

June-2019 Fact Sheets

(For the 1st Quarter of Fiscal Year Ending March 31, 2020)

Released on July 30, 2019

Nomura Real Estate Holdings, Inc.

	2017/03		2018/03		2019/03		2020/03	
	1Q Apr-Jun '16	FY	1Q Apr-Jun '17	FY	1Q Apr-Jun '18	FY	1Q Apr-Jun '19	FY(F)
Operating revenue	78,475	569,680	132,149	623,762	118,903	668,510	112,448	739,000
Operating gross profit	29,139	177,241	41,566	182,053	37,658	188,712	29,861	—
(Gross margin ratio)	37.1%	31.1%	31.5%	29.2%	31.7%	28.2%	26.6%	—
Selling, general and administrative expenses	20,304	99,970	25,126	105,393	23,090	109,549	23,815	—
(SGAE ratio on revenue)	25.9%	17.5%	19.0%	16.9%	19.4%	16.4%	21.2%	—
Operating profit	8,835	77,271	16,440	76,660	14,568	79,162	6,046	79,500
(Operating margin ratio)	11.3%	13.6%	12.4%	12.3%	12.3%	11.8%	5.4%	10.8%
Business profit(*1)	—	—	—	—	14,663	79,623	6,312	80,000
Non-operating income	232	698	269	773	175	746	342	—
Interest and dividend income	81	304	47	121	46	114	43	—
Other	150	393	221	651	128	631	299	—
Non-operating expenses	2,264	9,017	2,184	9,400	2,354	10,584	2,359	—
Interest expenses	1,924	7,539	1,826	7,334	2,152	8,753	2,155	—
Other	339	1,477	358	2,065	201	1,831	204	—
Ordinary profit	6,802	68,952	14,524	68,033	12,389	69,323	4,028	70,000
(Ordinary profit ratio on revenue)	8.7%	12.1%	11.0%	10.9%	10.4%	10.4%	3.6%	9.5%
Extraordinary income	653	946	—	3,766	—	—	—	—
Extraordinary losses	—	591	250	4,077	1,091	3,916	—	—
Profit before income taxes	7,456	69,307	14,274	67,722	11,298	65,407	4,028	—
Profit attributable to owners of parent	4,824	47,005	9,603	46,029	7,523	45,873	2,975	46,000

(*1) Business profit = operating profit + share of profit (loss) of entities accounted for using equity method + amortization of intangible assets associated with corporate acquisitions

[Consolidated Financial Summary 2]

	2017/03		2018/03		2019/03		2020/03	
	1Q Apr-Jun '16	FY	1Q Apr-Jun '17	FY	1Q Apr-Jun '18	FY	1Q Apr-Jun '19	FY(F)
Total assets	1,516,601	1,593,093	1,629,361	1,673,099	1,677,233	1,759,455	1,717,562	—
Current assets	628,424	684,306	716,081	717,635	728,819	849,528	805,417	—
<Inventories>	<527,209>	<570,888>	<611,206>	<592,996>	<595,735>	<636,925>	<653,012>	—
<Equity investment >	<1,866>	<2,567>	<2,422>	<9,612>	<9,306>	<18,066>	<18,360>	—
Fixed assets	888,177	908,786	913,280	955,464	948,413	909,926	912,145	—
Net assets	455,053	493,813	494,258	514,982	515,847	541,562	536,690	—
Shareholders' equity ratio	29.2%	30.2%	29.6%	30.0%	29.9%	29.9%	30.4%	—
Interest-bearing debt	812,900	810,100	883,100	877,800	923,800	914,000	920,500	—

	2017/03		2018/03		2019/03		2020/03	
	1Q Apr-Jun '16	FY	1Q Apr-Jun '17	FY	1Q Apr-Jun '18	FY	1Q Apr-Jun '19	FY(F)
Capital investment (*1)	25,149	61,300	4,657	71,665	5,177	20,824	4,000	—
Depreciation (*2)	4,133	16,877	4,601	18,824	4,669	19,201	4,854	—

	2017/03		2018/03		2019/03		2020/03	
	1Q Apr-Jun '16	FY	1Q Apr-Jun '17	FY	1Q Apr-Jun '18	FY	1Q Apr-Jun '19	FY(F)
Cash flows from operating activities	(77,593)	(31,889)	(62,298)	21,498	(27,373)	89,964	(53,165)	—
Cash flows from investing activities	(19,048)	(54,558)	(4,906)	(51,637)	(9,887)	(46,699)	(3,061)	—
Cash flows from financing activities	85,066	76,575	66,260	43,787	38,151	13,723	(2,594)	—
Cash and cash equivalents	46,010	47,699	46,737	61,347	62,232	118,330	59,559	—

(*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.

