,703	(8,983)	45,020	53,637	85,066	76,575	66,260	—
Cash and cash equivalents	36,907	67,982	36,317	50,418	38,424	57,591	46,010	47,699	46,737	—

(*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)	
	1Q Apr-Jun '13	FY	1Q Apr-Jun '14	FY
Operating revenue				
Residential Development	91,024	307,625	67,042	359,397
Housing sales	87,976	295,923	64,940	332,999
Other	3,048	11,702	2,101	26,397
Leasing	22,373	99,866	21,949	92,878
Leasing (offices)	11,541	48,131	11,311	46,563
Leasing (retail facilities)	2,561	10,544	2,649	10,323
Leasing (other)	1,278	5,151	1,395	5,552
Property development	1,463	25,608	555	16,026
Other	5,528	10,429	6,038	14,413
Investment Management	3,173	18,326	2,281	9,166
Property Brokerage & CRE	6,328	29,168	6,021	30,232
Property brokerage	5,186	24,520	4,992	25,833
Other	1,141	4,647	1,029	4,399
Property & Facility Management (*1)	14,512	72,150	15,137	71,635
Property & facility management	12,311	48,743	12,109	49,794
Construction ordered	2,201	23,406	3,027	21,841
Other	4,586	18,640	3,787	17,753
Adjustments (eliminations or corporate)	(2,277)	(13,761)	(2,580)	(13,905)
Total	139,720	532,016	113,639	567,159

	2015/03 (*3)		2016/03	
	1Q Apr-Jun '14	FY	1Q Apr-Jun '15	FY
Operating revenue				
Residential Development	66,941	359,397	52,559	334,514
Housing sales	64,940	332,999	49,505	318,795
Other	2,000	26,397	3,053	15,719
Leasing (*5)	22,050	92,878	22,632	110,625
Leasing (offices)	11,311	46,563	12,143	49,594
Leasing (retail facilities)	2,649	10,323	2,575	10,873
Leasing (other)	1,395	5,552	1,447	5,882
Property development (sale)	—	12,318	3,800	33,260
Property development (leasing)	602	3,167	906	3,320
Other	6,091	14,953	1,759	7,694
Investment Management	2,281	9,166	1,766	10,973
Property Brokerage & CRE	6,021	30,232	6,564	35,373
Property brokerage	4,992	25,833	5,858	28,028
Other	1,029	4,399	706	7,345
Property & Facility Management (*1,4)	18,577	85,837	20,653	90,294
Property & facility management	12,303	49,511	12,278	50,662
Construction ordered	2,691	21,583	4,754	24,636
Fitness club & elderly care	3,581	14,742	3,621	14,995
Other				
Other	206	3,008	194	1,353
Adjustments (eliminations or corporate)	(2,437)	(13,362)	(2,483)	(13,590)
Total	113,639	567,159	101,887	569,545

2016/03 (*6)		2017/03		2018/03	
1Q Apr-Jun '15	FY	1Q Apr-Jun '16	FY	1Q Apr-Jun '17	FY(F)
52,559	334,514	29,592	329,787	73,519	365,000
49,505	318,795	25,405	308,960	66,568	—
3,053	15,719	4,187	20,827	6,951	—
22,517	110,226	20,007	115,009	28,368	143,000
12,143	49,594	12,597	51,981	13,095	—
2,575	10,873	2,898	11,649	2,841	—
1,447	5,882	1,468	5,954	1,654	—
3,800	33,260	840	35,350	8,313	—
906	3,320	847	4,054	1,051	—
1,644	7,295	1,355	6,018	1,413	—
1,766	10,973	2,203	9,662	2,578	9,500
6,564	35,373	7,841	34,820	8,930	38,000
5,858	28,028	7,207	30,283	7,945	—
706	7,345	634	4,536	984	—
20,975	91,552	21,165	95,764	21,804	104,000
11,696	47,952	11,791	48,301	12,188	—
4,754	24,636	4,520	26,857	4,266	—
3,621	14,995	3,811	15,523	3,923	—
903	3,967	1,040	5,081	1,425	—
194	1,353	24	106	23	0
(2,690)	(14,449)	(2,359)	(15,470)	(3,075)	(13,500)
101,887	569,545	78,475	569,680	132,149	646,000

Operating profit				
Residential Development	11,098	31,177	6,468	33,811
Leasing	7,234	26,818	5,928	24,447
Investment Management	1,991	7,902	1,187	4,813
Property Brokerage & CRE	1,600	8,101	1,041	8,477
Property & Facility Management	666	5,107	610	5,477
Other	157	508	(145)	167
Adjustments (eliminations or corporate)	(1,820)	(5,307)	(1,920)	(5,300)
Total	20,928	74,307	13,169	71,894

Operating profit				
Residential Development	5,803	33,811	2,206	31,909
Leasing	5,766	24,447	6,857	32,099
Investment Management	1,150	4,813	902	7,376
Property Brokerage & CRE	978	8,477	971	9,900
Property & Facility Management	569	5,758	778	5,314
Other	(104)	(113)	(44)	(152)
Adjustments (eliminations or corporate)	(993)	(5,300)	(729)	(5,536)
Total	13,169	71,894	10,941	80,912

2,206	31,909	(725)	27,787	4,275	25,000
6,743	31,719	6,169	32,567	7,258	32,000
902	7,376	1,312	6,016	1,750	5,500
971	9,900	1,851	9,124	2,327	10,500
891	5,693	923	6,939	1,014	7,000
(44)	(152)	(11)	(30)	3	0
(729)	(5,535)	(685)	(5,132)	(190)	(4,000)
10,941	80,912	8,835	77,271	16,440	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 ended 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 full-year results for the fiscal year ended March 31, 2016 are classified under the new classification.

