

September-2020 Fact Sheets

(For the 2nd Quarter of Fiscal Year Ending March 31, 2021)

Released on October 27, 2020

Nomura Real Estate Holdings, Inc.

	2018/03		2019/03		2020/03			2021/03		
	2Q Apr-Sep '17	FY	2Q Apr-Sep '18	FY	1Q Apr-Jun '19	2Q Apr-Sep '19	FY	1Q Apr-Jun '20	2Q Apr-Sep '20	FY(F)
Operating revenue	273,045	623,762	231,358	668,510	112,448	247,015	676,495	136,486	223,935	600,000
Operating gross profit	84,704	182,053	74,350	188,712	29,861	71,690	193,723	41,917	73,663	—
(Gross margin ratio)	31.0%	29.2%	32.1%	28.2%	26.6%	29.0%	28.6%	30.7%	32.9%	—
Selling, general and administrative expenses	50,206	105,393	48,332	109,549	23,815	50,006	111,817	24,016	49,475	—
(SGAE ratio on revenue)	18.4%	16.9%	20.9%	16.4%	21.2%	20.2%	16.5%	17.6%	22.1%	—
Operating profit	34,497	76,660	26,018	79,162	6,046	21,684	81,905	17,900	24,187	61,000
(Operating margin ratio)	12.6%	12.3%	11.2%	11.8%	5.4%	8.8%	12.1%	13.1%	10.8%	—
Business profit(*1)	—	—	26,222	79,623	6,312	22,181	82,833	18,107	24,648	60,000
Non-operating income	333	773	282	746	342	929	1,350	301	654	—
Interest and dividend income	69	121	66	114	43	62	208	39	75	—
Other	263	651	216	631	299	866	1,141	261	578	—
Non-operating expenses	4,455	9,400	4,754	10,584	2,359	4,769	10,178	2,785	5,412	—
Interest expenses	3,666	7,334	4,384	8,753	2,155	4,320	8,788	2,220	4,562	—
Other	789	2,065	370	1,831	204	449	1,389	565	849	—
Ordinary profit	30,375	68,033	21,546	69,323	4,028	17,844	73,077	15,417	19,429	49,000
(Ordinary profit ratio on revenue)	11.1%	10.9%	9.3%	10.4%	3.6%	7.2%	10.8%	11.3%	8.7%	—
Extraordinary income	—	3,766	—	—	—	393	393	—	513	—
Extraordinary losses	256	4,077	1,912	3,916	—	—	381	1,715	1,715	—
Profit before income taxes	30,118	67,722	19,633	65,407	4,028	18,238	73,090	13,701	18,226	—
Profit attributable to owners of parent	20,115	46,029	13,002	45,873	2,975	12,468	48,886	8,833	12,030	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		
	2Q As of Sep.30, 2017	FY	2Q As of Sep.30, 2018	FY	1Q As of Jun.30, 2019	2Q As of Sep.30, 2019	FY	1Q As of Jun.30, 2020	2Q As of Sep.30, 2020	FY(F)
Total assets	1,692,997	1,673,099	1,710,201	1,759,455	1,717,562	1,731,031	1,801,273	1,862,336	1,847,576	—
Current assets	757,728	717,635	758,630	849,528	805,417	822,168	906,726	958,858	945,557	—
<Inventories>	<606,410>	<592,996>	<630,142>	<636,925>	<653,012>	<664,347>	<714,734>	<754,005>	<803,487>	—
<Equity investment >	<6,477>	<9,612>	<11,177>	<18,066>	<18,360>	<21,679>	<30,983>	<29,005>	<29,682>	—
Non-current assets	935,268	955,464	951,571	909,926	912,145	908,863	894,547	903,478	902,018	—
Net assets	504,318	514,982	518,811	541,562	536,690	547,709	565,120	555,712	560,078	—
Shareholders' equity ratio	29.0%	30.0%	29.5%	29.9%	30.4%	30.8%	30.5%	29.7%	30.2%	—
Interest-bearing debt	940,700	877,800	941,400	914,000	920,500	919,500	870,000	1,029,500	1,025,500	—

