

June-2020 Fact Sheets

(For the 1st Quarter of Fiscal Year Ending March 31, 2021)

Released on July 29, 2020

Nomura Real Estate Holdings, Inc.

	2018/03		2019/03		2020/03		2021/03	
	1Q Apr-Jun '17	FY	1Q Apr-Jun '18	FY	1Q Apr-Jun '19	FY	1Q Apr-Jun '20	FY(F)
Operating revenue	132,149	623,762	118,903	668,510	112,448	676,495	136,486	600,000
Operating gross profit	41,566	182,053	37,658	188,712	29,861	193,723	41,917	—
(Gross margin ratio)	31.5%	29.2%	31.7%	28.2%	26.6%	28.6%	30.7%	—
Selling, general and administrative expenses	25,126	105,393	23,090	109,549	23,815	111,817	24,016	—
(SGAE ratio on revenue)	19.0%	16.9%	19.4%	16.4%	21.2%	16.5%	17.6%	—
Operating profit	16,440	76,660	14,568	79,162	6,046	81,905	17,900	61,000
(Operating margin ratio)	12.4%	12.3%	12.3%	11.8%	5.4%	12.1%	13.1%	—
Business profit(*1)	—	—	14,663	79,623	6,312	82,833	18,107	60,000
Non-operating income	269	773	175	746	342	1,350	301	—
Interest and dividend income	47	121	46	114	43	208	39	—
Other	221	651	128	631	299	1,141	261	—
Non-operating expenses	2,184	9,400	2,354	10,584	2,359	10,178	2,785	—
Interest expenses	1,826	7,334	2,152	8,753	2,155	8,788	2,220	—
Other	358	2,065	201	1,831	204	1,389	565	—
Ordinary profit	14,524	68,033	12,389	69,323	4,028	73,077	15,417	49,000
(Ordinary profit ratio on revenue)	11.0%	10.9%	10.4%	10.4%	3.6%	10.8%	11.3%	—
Extraordinary income	—	3,766	—	—	—	393	—	—
Extraordinary losses	250	4,077	1,091	3,916	—	381	1,715	—
Profit before income taxes	14,274	67,722	11,298	65,407	4,028	73,090	13,701	—
Profit attributable to owners of parent	9,603	46,029	7,523	45,873	2,975	48,886	8,833	31,000

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

	2018/03		2019/03		2020/03		2021/03	
	1Q As of Jun.30, 2017	FY	1Q As of Jun.30, 2018	FY	1Q As of Jun.30, 2019	FY	1Q As of Jun.30, 2020	FY(F)
Total assets	1,629,361	1,673,099	1,677,233	1,759,455	1,717,562	1,801,273	1,862,336	—
Current assets	716,081	717,635	728,819	849,528	805,417	906,726	958,858	—
<Inventories>	<611,206>	<592,996>	<595,735>	<636,925>	<653,012>	<714,734>	<754,005>	—
<Equity investment >	<2,422>	<9,612>	<9,306>	<18,066>	<18,360>	<30,983>	<29,005>	—
Non-current assets	913,280	955,464	948,413	909,926	912,145	894,547	903,478	—
Net assets	494,258	514,982	515,847	541,562	536,690	565,120	555,712	—
Shareholders' equity ratio	29.6%	30.0%	29.9%	29.9%	30.4%	30.5%	29.7%	—
Interest-bearing debt	883,100	877,800	923,800	914,000	920,500	870,000	1,029,500	—

	2018/03		2019/03		2020/03		2021/03	
	1Q Apr-Jun '17	FY	1Q Apr-Jun '18	FY	1Q Apr-Jun '19	FY	1Q Apr-Jun '20	FY(F)
Capital investment (*1)	4,657	71,665	5,177	20,824	4,000	20,363	13,285	—
Depreciation (*2)	4,601	18,824	4,669	19,201	4,854	19,805	4,925	—

	2018/03		2019/03		2020/03		2021/03	
	1Q Apr-Jun '17	FY	1Q Apr-Jun '18	FY	1Q Apr-Jun '19	FY	1Q Apr-Jun '20	FY(F)
Cash flows from operating activities	(62,298)	21,498	(27,373)	89,964	(53,165)	56,618	(120,573)	—
Cash flows from investing activities	(4,906)	(51,637)	(9,887)	(46,699)	(3,061)	(30,490)	4,190	—
Cash flows from financing activities	66,260	43,787	38,151	13,723	(2,594)	(66,821)	143,812	—
Cash and cash equivalents	46,737	61,347	62,232	118,330	59,559	77,611	104,916	—

(*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.

