

September-2017 Fact Sheets

(For the 2nd Quarter of Fiscal Year Ending March 31, 2018)

Released on October 26, 2017

Nomura Real Estate Holdings, Inc.

	2014/03		2015/03		2016/03		2017/03			2018/03		
	2Q Apr-Sep '13	FY	2Q Apr-Sep '14	FY	2Q Apr-Sep '15	FY	1Q Apr-Jun '16	2Q Apr-Sep '16	FY	1Q Apr-Jun '17	2Q Apr-Sep '17	FY(F)
Operating revenue	251,944	532,016	243,074	567,159	292,905	569,545	78,475	248,178	569,680	132,149	273,045	646,000
Operating gross profit	76,762	159,335	71,839	162,051	89,081	177,973	29,139	80,470	177,241	41,566	84,704	—
(Gross margin ratio)	30.5%	29.9%	29.6%	28.6%	30.4%	31.2%	37.1%	32.4%	31.1%	31.5%	31.0%	—
Selling, general and administrative expenses	40,305	85,027	42,631	90,157	48,329	97,061	20,304	47,071	99,970	25,126	50,206	—
(SGAE ratio on revenue)	16.0%	16.0%	17.5%	15.9%	16.5%	17.0%	25.9%	19.0%	17.5%	19.0%	18.4%	—
Operating profit	36,457	74,307	29,208	71,894	40,751	80,912	8,835	33,399	77,271	16,440	34,497	76,000
(Operating margin ratio)	14.5%	14.0%	12.0%	12.7%	13.9%	14.2%	11.3%	13.5%	13.6%	12.4%	12.6%	11.8%
Non-operating income	747	1,442	525	1,699	1,009	1,555	232	331	698	269	333	—
Interest and dividend income	470	964	248	1,173	869	1,079	81	105	304	47	69	—
Other	277	478	277	525	139	475	150	225	393	221	263	—
Non-operating expenses	6,084	11,692	5,015	9,912	5,161	9,787	2,264	4,563	9,017	2,184	4,455	—
Interest expenses	5,250	10,026	4,599	8,851	4,025	7,817	1,924	3,886	7,539	1,826	3,666	—
Other	833	1,666	415	1,060	1,136	1,970	339	677	1,477	358	789	—
Ordinary profit	31,121	64,058	24,718	63,681	36,599	72,679	6,802	29,166	68,952	14,524	30,375	67,000
(Ordinary profit ratio on revenue)	12.4%	12.0%	10.2%	11.2%	12.5%	12.8%	8.7%	11.8%	12.1%	11.0%	11.1%	10.4%
Extraordinary income	514	961	2,547	2,547	—	—	653	945	946	—	—	—
Extraordinary losses	259	16,572	6,099	8,170	274	1,705	—	—	591	250	256	—
Impairment loss	259	16,572	6,099	8,170	—	1,426	—	—	254	67	67	—
Loss on building reconstruction	—	—	—	—	—	—	—	—	337	182	189	—
Loss on valuation of investment securities	—	—	—	—	274	278	—	—	—	—	—	—
Profit before income taxes	31,376	48,447	21,166	58,058	36,324	70,974	7,456	30,112	69,307	14,274	30,118	—
Profit attributable to owners of parent	17,553	26,844	11,684	38,441	22,468	47,182	4,824	20,116	47,005	9,603	20,115	44,000

	2014/03		2015/03		2016/03		2017/03			2018/03		
	2Q Sep 30 '13	FY	2Q Sep 30 '14	FY	2Q Sep 30 '15	FY	1Q Jun 30 '16	2Q Sep 30 '16	FY	1Q Jun 30 '17	2Q Sep 30 '17	FY(F)
Total assets	1,323,730	1,313,887	1,343,489	1,369,226	1,397,987	1,485,449	1,516,601	1,536,254	1,593,093	1,629,361	1,692,997	—
Current assets	491,330	496,978	523,972	549,300	551,175	608,779	628,424	641,691	684,306	716,081	757,728	—
<Inventories>	<352,595>	<349,167>	<399,327>	<429,764>	<432,642>	<496,910>	<527,209>	<538,625>	<570,888>	<611,206>	<606,410>	—
<Equity investment >	<9,362>	<7,128>	<6,526>	<6,316>	<1,005>	<819>	<1,866>	<2,323>	<2,567>	<2,422>	<6,477>	—
Fixed assets	832,399	816,909	819,517	819,926	846,812	876,670	888,177	894,562	908,786	913,280	935,268	—
Net assets	412,910	418,697	431,687	461,031	438,793	456,408	455,053	472,103	493,813	494,258	504,318	—
Shareholders' equity ratio	26.4%	27.1%	27.3%	28.8%	30.6%	29.9%	29.2%	29.9%	30.2%	29.6%	29.0%	—
Interest-bearing debt	624,927	617,583	643,620	616,700	649,500	721,900	812,900	789,600	810,100	883,100	940,700	—