	2017/03		2018/03(*1)		2019/03		2019/03(*3,4)		2020/03	
	1Q Apr-Jun '16	FY	1Q Apr-Jun '17	FY	1Q Apr-Jun '18	FY	1Q Apr-Jun '18	FY	1Q Apr-Jun '19	FY(F)
Operating revenue										
Residential Development	29,592	329,787	72,883	355,445	41,353	362,761	50,625	375,373	13,879	365,000
Housing sales(Japan)	25,405	308,960	66,568	336,819	34,684	342,055	34,684	342,055	10,196	—
Rental housing(sales)(*3)	—	—	—	—	—	—	9,100	11,740	1,140	—
Rental housing(leasing)(*3)	—	—	—	—	—	—	98	495	220	—
Senior(*3)	—	—	—	—	—	—	72	377	112	—
Other	4,187	20,827	6,315	18,626	6,668	20,705	6,668	20,701	2,209	—
Commercial Real Estate(*2)	20,007	115,009	28,368	134,941	46,058	167,628	40,785	171,612	72,166	242,000
Leasing (offices)	12,597	51,981	13,095	53,312	15,156	53,975	15,194	53,975	11,986	—
Leasing (retail facilities)	2,898	11,649	2,841	12,686	3,486	13,817	3,486	13,817	3,151	—
Leasing (other)	1,468	5,954	1,654	7,193	1,917	7,946	1,917	7,974	2,062	—
Property development (sales)	840	35,350	8,313	43,301	23,063	77,090	13,963	65,350	39,527	—
Property development (leasing)	847	4,054	1,051	4,724	883	5,031	784	4,533	1,890	—
Fitness*4	—	—	—	—	—	—	4,028	16,647	4,222	—
Other	1,355	6,018	1,413	13,722	1,550	9,766	1,409	9,312	9,325	—
Investment Management	2,203	9,662	2,578	9,378	2,611	9,641	2,611	9,641	3,144	12,000
Property Brokerage & CRE	7,841	34,820	8,930	35,703	7,899	37,298	7,899	37,298	7,852	41,000
Brokerage fee (retail)	4,607	20,038	5,050	20,791	5,293	21,618	5,293	21,618	5,638	—
Brokerage fee (wholesale)	2,600	10,244	2,895	10,845	1,814	11,517	1,814	11,517	1,705	—
Other	634	4,536	984	4,065	791	4,162	791	4,162	508	—
Property & Facility Management	21,165	95,764	22,458	104,581	24,051	107,802	20,080	91,374	19,878	92,000
Property & facility management	11,791	48,301	12,188	50,386	12,624	51,222	12,700	51,524	12,994	—
Construction ordered	4,520	26,857	4,855	31,604	5,677	32,083	5,732	32,371	5,636	—
Fitness club & Senior	3,811	15,523	3,923	16,064	4,100	17,025	—	—	—	—
Other	1,040	5,081	1,490	6,526	1,648	7,469	1,648	7,478	1,247	—
Other	24	106	23	107	23	94	23	94	23	0
Adjustments (eliminations or corporate)	(2,359)	(15,470)	(3,093)	(16,396)	(3,094)	(16,717)	(3,121)	(16,885)	(4,496)	(13,000)
Total	78,475	569,680	132,149	623,762	118,903	668,510	118,903	668,510	112,448	739,000
Operating profit										
Residential Development	(725)	27,787	4,341	24,523	(1,366)	23,180	407	25,069	(4,839)	—
Commercial Real Estate(*2)	6,169	32,567	7,258	35,232	12,672	38,858	10,892	37,600	8,151	—
Investment Management	1,312	6,016	1,750	5,911	1,755	5,943	1,755	5,943	1,854	—
Property Brokerage & CRE	1,851	9,124	2,327	8,452	990	8,170	990	8,170	560	—
Property & Facility Management	923	6,939	950	7,078	1,115	8,067	1,121	7,434	1,193	—
Other	(11)	(30)	3	(10)	(5)	(43)	(5)	(43)	(1)	—
Adjustments (eliminations or corporate)	(685)	(5,132)	(192)	(4,527)	(593)	(5,013)	(594)	(5,013)	(872)	—
Total	8,835	77,271	16,440	76,660	14,568	79,162	14,568	79,162	6,046	—
Business profit (*5)										
Residential Development	—	—	—	—	—	—	408	25,032	(4,853)	23,500
Commercial Real Estate(*2)	—	—	—	—	—	—	10,979	38,043	8,330	38,500
Investment Management	—	—	—	—	—	—	1,755	5,969	1,931	7,000
Property Brokerage & CRE	—	—	—	—	—	—	990	8,170	560	9,000
Property & Facility Management	—	—	—	—	—	—	1,128	7,464	1,218	7,500
Other	—	—	—	—	—	—	(5)	(43)	(1)	0
Adjustments (eliminations or corporate)	—	—	—	—	—	—	(594)	(5,013)	(872)	(5,500)
Total	—	—	—	—	—	—	14,663	79,623	6,312	80,000