	2018/03		2019/03(*1,2)		2020/03		2020/03(*3,4)		2021/03	
	1Q Apr-Jun '17	FY	1Q Apr-Jun '18	FY	1Q Apr-Jun '19	FY	1Q Apr-Jun '19	FY	1Q Apr-Jun '20	FY(F)
Operating revenue										
Residential Development	72,883	355,445	50,625	375,373	13,879	334,710	13,883	333,966	55,286	290,000
Housing sales(Japan)	66,568	336,819	34,684	342,055	10,196	294,376	10,196	294,376	50,300	—
Rental housing(sale)(*1,5)	—	—	9,100	11,740	1,140	17,931	1,140	17,931	0	—
Rental housing(leasing)(*1,5)	—	—	98	495	220	1,070	220	1,070	210	—
Senior(*1)	—	—	72	377	112	451	112	451	116	—
Other	6,315	18,626	6,668	20,701	2,209	20,880	2,213	20,136	4,658	—
Commercial Real Estate	28,368	134,941	40,785	171,612	72,166	215,820	71,404	212,133	52,872	190,000
Leasing (offices)	13,095	53,312	15,194	53,975	11,986	48,792	11,986	48,562	11,560	—
Leasing (retail facilities)	2,841	12,686	3,486	13,817	3,151	12,910	3,151	12,910	1,590	—
Leasing (other)	1,654	7,193	1,917	7,974	2,062	8,375	2,062	8,375	1,499	—
Property for sales (sale)(*6)	8,313	43,301	13,963	65,350	39,527	106,816	39,527	106,816	33,270	—
Property for sales (leasing)(*6)	1,051	4,724	784	4,533	1,890	7,037	1,890	7,037	2,872	—
Fitness(*2)	—	—	4,028	16,647	4,222	15,757	4,222	15,757	1,168	—
Other	1,413	13,722	1,409	9,312	9,325	16,131	8,563	12,674	909	—
Investment Management	2,578	9,378	2,611	9,641	3,144	12,059	3,144	12,059	3,378	12,000
Property Brokerage & CRE	8,930	35,703	7,899	37,298	7,852	39,110	7,852	39,110	8,575	34,000
Brokerage fee (retail)	5,050	20,791	5,293	21,618	5,638	24,017	5,638	24,017	4,843	—
Brokerage fee (wholesale)	2,895	10,845	1,814	11,517	1,705	11,138	1,705	11,138	2,750	—
Other	984	4,065	791	4,162	508	3,954	508	3,954	981	—
Property & Facility Management	22,458	104,581	20,080	91,374	19,878	92,982	21,140	98,274	19,789	95,000
Property & facility management	12,188	50,386	12,700	51,524	12,994	53,210	13,545	55,530	14,132	—
Construction ordered	4,855	31,604	5,732	32,371	5,636	34,354	6,348	37,327	4,377	—
Fitness club & Senior	3,923	16,064	—	—	—	—	—	—	—	—
Other	1,490	6,526	1,648	7,478	1,247	5,417	1,247	5,417	1,279	—
Other	23	107	23	94	23	168	20	1,143	295	1,000
Adjustments (eliminations or corporate)	(3,093)	(16,396)	(3,121)	(16,885)	(4,496)	(18,356)	(4,996)	(20,193)	(3,711)	(22,000)
Total	132,149	623,762	118,903	668,510	112,448	676,495	112,448	676,495	136,486	600,000
Operating profit										
Residential Development	4,341	24,523	407	25,069	(4,839)	24,925	(4,566)	25,351	4,197	—
Commercial Real Estate	7,258	35,232	10,892	37,600	8,151	38,669	8,049	38,941	10,237	—
Investment Management	1,750	5,911	1,755	5,943	1,854	6,853	1,854	6,853	2,147	—
Property Brokerage & CRE	2,327	8,452	990	8,170	560	9,117	556	9,097	1,627	—
Property & Facility Management	950	7,078	1,121	7,434	1,193	8,089	1,303	8,474	1,156	—
Other	3	(10)	(5)	(43)	(1)	(106)	(427)	(1,267)	(580)	—
Adjustments (eliminations or corporate)	(192)	(4,527)	(594)	(5,013)	(872)	(5,644)	(724)	(5,545)	(883)	—
Total	16,440	76,660	14,568	79,162	6,046	81,905	6,046	81,905	17,900	—
Business profit (*7)										
Residential Development	—	—	408	25,032	(4,853)	24,905	(4,573)	25,339	4,188	18,000
Commercial Real Estate	—	—	10,979	38,043	8,330	39,238	8,149	39,247	10,362	32,000
Investment Management	—	—	1,755	5,969	1,931	7,149	1,931	7,149	2,221	7,000
Property Brokerage & CRE	—	—	990	8,170	560	9,109	556	9,088	1,627	4,000
Property & Facility Management	—	—	1,128	7,464	1,218	8,181	1,328	8,566	1,194	7,000
Other	—	—	(5)	(43)	(1)	(106)	(356)	(1,012)	(602)	(3,000)
Adjustments (eliminations or corporate)	—	—	(594)	(5,013)	(872)	(5,644)	(724)	(5,545)	(883)	(5,000)
Total	—	—	14,663	79,623	6,312	82,833	6,312	82,833	18,107	60,000

(*1) From the fiscal year ended 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 results for the fiscal year ended March 31, 2019 are classified under the new classification.