	2018/03		2019/03		2020/03			2021/03		
	2Q Apr-Sep '17	FY	2Q Apr-Sep '18	FY	1Q Apr-Jun '19	2Q Apr-Sep '19	FY	1Q Apr-Jun '20	2Q Apr-Sep '20	FY(F)
Capital investment (*1)	34,086	71,665	10,941	20,824	4,000	8,429	20,363	13,285	37,233	—
Depreciation (*2)	9,314	18,824	9,381	19,201	4,854	9,776	19,805	4,925	9,966	—

	2018/03		2019/03		2020/03			2021/03		
	2Q Apr-Sep '17	FY	2Q Apr-Sep '18	FY	1Q Apr-Jun '19	2Q Apr-Sep '19	FY	1Q Apr-Jun '20	2Q Apr-Sep '20	FY(F)
Cash flows from operating activities	(49,461)	21,498	(43,591)	89,964	(53,165)	(54,814)	56,618	(120,573)	(152,598)	—
Cash flows from investing activities	(33,295)	(51,637)	(16,163)	(46,699)	(3,061)	(3,163)	(30,490)	4,190	(19,274)	—
Cash flows from financing activities	123,770	43,787	53,417	13,723	(2,594)	(5,930)	(66,821)	143,812	139,523	—
Cash and cash equivalents	88,700	61,347	55,006	118,330	59,559	54,344	77,611	104,916	45,149	—

(*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.

Operating revenue	2018/03		2019/03(*1,2)		2020/03			2020/03(*3,4)		
	2Q	FY	2Q	FY	1Q	2Q	FY	1Q	2Q	FY
	Apr-Sep '17		Apr-Sep '18		Apr-Jun '19	Apr-Sep '19		Apr-Jun '19	Apr-Sep '19	
Residential Development	145,954	355,445	105,552	375,373	13,879	64,457	334,710	13,883	64,127	333,966
Housing sales(Japan)	135,193	336,819	85,779	342,055	10,196	55,012	294,376	10,196	55,012	294,376
Rental housing(sale)(*1,5)	—	—	9,100	11,740	1,140	2,750	17,931	1,140	2,750	17,931
Rental housing(leasing)(*1,5)	—	—	211	495	220	514	1,070	220	514	1,070
Senior(*1)	—	—	162	377	112	223	451	112	223	451
Other	10,761	18,626	10,299	20,701	2,209	5,956	20,880	2,213	5,626	20,136
Commercial Real Estate	61,160	134,941	68,919	171,612	72,166	121,042	215,820	71,404	119,742	212,133
Leasing (offices)	26,668	53,312	28,155	53,975	11,986	24,442	48,792	11,986	24,442	48,562
Leasing (retail facilities)	5,708	12,686	6,877	13,817	3,151	6,359	12,910	3,151	6,359	12,910
Leasing (other)	3,363	7,193	3,845	7,974	2,062	4,132	8,375	2,062	4,132	8,375
Property for sales (sale)(*6)	20,275	43,301	13,963	65,350	39,527	62,729	106,816	39,527	62,729	106,816
Property for sales (leasing)(*6)	2,315	4,724	1,799	4,533	1,890	3,712	7,037	1,890	3,712	7,037
Fitness(*2)	—	—	8,173	16,647	4,222	8,526	15,757	4,222	8,526	15,757
Other	2,828	13,722	6,103	9,312	9,325	11,138	16,131	8,563	9,839	12,674
Investment Management	4,546	9,378	4,501	9,641	3,144	5,953	12,059	3,144	5,953	12,059
Property Brokerage & CRE	17,887	35,703	16,969	37,298	7,852	18,269	39,110	7,852	18,269	39,110
Brokerage fee (retail)	10,379	20,791	10,526	21,618	5,638	11,927	24,017	5,638	11,927	24,017
Brokerage fee (wholesale)	5,845	10,845	4,722	11,517	1,705	5,109	11,138	1,705	5,109	11,138
Other	1,662	4,065	1,719	4,162	508	1,232	3,954	508	1,232	3,954
Property & Facility Management	50,253	104,581	43,171	91,374	19,878	45,751	92,982	21,140	47,866	98,274
Property & facility management	24,969	50,386	25,629	51,524	12,994	26,433	53,210	13,545	27,477	55,530
Construction ordered	14,191	31,604	13,982	32,371	5,636	16,512	34,354	6,348	17,583	37,327
Fitness club & Senior	7,947	16,064	—	—	—	—	—	—	—	—
Other	3,144	6,526	3,559	7,478	1,247	2,805	5,417	1,247	2,805	5,417
Other	52	107	46	94	23	45	168	20	376	1,143
Adjustments (eliminations or corporate)	(6,808)	(16,396)	(7,803)	(16,885)	(4,496)	(8,505)	(18,356)	(4,996)	(9,320)	(20,193)
Total	273,045	623,762	231,358	668,510	112,448	247,015	676,495	112,448	247,015	676,495