(*1) From the fiscal year ended March 31, 2019, the classification of Nomura Real Estate Reform Co., Ltd. has been changed from the Residential Development Business Unit to the Property & Facility Management Business Unit. Due to this change, the full-year results for the fiscal year ended March 31, 2018 are classified under the new classification.

(*2) From the fiscal year ending March 31, 2020, Leasing Business Unit has been renamed Commercial Real Estate Business Unit.

(*3) From the fiscal year ending March 31, 2020, the classification of rental housing business and senior business has been changed from the Commercial Real Estate Business Unit and the Property & Facility Management Business Unit to the Residential Development Business Unit. Due to this change, the full-year results for the fiscal year ended March 31, 2019 are classified under the new classification.

(*4) From the fiscal year ending March 31, 2020, the classification of fitness business has been changed from the Property & Facility Management Business Unit to the Commercial Real Estate Business Unit. Due to this change, the full-year results for the fiscal year ended March 31, 2019 are classified under the new classification.

(*5) Business profit = Operating profit + Share of profit and loss of entities accounted for using equity method + Amortization expenses of intangible assets associated with corporate acquisition

Assets	2017/03		2018/03(*1)		2019/03		2019/03(*3,4)		2020/03	
	1Q Apr-Jun '16	FY	1Q Apr-Jun '17	FY	1Q Apr-Jun '18	FY	1Q Apr-Jun '18	FY	1Q Apr-Jun '19	FY(F)
Residential Development	430,948	450,698	475,382	448,412	460,281	415,826	489,894	463,277	484,631	—
Commercial Real Estate(*2)	947,736	993,985	1,010,428	1,060,815	1,049,308	1,110,951	1,040,275	1,086,064	1,078,030	—
Investment Management	33,713	35,649	33,119	34,840	32,759	42,463	32,759	42,463	40,669	—
Property Brokerage & CRE	15,462	22,873	16,751	17,181	13,818	28,228	13,818	28,228	14,237	—
Property & Facility Management	47,753	56,529	50,023	62,781	54,449	64,984	33,539	42,294	34,747	—
Other	937	929	922	921	923	929	923	929	927	—
Adjustments (eliminations or corporate)	40,049	32,427	42,732	48,147	65,691	96,071	66,022	96,197	64,319	—
Total	1,516,601	1,593,093	1,629,361	1,673,099	1,677,233	1,759,455	1,677,233	1,759,455	1,717,562	—

Inventories

Residential Development	389,810	403,232	435,999	401,030	407,238	345,255	435,917	391,508	415,626	—
Commercial Real Estate(*2)	136,465	166,997	173,826	187,299	183,803	285,164	160,052	245,575	237,767	—
Investment Management	—	—	—	—	—	—	—	—	—	—
Property Brokerage & CRE	—	—	—	—	—	—	—	—	—	—
Property & Facility Management	1,046	964	1,732	5,091	5,316	7,061	389	397	365	—
Other	13	13	13	13	13	11	13	11	11	—
Adjustments (eliminations or corporate)	(126)	(319)	(365)	(437)	(636)	(567)	(636)	(567)	(758)	—
Total	527,209	570,888	611,206	592,996	595,735	636,925	595,735	636,925	653,012	—