Assets	2014/03(*1)		2015/03(*1)		2015/03(*2)		2016/03(*2)		2016/03(*3)		2017/03				2018/03	
	1Q Apr-Jun '13	FY	1Q Apr-Jun '14	FY	1Q Apr-Jun '14	FY	1Q Apr-Jun '15	FY	1Q Apr-Jun '15	FY	1Q Apr-Jun '16	2Q Apr-Sep '16	3Q Apr-Dec '16	FY	1Q Apr-Jun '17	FY(F)
Residential Development	324,693	331,779	368,786	382,585	359,592	382,585	382,343	414,812	382,343	414,812	430,948	437,371	459,785	450,698	475,382	—
Leasing	786,247	776,097	769,772	849,885	778,966	849,885	869,250	922,748	865,656	918,710	947,736	957,438	975,338	993,985	1,010,428	—
Investment Management	100,574	67,346	64,172	40,555	64,172	40,555	38,476	36,692	38,476	36,692	33,713	34,454	34,809	35,649	33,119	—
Property Brokerage & CRE	13,632	21,142	18,294	22,606	18,294	22,606	13,733	32,047	13,733	32,047	15,462	20,126	15,759	22,873	16,751	—
Property & Facility Management	22,908	32,891	24,715	32,375	42,239	49,696	44,511	51,403	48,357	55,695	47,753	50,805	50,047	56,529	50,023	—
Other	36,771	34,133	34,120	19,833	16,553	2,485	2,310	1,565	2,310	1,565	937	934	926	929	922	—
Adjustments (eliminations or corporate)	42,142	50,496	23,595	21,383	23,638	21,411	20,827	26,180	20,575	25,926	40,049	35,123	41,434	32,427	42,732	—
Total	1,326,971	1,313,887	1,303,457	1,369,226	1,303,457	1,369,226	1,371,452	1,485,449	1,371,452	1,485,449	1,516,601	1,536,254	1,578,102	1,593,093	1,629,361	—

Inventories	2014/03	2015/03	2015/03	2016/03	2016/03	2017/03	2017/03	2017/03	2017/03	2017/03	2018/03	2018/03
	1Q	FY	1Q	FY	1Q	FY	1Q	2Q	3Q	FY	1Q	FY(F)
	Apr-Jun '13		Apr-Jun '14		Apr-Jun '14		Apr-Jun '15	Apr-Sep '16	Apr-Dec '16		Apr-Jun '17	
Residential Development	284,068	281,698	318,252	338,530	309,263	338,530	339,452	377,849	417,284	403,232	435,999	—
Leasing	59,609	62,918	57,330	88,446	66,319	88,446	95,073	118,277	159,901	166,997	173,826	—
Investment Management	4,539	—	—	—	—	—	—	—	—	—	—	—
Property Brokerage & CRE	1,176	1,162	1,157	1,184	1,157	1,184	1,137	—	—	—	—	—
Property & Facility Management	142	92	88	49	283	168	366	271	1,101	964	1,732	—
Other	5,384	3,380	3,361	1,638	3,166	1,519	1,342	638	13	13	13	—
Adjustments (eliminations or corporate)	(140)	(84)	(84)	(84)	(84)	(84)	(84)	(126)	(126)	(126)	(319)	(365)
Total	354,779	349,167	380,105	429,764	380,105	429,764	437,288	496,910	578,174	570,888	611,206	—

Return on Assets (ROA) of each Unit	2014/03	2015/03	2015/03	2016/03	2016/03	2017/03	2017/03	2017/03	2017/03	2017/03	2018/03	2018/03
	1Q	FY	1Q	FY	1Q	FY	1Q	2Q	3Q	FY	1Q	FY(F)
	Apr-Jun '13		Apr-Jun '14		Apr-Jun '14		Apr-Jun '15	Apr-Sep '16	Apr-Dec '16		Apr-Jun '17	
Residential Development	—	9.4%	—	8.8%	—	8.8%	—	7.7%	—	6.2%	—	—
Leasing	—	3.5%	—	2.9%	—	2.9%	—	3.5%	—	3.3%	—	—
Investment Management	—	11.7%	—	11.9%	—	11.9%	—	20.1%	—	16.9%	—	—
Property Brokerage & CRE	—	38.3%	—	37.5%	—	37.5%	—	30.9%	—	39.9%	—	—
Property & Facility Management	—	15.5%	—	11.6%	—	11.6%	—	10.3%	—	12.3%	—	—
Other	—	1.5%	—	—	—	—	—	—	—	—	—	—
Total	—	5.8%	—	5.4%	—	5.4%	—	5.6%	—	4.9%	—	—

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 ended 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, results for the fiscal year ended March 31, 2016 are classified under the new classification.

[Unit Information 3]

Unit operating results	2014/03				2015/03				2016/03				2017/03				2018/03	
	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	1Q Apr-Jun '17	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	4,885	1,007	5,400
① Detached housing sales (unit)	149	266	481	718	162	323	445	859	52	174	288	643	69	185	418	682	82	600
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%	21.7%	21.0%	—
① Completed housing inventories (released for sale) (unit) (*)	44	42	51	31	54	116	86	87	119	131	107	134	160	379	318	252	292	—
① Completed housing inventories (unreleased) (unit) (*)	0	0	0	0	25	56	25	2	34	29	2	215	182	332	222	402	409	—
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%	0.8%	0.6%	—
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	1,260,064	1,233,905	—
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	8,272	2,129	—
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	745,147	202,616	—
⑤ Buildings under management	724	724	711	703	715	716	733	729	737	736	722	705	710	708	705	702	720	—
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	168,999	170,337	—
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	140,743	141,028	—

Unit information noted:

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

(*)From the third quarter of the fiscal year ended 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.