	2014/03		2015/03		2016/03		2017/03			2018/03		
	2Q Apr-Sep '13	FY	2Q Apr-Sep '14	FY	2Q Apr-Sep '15	FY	1Q Apr-Jun '16	2Q Apr-Sep '16	FY	1Q Apr-Jun '17	2Q Apr-Sep '17	FY(F)
Capital investment (*1)	16,608	21,938	18,787	38,871	21,266	50,367	25,149	33,669	61,300	4,657	34,086	—
Depreciation (*2)	6,968	14,333	7,523	15,258	7,898	16,026	4,133	8,332	16,877	4,601	9,314	—

	2014/03		2015/03		2016/03		2017/03			2018/03		
	2Q Apr-Sep '13	FY	2Q Apr-Sep '14	FY	2Q Apr-Sep '15	FY	1Q Apr-Jun '16	2Q Apr-Sep '16	FY	1Q Apr-Jun '17	2Q Apr-Sep '17	FY(F)
Cash flows from operating activities	61,848	83,535	(23,944)	23,837	37,438	13,258	(77,593)	(47,337)	(31,889)	(62,298)	(49,461)	—
Cash flows from investing activities	(19,420)	(20,191)	(17,604)	(32,476)	(30,154)	(59,714)	(19,048)	(26,892)	(54,558)	(4,906)	(33,295)	—
Cash flows from financing activities	(47,004)	(57,858)	21,808	(8,983)	(13,374)	53,637	85,066	61,779	76,575	66,260	123,770	—
Cash and cash equivalents	57,920	67,982	48,278	50,418	44,331	57,591	46,010	45,103	47,699	46,737	88,700	—

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

	2014/03 (*2)		2015/03(*2)	
	2Q Apr-Sep '13	FY	2Q Apr-Sep '14	FY
Operating revenue				
Residential Development	144,393	307,625	141,725	359,397
Housing sales	138,732	295,923	137,469	332,999
Other	5,660	11,702	4,256	26,397
Leasing	49,594	99,866	48,018	92,878
Leasing (offices)	23,482	48,131	23,302	46,563
Leasing (retail facilities)	5,161	10,544	5,287	10,323
Leasing (other)	2,566	5,151	2,770	5,552
Property development	11,761	25,608	8,890	16,026
Other	6,623	10,429	7,766	14,413
Investment Management	7,426	18,326	4,559	9,166
Property Brokerage & CRE	13,294	29,168	13,396	30,232
Property brokerage	11,281	24,520	11,277	25,833
Other	2,012	4,647	2,118	4,399
Property & Facility Management (*1)	32,429	72,150	33,500	71,635
Property & facility management	25,033	48,743	24,609	49,794
Construction ordered	7,396	23,406	8,891	21,841
Other	9,769	18,640	8,028	17,753
Adjustments (eliminations or corporate)	(4,963)	(13,761)	(6,155)	(13,905)
Total	251,944	532,016	243,074	567,159

Operating profit				
Residential Development	14,286	31,177	11,141	33,811
Leasing	14,124	26,818	13,122	24,447
Investment Management	4,885	7,902	2,332	4,813
Property Brokerage & CRE	3,296	8,101	3,173	8,477
Property & Facility Management	2,082	5,107	2,086	5,477
Other	290	508	(84)	167
Adjustments (eliminations or corporate)	(2,508)	(5,307)	(2,563)	(5,300)
Total	36,457	74,307	29,208	71,894

	2015/03 (*3)		2016/03	
	2Q Apr-Sep '14	FY	2Q Apr-Sep '15	FY
Operating revenue				
Residential Development	141,725	359,397	192,876	334,514
Housing sales	137,469	332,999	183,849	318,795
Other	4,256	26,397	9,027	15,719
Leasing (*5)	48,018	92,878	42,859	110,625
Leasing (offices)	23,302	46,563	24,695	49,594
Leasing (retail facilities)	5,287	10,323	5,351	10,873
Leasing (other)	2,770	5,552	2,922	5,882
Property development (sale)	7,429	12,318	4,496	33,260
Property development (leasing)	1,328	3,167	1,842	3,320
Other	7,900	14,953	3,550	7,694
Investment Management	4,559	9,166	5,096	10,973
Property Brokerage & CRE	13,396	30,232	15,007	35,373
Property brokerage	11,277	25,833	12,636	28,028
Other	2,118	4,399	2,371	7,345
Property & Facility Management (*1,4)	40,517	85,837	42,455	90,294
Property & facility management	24,463	49,511	25,051	50,662
Construction ordered	8,722	21,583	9,994	24,636
Fitness club & elderly care	7,331	14,742	7,408	14,995
Other				
Other	696	3,008	773	1,353
Adjustments (eliminations or corporate)	(5,840)	(13,362)	(6,164)	(13,590)
Total	243,074	567,159	292,905	569,545