Return on Assets (ROA) of Each Business Unit

Residential Development	—	6.4%	—	5.5%	—	5.4%	—	5.5%	—	—
Commercial Real Estate(*2)	—	3.4%	—	3.4%	—	3.6%	—	3.5%	—	—
Investment Management	—	16.6%	—	16.8%	—	15.4%	—	15.4%	—	—
Property Brokerage & CRE	—	33.2%	—	42.2%	—	36.0%	—	36.0%	—	—
Property & Facility Management	—	12.4%	—	11.9%	—	12.6%	—	14.2%	—	—
Other	—	—	—	—	—	—	—	—	—	—
Total	—	5.1%	—	4.7%	—	4.7%	—	4.7%	—	—

ROA of each business unit = (Operating profit + Share of profit (loss) of entities accounted for using equity method) / Average assets during the FY

Total ROA = (Operating profit + Non-operating profit) / Average assets during the FY

(*1) From the fiscal year ending March 31, 2019, the classification of Nomura Real Estate Reform Co., Ltd. has been changed from the Residential Development Business Unit to the Property & Facility Management Business Unit. Due to this change, the full-year results for the fiscal year ended March 31, 2018 are classified under the new classification.

(*2) From the fiscal year ending March 31, 2020, Leasing Business Unit has been renamed Commercial Real Estate Business Unit.

(*3) From the fiscal year ending March 31, 2020, the classification of rental housing business and senior business has been changed from the Commercial Real Estate Business Unit and the Property & Facility Management Business Unit to the Residential Development Business Unit. Due to this change, the full-year results for the fiscal year ended March 31, 2019 are classified under the new classification.

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[Business Unit Information 3]

Business unit operating results	2017/03				2018/03				2019/03				2020/03	
	1Q Apr-Jun '16	2Q Apr-Sep '16	3Q Apr-Dec '16	FY	1Q Apr-Jun '17	2Q Apr-Sep '17	3Q Apr-Dec '17	FY	1Q Apr-Jun '18	2Q Apr-Sep '18	3Q Apr-Dec '18	FY	1Q Apr-Jun '19	FY(F)
1. Condominiums sales (units)	382	1,821	2,656	4,885	1,007	2,006	3,157	5,258	630	1,228	2,312	5,243	193	4,600
1. Detached housing sales (units)	69	185	418	682	82	193	290	607	39	165	271	647	15	500
1. Gross margin ratio of housing sales (%)	21.8%	22.8%	22.4%	21.7%	21.0%	20.8%	20.6%	19.1%	18.4%	19.8%	19.2%	19.1%	16.4%	—
1. Completed housing inventories (released for sale) (units)	160	379	318	252	292	311	270	239	186	132	224	229	97	—
1. Completed housing inventories (unreleased) (units)	182	332	222	402	409	321	186	218	120	75	64	47	23	—
2. Vacancy rate (offices, retail facilities)	1.4%	1.2%	1.0%	0.8%	0.6%	0.6%	1.1%	0.7%	0.7%	3.9%	3.9%	4.7%	4.1%	—
2. Members of MEGALOS	142,161	143,646	140,879	140,743	141,028	140,901	139,656	139,836	142,417	147,090	145,805	145,065	147,879	—
3. Assets under management (millions of yen)	1,072,356	1,246,237	1,237,042	1,260,064	1,233,905	1,227,556	1,235,015	1,285,903	1,307,356	1,304,924	1,635,880	1,669,476	1,697,521	—
4. Brokerage: Number of transactions	2,034	4,067	5,984	8,272	2,129	4,267	6,226	8,561	2,193	4,375	6,492	8,922	2,336	—
4. Brokerage: Total transaction value (millions of yen)	186,111	371,729	554,811	745,147	202,616	420,676	593,289	800,739	163,543	356,396	540,237	767,324	179,354	—
5. Buildings under management	710	708	705	702	720	724	724	723	726	728	734	732	745	—
5. Condominiums under management (units)	163,224	165,801	166,570	168,999	170,337	170,641	171,420	173,705	173,667	173,845	174,708	177,582	177,461	—

Business unit information noted:

1. Residential Development 2. Leasing(*1) 3. Investment Management 4. Property Brokerage & CRE 5. Property & Facility Management

(*1) From the fiscal year ended March 31, 2020, Leasing Business Unit has been renamed Commercial Real Estate Business Unit.