(*2) From the fiscal year ended 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 results for the fiscal year ended March 31, 2019 are classified under the new classification.

(*3) From the fiscal year ending March 31, 2021, the overseas condominium development and sales business, which had been classified under the Residential Development Business Unit in Nomura Real Estate Development Co., Ltd. and the overseas office and other properties development and leasing business, and ZEN PLAZA CO., LTD., which had been classified under the Commercial Real Estate Business Unit, have been reclassified under the Other. Due to this change, the results for the fiscal year ended March 31, 2020 are classified under the new classification.

(*4) As of April 1, 2020, NREG TOSHIBA BUILDING FACILITIES Co., Ltd., which had been classified under the Commercial Real Estate Business Unit, has been merged with Nomura Real Estate Partners Co., Ltd. which has been classified under the Property & Facility Management Business Unit.

The merger has been carried out with NREG TOSHIBA BUILDING FACILITIES Co., Ltd. being the absorbed company and Nomura Real Estate Partners Co., Ltd. being the surviving company.

In line with this change, the results for the fiscal year ended March 31, 2020 are based on the changed classification under the new classification of business unit after the merger.

(*5) Rental Housing refers to properties developed for real estate investment market.

(*6) Property for sales refers to properties such as office building, retail facility and logistic facility developed for real estate investment market.

(*7) 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	2018/03		2019/03(*1,2)		2020/03		2020/03(※3,4)		2021/03	
	1Q As of Jun.30, 2017	FY	1Q As of Jun.30, 2018	FY	1Q As of Jun.30, 2019	FY	1Q As of Jun.30, 2019	FY	1Q As of Jun.30, 2020	FY(F)
Residential Development	475,382	448,412	489,894	463,277	484,631	505,710	464,337	457,505	477,478	—
Commercial Real Estate	1,010,428	1,060,815	1,040,275	1,086,064	1,078,030	1,126,619	1,061,537	1,112,664	1,128,008	—
Investment Management	33,119	34,840	32,759	42,463	40,669	43,053	40,669	43,053	39,879	—
Property Brokerage & CRE	16,751	17,181	13,818	28,228	14,237	19,136	14,435	19,240	13,353	—
Property & Facility Management	50,023	62,781	33,539	42,294	34,747	44,474	36,249	47,106	37,148	—
Other	922	921	923	929	927	937	36,595	61,730	59,493	—
Adjustments (eliminations or corporate)	42,732	48,147	66,022	96,197	64,319	61,340	63,738	59,972	106,973	—
Total	1,629,361	1,673,099	1,677,233	1,759,455	1,717,562	1,801,273	1,717,562	1,801,273	1,862,336	—

Inventories

Residential Development	435,999	401,030	435,917	391,508	415,626	401,119	415,626	401,119	435,123	—
Commercial Real Estate	173,826	187,299	160,052	245,575	237,767	314,311	237,765	314,297	319,514	—
Investment Management	—	—	—	—	—	—	—	—	—	—
Property Brokerage & CRE	—	—	—	—	—	—	—	—	—	—
Property & Facility Management	1,732	5,091	389	397	365	55	366	69	119	—
Other	13	13	13	11	11	11	11	11	11	—
Adjustments (eliminations or corporate)	(365)	(437)	(636)	(567)	(758)	(762)	(758)	(762)	(762)	—
Total	611,206	592,996	595,735	636,925	653,012	714,734	653,012	714,734	754,005	—

Return on Assets (ROA) of Each Business Unit

Residential Development	—	5.5%	—	5.5%	—	5.1%	—	—	—	—
Commercial Real Estate	—	3.4%	—	3.5%	—	3.5%	—	—	—	—
Investment Management	—	16.8%	—	15.4%	—	16.0%	—	—	—	—
Property Brokerage & CRE	—	42.2%	—	36.0%	—	38.5%	—	—	—	—
Property & Facility Management	—	11.9%	—	14.2%	—	18.8%	—	—	—	—
Other	—	—	—	—	—	—	—	—	—	—
Total	—	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 ended 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 results for the fiscal year ended March 31, 2019 are classified under the new classification.