2021/03		
1Q	2Q	FY(F)
Apr-Jun '20	Apr-Sep '20	
55,286	83,908	290,000
50,300	74,864	—
—	—	—
210	436	—
116	269	—
4,658	8,338	—
52,872	80,402	190,000
11,560	23,648	—
1,590	5,045	—
1,499	2,979	—
33,270	35,965	—
2,872	5,948	—
1,168	4,656	—
909	2,157	—
3,378	6,295	12,000
8,575	17,693	34,000
4,843	10,556	—
2,750	5,314	—
981	1,823	—
19,789	43,265	95,000
14,132	28,076	—
4,377	12,359	—
—	—	—
1,279	2,828	—
295	592	1,000
(3,711)	(8,222)	(22,000)
136,486	223,935	600,000

Operating profit										
Residential Development	10,219	24,523	2,559	25,069	(4,839)	(5,249)	24,925	(4,566)	(4,986)	25,351
Commercial Real Estate	15,890	35,232	16,713	37,600	8,151	18,524	38,669	8,049	18,652	38,941
Investment Management	2,860	5,911	2,772	5,943	1,854	3,308	6,853	1,854	3,308	6,853
Property Brokerage & CRE	4,458	8,452	2,882	8,170	560	3,239	9,117	556	3,343	9,097
Property & Facility Management	3,150	7,078	3,098	7,434	1,193	4,089	8,089	1,303	4,225	8,474
Other	(1)	(10)	(15)	(43)	(1)	(59)	(106)	(427)	(848)	(1,267)
Adjustments (eliminations or corporate)	(2,079)	(4,527)	(1,993)	(5,013)	(872)	(2,168)	(5,644)	(724)	(2,010)	(5,545)
Total	34,497	76,660	26,018	79,162	6,046	21,684	81,905	6,046	21,684	81,905

4,197	1,777	—
10,237	15,101	—
2,147	3,716	—
1,627	3,145	—
1,156	3,119	—
(580)	(721)	—
(883)	(1,951)	—
17,900	24,187	—

Business profit (*7)										
Residential Development	—	—	2,547	25,032	(4,853)	(5,271)	24,905	(4,573)	(4,992)	25,339
Commercial Real Estate	—	—	16,915	38,043	8,330	18,846	39,238	8,149	18,821	39,247
Investment Management	—	—	2,772	5,969	1,931	3,460	7,149	1,931	3,460	7,149
Property Brokerage & CRE	—	—	2,882	8,170	560	3,239	9,109	556	3,343	9,088
Property & Facility Management	—	—	3,112	7,464	1,218	4,134	8,181	1,328	4,270	8,566
Other	—	—	(15)	(43)	(1)	(59)	(106)	(356)	(710)	(1,012)
Adjustments (eliminations or corporate)	—	—	(1,993)	(5,013)	(872)	(2,168)	(5,644)	(724)	(2,010)	(5,545)
Total	—	—	26,222	79,623	6,312	22,181	82,833	6,312	22,181	82,833