Operating profit				
Residential Development	11,141	33,811	21,310	31,909
Leasing	13,122	24,447	13,239	32,099
Investment Management	2,332	4,813	3,372	7,376
Property Brokerage & CRE	3,173	8,477	3,406	9,900
Property & Facility Management	2,162	5,758	2,326	5,314
Other	(160)	(113)	(80)	(152)
Adjustments (eliminations or corporate)	(2,563)	(5,300)	(2,823)	(5,536)
Total	29,208	71,894	40,751	80,912

	2016/03 (*6)		2017/03			2018/03		
	2Q Apr-Sep '15	FY	1Q Apr-Jun '16	2Q Apr-Sep '16	FY	1Q Apr-Jun '17	2Q Apr-Sep '17	FY(F)
Operating revenue								
Residential Development	192,876	334,514	29,592	134,065	329,787	73,519	147,483	365,000
Housing sales	183,849	318,795	25,405	122,996	308,960	66,568	135,193	—
Other	9,027	15,719	4,187	11,069	20,827	6,951	12,290	—
Leasing (*5)	42,636	110,226	20,007	52,387	115,009	28,368	61,160	143,000
Leasing (offices)	24,695	49,594	12,597	25,521	51,981	13,095	26,668	—
Leasing (retail facilities)	5,351	10,873	2,898	5,725	11,649	2,841	5,708	—
Leasing (other)	2,922	5,882	1,468	2,927	5,954	1,654	3,363	—
Property development (sale)	4,496	33,260	840	13,626	35,350	8,313	20,275	—
Property development (leasing)	1,842	3,320	847	1,855	4,054	1,051	2,315	—
Other	3,327	7,295	1,355	2,731	6,018	1,413	2,828	—
Investment Management	5,096	10,973	2,203	5,193	9,662	2,578	4,546	9,500
Property Brokerage & CRE	15,007	35,373	7,841	16,886	34,820	8,930	17,887	38,000
Property brokerage	12,636	28,028	7,207	14,873	30,283	7,945	16,225	—
Other	2,371	7,345	634	2,012	4,536	984	1,662	—
Property & Facility Management (*1,4)	43,120	91,552	21,165	45,665	95,764	21,804	48,638	104,000
Property & facility management	23,738	47,952	11,791	24,009	48,301	12,188	24,969	—
Construction ordered	9,994	24,636	4,520	11,620	26,857	4,266	12,696	—
Fitness club & elderly care	7,408	14,995	3,811	7,692	15,523	3,923	7,947	—
Other	1,978	3,967	1,040	2,343	5,081	1,425	3,024	—
Other	773	1,353	24	53	106	23	52	0
Adjustments (eliminations or corporate)	(6,606)	(14,449)	(2,359)	(6,073)	(15,470)	(3,075)	(6,722)	(13,500)
Total	292,905	569,545	78,475	248,178	569,680	132,149	273,045	646,000

Operating profit								
Residential Development	21,310	31,909	(725)	10,665	27,787	4,275	10,058	25,000
Leasing	13,007	31,719	6,169	14,693	32,567	7,258	15,890	32,000
Investment Management	3,372	7,376	1,312	3,416	6,016	1,750	2,860	5,500
Property Brokerage & CRE	3,406	9,900	1,851	4,457	9,124	2,327	4,458	10,500
Property & Facility Management	2,558	5,693	923	3,002	6,939	1,014	3,221	7,000
Other	(80)	(152)	(11)	(17)	(30)	3	(1)	0
Adjustments (eliminations or corporate)	(2,823)	(5,536)	(685)	(2,818)	(5,132)	(190)	(1,988)	(4,000)
Total	40,751	80,912	8,835	33,399	77,271	16,440	34,497	76,000