(*2) From the fiscal year ended 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 results for the fiscal year ended March 31, 2019 are classified under the new classification.

(*3) From the fiscal year ending March 31, 2021, the overseas condominium development and sales business, which had been classified under the Residential Development Business Unit in Nomura Real Estate Development Co., Ltd. and the overseas office and other properties development and leasing business, and ZEN PLAZA CO., LTD., which had been classified under the Commercial Real Estate Business Unit, have been reclassified under the Other.

Due to this change, the results for the fiscal year ended March 31, 2020 are classified under the new classification.

(*4) As of April 1, 2020, NREG TOSHIBA BUILDING FACILITIES Co., Ltd., which had been classified under the Commercial Real Estate Business Unit, has been merged with Nomura Real Estate Partners Co., Ltd. which has been classified under the Property & Facility Management Business Unit. The merger has been carried out with NREG TOSHIBA BUILDING FACILITIES Co., Ltd. being the absorbed company and Nomura Real Estate Partners Co., Ltd. being the surviving company.

In line with this change, the results for the fiscal year ended March 31, 2020 are based on the changed classification under the new classification of business unit after the merger.

Business unit operating results	2018/03				2019/03				2020/03				2021/03	
	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	2Q Apr-Sep '19	3Q Apr-Dec '19	FY	1Q Apr-Jun '20	FY(F)
1. The number of housing contracted (units)	1,116	2,828	4,410	5,917	1,382	2,720	4,318	6,055	999	2,275	3,134	4,353	258	—
1. Housing sales (units)	1,089	2,199	3,447	5,865	670	1,393	2,583	5,890	208	997	1,379	4,739	608	3,700
1. Contract rate against the number of housing sales (%)(*1)	62.9%	80.5%	93.1%	—	67.2%	81.2%	93.0%	—	67.3%	81.8%	91.1%	—	63.0%	—
1. Gross margin ratio of housing sales (%)	21.0%	20.8%	20.6%	19.1%	18.4%	19.8%	19.2%	19.1%	16.4%	17.1%	17.8%	20.4%	22.7%	—
1. Completed housing inventories (released for sale) (units)	292	311	270	239	186	132	224	229	97	103	92	321	353	—
1. Completed housing inventories (unreleased) (units)	409	321	186	218	120	75	64	47	23	32	27	187	407	—
2. Net lettable area (offices, retail facilities) (sqm)	997,853	1,039,512	1,036,954	1,021,004	1,003,149	1,003,152	1,003,292	953,620	953,124	954,414	953,872	913,446	884,159	—
2. Vacancy rate (offices, retail facilities)	0.6%	0.6%	1.1%	0.7%	0.7%	3.9%	3.9%	4.7%	4.1%	4.3%	3.9%	4.0%	4.2%	—
2. Members of MEGALOS	141,028	140,901	139,656	139,836	142,417	147,090	145,805	145,065	147,879	149,335	146,409	143,663	123,863	—
2. Sales per customer of MEGALOS	—	—	—	9,480	—	—	—	9,585	—	—	—	8,925	—	—
3. Assets under management (millions of yen)	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	1,702,811	1,712,908	1,798,583	1,789,771	—
4. Brokerage: Number of transactions	2,129	4,267	6,226	8,561	2,193	4,375	6,492	8,922	2,336	4,817	6,948	9,515	1,984	—
4. Brokerage: Total transaction value (millions of yen)	202,616	420,676	593,289	800,739	163,543	356,396	540,237	767,324	179,354	412,921	643,494	872,337	183,144	—
5. Buildings under management(*2)	720	724	724	723	726	728	734	732	807	790	792	786	801	—
5. Condominiums under management (units)(*2)	170,337	170,641	171,420	173,705	173,667	173,845	174,708	177,582	177,490	177,332	177,717	182,259	181,504	—

Business unit information noted:

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

(*1) Indicates the contract progress rate against the revenue of annual housing sales forecasted.

(*2) As of April 1, 2020, NREG TOSHIBA BUILDING FACILITIES Co., Ltd., which had been classified under the Commercial Real Estate Business Unit, has been merged with Nomura Real Estate Partners Co., Ltd. which has been classified under the Property & Facility Management Business Unit. The merger has been carried out with NREG TOSHIBA BUILDING FACILITIES Co., Ltd. being the absorbed company and Nomura Real Estate Partners Co., Ltd. being the surviving company. From 2020/3, the figures include buildings and condominiums managed by Nomura Real Estate Partners Co., Ltd. and NREG TOSHIBA BUILDING FACILITIES Co., Ltd. Before 2019/3, the figures include buildings and condominiums managed by Nomura Real Estate Partners Co., Ltd.