4,188	1,764	18,000
10,362	15,295	32,000
2,221	3,861	7,000
1,627	3,145	4,000
1,194	3,197	7,000
(602)	(665)	(3,000)
(883)	(1,951)	(5,000)
18,107	24,648	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		
	2Q As of Sep.30, 2017	FY	2Q As of Sep.30, 2018	FY	1Q As of Jun.30, 2019	2Q As of Sep.30, 2019	FY	1Q As of Jun.30, 2019	2Q As of Sep.30, 2019	FY	1Q As of Jun.30, 2020	2Q As of Sep.30, 2020	FY(F)
Residential Development	469,750	448,412	510,560	463,277	484,631	503,278	505,710	464,337	479,570	457,505	477,478	508,964	—
Commercial Real Estate	1,051,618	1,060,815	1,061,716	1,086,064	1,078,030	1,073,222	1,126,619	1,061,537	1,060,718	1,112,664	1,128,008	1,143,703	—
Investment Management	33,163	34,840	32,853	42,463	40,669	40,591	43,053	40,669	40,591	43,053	39,879	40,206	—
Property Brokerage & CRE	14,679	17,181	13,864	28,228	14,237	17,048	19,136	14,435	17,477	19,240	13,353	14,549	—
Property & Facility Management	55,382	62,781	36,574	42,294	34,747	39,656	44,474	36,249	41,063	47,106	37,148	40,651	—
Other	919	921	915	929	927	925	937	36,595	36,340	61,730	59,493	60,624	—
Adjustments (eliminations or corporate)	66,281	48,147	53,717	96,197	64,319	56,309	61,340	63,738	55,270	59,972	106,973	38,876	—
Total	1,691,796	1,673,099	1,710,201	1,759,455	1,717,562	1,731,031	1,801,273	1,717,562	1,731,031	1,801,273	1,862,336	1,847,576	—

Inventories													
Residential Development	424,982	401,030	451,709	391,508	415,626	421,692	401,119	415,626	421,692	401,119	435,123	466,905	—
Commercial Real Estate	178,129	187,299	178,695	245,575	237,767	243,214	314,311	237,765	243,203	314,297	319,514	337,135	—
Investment Management	—	—	—	—	—	—	—	—	—	—	—	—	—
Property Brokerage & CRE	—	—	—	—	—	—	—	—	—	—	—	—	—
Property & Facility Management	3,723	5,091	362	397	365	186	55	366	197	69	119	198	—
Other	13	13	11	11	11	11	11	11	11	11	11	11	—
Adjustments (eliminations or corporate)	(437)	(437)	(636)	(567)	(758)	(758)	(762)	(758)	(758)	(762)	(762)	(762)	—
Total	606,410	592,996	630,142	636,925	653,012	664,347	714,734	653,012	664,347	714,734	754,005	803,487	—

Return on Assets (ROA) of Each Business Unit													
Residential Development	—	5.5%	—	5.4%	—	—	4.9%	—	—	—	5.5%	—	—
Commercial Real Estate	—	3.3%	—	3.5%	—	—	3.5%	—	—	—	3.5%	—	—
Investment Management	—	17.0%	—	14.0%	—	—	15.9%	—	—	—	15.9%	—	—
Property Brokerage & CRE	—	49.2%	—	28.9%	—	—	47.6%	—	—	—	47.2%	—	—
Property & Facility Management	—	11.3%	—	17.6%	—	—	18.3%	—	—	—	18.1%	—	—
Other	—	—	—	—	—	—	—	—	—	—	—	—	—
Total	—	4.7%	—	4.7%	—	—	4.7%	—	—	—	4.7%	—	—

ROA of each business unit = (Operating profit + Share of profit (loss) of entities accounted for using equity method) / total assets at the end of the period

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.

	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	2Q Apr-Sep '20	FY(F)
Business unit operating results															
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	1,711	—
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	994	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%	86.6%	—
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%	22.4%	—
1. Completed housing inventories (released for sale) (units)	292	311	270	239	186	132	224	229	97	103	92	321	353	306	—
1. Completed housing inventories (unreleased) (units)	409	321	186	218	120	75	64	47	23	32	27	187	407	224	—
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	894,157	—
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%	4.6%	—
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	115,592	—
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	1,774,693	—
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	4,281	—
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	431,801	—
5. Buildings under management(*2)	720	724	724	723	726	728	734	732	807	790	792	786	801	794	—
5. Housings 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	181,788	—

Business unit information noted:

1. Residential Development 2. Commercial Real Estate 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 housings managed by Nomura Real Estate Partners Co., Ltd. and NREG TOSHIBA BUILDING FACILITIES Co., Ltd. Before 2019/3, the figures include buildings and housings managed by Nomura Real Estate Partners Co., Ltd.