(*1) The breakdown of operating revenue for the Property & Facility Management Business 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 business unit was incorporated. In addition, the house leasing business was transferred from the Residential Development Business Unit to the Leasing Business 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 Business Unit from the Other Business 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 Business 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 Business 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 Business 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 Business Unit to the Property & Facility Management Business 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		
	2Q Apr-Sep '13	FY	2Q Apr-Sep '14	FY	2Q Apr-Sep '14	FY	2Q Apr-Sep '15	FY	2Q Apr-Sep '15	FY	1Q Apr-Jun '16	2Q Apr-Sep '16	FY	1Q Apr-Jun '17	2Q Apr-Sep '17	FY(F)
Residential Development	328,037	331,779	370,170	382,585	370,170	382,585	385,722	414,812	385,722	414,812	430,948	437,371	450,698	475,382	470,363	—
Leasing	786,037	776,097	805,939	849,885	805,939	849,885	881,846	922,748	878,114	918,710	947,736	957,438	993,985	1,010,428	1,039,720	—
Investment Management	75,640	67,346	58,061	40,555	58,061	40,555	33,836	36,692	33,836	36,692	33,713	34,454	35,649	33,119	33,156	—
Property Brokerage & CRE	17,710	21,142	14,055	22,606	14,055	22,606	17,809	32,047	17,809	32,047	15,462	20,126	22,873	16,751	14,679	—
Property & Facility Management	25,620	32,891	28,151	32,375	45,444	49,696	45,625	51,403	49,612	55,695	47,753	50,805	56,529	50,023	54,795	—
Other	34,997	34,133	21,248	19,833	3,873	2,485	1,899	1,565	1,899	1,565	937	934	929	922	919	—
Adjustments (eliminations or corporate)	55,685	50,496	45,861	21,383	45,943	21,411	31,247	26,180	30,992	25,926	40,049	35,123	32,427	42,732	79,363	—
Total	1,323,730	1,313,887	1,343,489	1,369,226	1,343,489	1,369,226	1,397,987	1,485,449	1,397,987	1,485,449	1,516,601	1,536,254	1,593,093	1,629,361	1,692,997	—
Inventories																
Residential Development	281,541	281,698	318,340	338,530	318,340	338,530	329,393	377,849	329,393	377,849	389,810	396,337	403,232	435,999	425,055	—
Leasing	61,230	62,918	76,768	88,446	76,768	88,446	100,941	118,277	100,941	118,277	136,465	141,611	166,997	173,826	178,129	—
Investment Management	4,505	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Property Brokerage & CRE	1,171	1,162	1,152	1,184	1,152	1,184	1,133	—	1,133	—	—	—	—	—	—	—
Property & Facility Management	74	92	80	49	219	168	224	271	224	271	1,046	790	964	1,732	3,649	—
Other	4,156	3,380	3,069	1,638	2,930	1,519	951	638	951	638	13	13	13	13	13	—
Adjustments (eliminations or corporate)	(84)	(84)	(84)	(84)	(84)	(84)	—	(126)	—	(126)	(126)	(126)	(319)	(365)	(437)	—
Total	352,595	349,167	399,327	429,764	399,327	429,764	432,642	496,910	432,642	496,910	527,209	538,625	570,888	611,206	606,410	—
Return on Assets (ROA) of Each Business Unit																
Residential Development	—	9.4%	—	8.8%	—	8.8%	—	7.7%	—	7.7%	—	—	6.2%	—	—	—
Leasing	—	3.5%	—	2.9%	—	2.9%	—	3.5%	—	3.5%	—	—	3.3%	—	—	—
Investment Management	—	11.7%	—	11.9%	—	11.9%	—	20.1%	—	20.1%	—	—	16.9%	—	—	—
Property Brokerage & CRE	—	38.3%	—	37.5%	—	37.5%	—	30.9%	—	30.9%	—	—	39.9%	—	—	—
Property & Facility Management	—	15.5%	—	16.9%	—	11.6%	—	10.3%	—	10.2%	—	—	12.3%	—	—	—
Other	—	1.5%	—	0.8%	—	—	—	—	—	—	—	—	—	—	—	—
Total	—	5.8%	—	5.4%	—	5.4%	—	5.6%	—	5.6%	—	—	4.9%	—	—	—

ROA of each business unit = Business unit operating profit / Business unit assets at end-FY
Total ROA = (Operating profit + Non-operating profit)/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 Business Unit was incorporated. In addition, the house leasing business was transferred from the Residential Development Business Unit to the Leasing Business 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 Business Unit from the Other Business 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 Business Unit to the Property & Facility Management Business Unit. Due to this change, results for the fiscal year ended March 31, 2016 are classified under the new classification.

Business 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	2Q Apr-Sep '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	2,006	5,400
① Detached housing sales (unit)	149	266	481	718	162	323	445	859	52	174	288	643	69	185	418	682	82	193	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%	20.8%	—
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	311	—
① Completed housing inventories (unreleased) (unit) (*)	0	0	0	0	25	56	25	2	34	29	2	215	182	332	222	402	409	321	—
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%	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	1,227,556	—
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	4,267	—
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	420,676	—
⑤ Buildings under management	724	724	711	703	715	716	733	729	737	736	722	705	710	708	705	702	720	724	—
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	170,641	—
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	140,901	—

Business 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.