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## Consolidated Financial Statements for the Six Months from April 1 to September 30, 2013 & Business Overview

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Nomura Real Estate Holdings, Inc.  
(First section of TSE: 3231)



**NOMURA REAL ESTATE HOLDINGS**

Bringing Tomorrow Today ——— NOMURA REAL ESTATE GROUP

# Outline of Consolidated Operating Results for the Six Months from April 1 to September 30, 2013

(billions of yen) *Figures rounded down to the nearest 100 million yen	FY13/3 2Q Actual ①	FY14/3 2Q Actual ②	Changes ②－①	Key Factors
Operating Revenue	222.5	251.9	+29.3	< Operating Revenue & Income >
Operating gross profit	66.1	76.7	+10.6	• Increase in the number of housing units sold
Selling, general and administrative expenses	35.2	40.3	+5.0	
Operating Income	30.9	36.4	+5.5	< Operating Income >
Non-operating income	2.0	0.7	－1.2	• Increase in operating revenue
Non-operating expenses	7.6	6.0	－1.5	• Increase in fees in Investment Management and Property Brokerage & CRE Businesses
Ordinary Income	25.2	31.1	+5.8	
Extraordinary income	—	0.5	+0.5	< Ordinary Income & Net Income >
Extraordinary losses	—	0.2	+0.2	• Increase in operating income
Income Taxes	10.1	12.1	+1.9	• Decrease in interest expenses
Minority Interests	1.7	1.7	－0.0	
Net Income	13.2	17.5	+4.2	
Net Income Per Share (yen)	69.73	92.05	+22.32	
Cash Dividends Per Share (yen)	15.00	15.00	±0	
Total Assets	1,366.9	1,323.7	－43.2	• Decrease in equity investments
<Total Interest-bearing Debts>	720.1	624.9	－95.2	• Decrease in current portion of long-term loans payable
Shareholder's Equity	328.0	348.8	+20.7	
Shareholder's Equity Ratio	24.0%	26.4%	+2.4P	
Debt/equity Ratio	2.2	1.8	－0.4	
Net Cash Provided by (used in) Operating Activities	+25.7	+61.8	+36.1	
Net Cash Provided by (used in) Investment Activities	－3.1	－19.4	－16.3	
Net Cash Provided by (used in) Financing Activities	－40.8	－47.0	－6.1	
Cash and Cash Equivalents at End of Period	52.1	57.9	+5.7	

# Segment Outline of Consolidated Operating Results for the Six Months from April 1 to September 30, 2013

(billions of yen)	FY13/3 2Q Actual ①	FY14/3 2Q Actual ②	Changes ②－①	Key Factors
Operating Revenue	222.5	251.9	+29.3	< Operating Revenue >
Residential Development Business	125.3	147.1	+21.8	• Increase in the number of housing units sold
Leasing Business	48.8	46.8	－2.0	• Rebound from recording sales of contract construction in FY13/3 2Q
Investment Management Business	5.3	7.4	+2.0	• Increase in fee income
Property Brokerage & CRE Business	12.4	13.2	+0.7	• Increase in commission fee
Property & Facility Management Business	30.6	32.4	+1.7	
Other Business	7.3	9.7	+2.4	
Adjustments	－7.3	－4.9	+2.3	
Operating Income	30.9	36.4	+5.5	< Operating Income >
Residential Development Business	12.8	15.6	+2.8	• Increase in the number of housing units sold
Leasing Business	14.2	14.1	－0.1	
Investment Management Business	2.7	4.9	+2.2	• Increase in fee income
Property Brokerage & CRE Business	2.2	3.4	+1.1	• Increase in commission fee
Property & Facility Management Business	1.9	2.0	+0.1	
Other Business	0.2	0.2	+0.0	
Adjustments	－3.3	－4.0	－0.7	

# Revision of Consolidated Operating Results Forecasts for FY Ending March 31, 2014

(billions of yen)	FY13/ Actual	FY 14/ Initial forecast ①	FY14/ Revised Forecast ②	Changes ②－①	Key Factors
Operating Revenue	517.7	518.0	520.0	+2.0	< Operating Revenue >
Residential Development Business	308.4	308.0	309.0	+1.0	• Increase in selling price in housing sales
Leasing Business	106.6	90.0	92.0	+2.0	• Increase in sales of profit-generating properties
Investment Management Business	11.1	17.0	18.0	+1.0	• Increase in fee income
Property Brokerage & CRE Business	26.0	24.0	25.0	+1.0	• Increase in commission fee
Property & Facility Management Business	66.3	70.0	70.0	±0	
Other Business	14.9	19.0	17.0	－2.0	• Revision of properties planned to be sold
Adjustments	－15.9	－10.0	－11.0	－1.0	
Operating Income	58.3	60.0	65.0	+5.0	< Operating Income >
Residential Development Business	32.7	27.0	31.0	+4.0	• Improvement in gross profit margin of housing sales • Decrease in cost
Leasing Business	23.3	23.5	24.0	+0.5	
Investment Management Business	－2.7	7.0	8.0	+1.0	• Increase in fee income
Property Brokerage & CRE Business	6.1	5.0	5.5	+0.5	
Property & Facility Management Business	4.4	4.5	4.5	±0	
Other Business	0.4	0.5	0.5	±0	
Adjustments	－6.1	－7.5	－8.5	－1.0	• Increase in cost
Ordinary Income	45.8	48.0	54.0	+6.0	
Net Income	19.3	21.0	22.0	+1.0	
Net Income Per Share (yen)	101.61	110.18	115.33	+5.15	
Cash Dividends Per Share (yen)	30.00	30.00	30.00	±0	

# Outline of Consolidated Balance Sheets at the End of 2Q

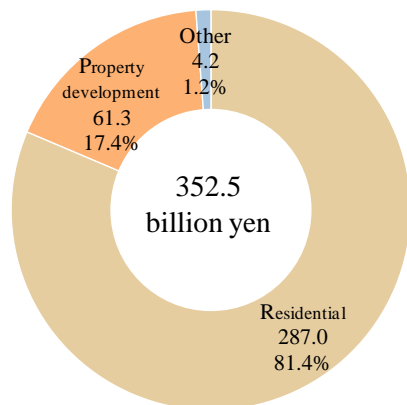
(billions of yen)	2013/3 ①	2013/9 ②	Changes ②－①	Key Factors
<b>Assets</b>	<b>1,369.9</b>	<b>1,323.7</b>	<b>－46.2</b>	
Current assets	535.1	491.3	－43.7	< Inventories >
(Breakdown)				
Cash and deposits / Short-term investment securities	62.4	57.9	－4.5	Residential 296.7 287.0 －9.6
Notes and accounts receivable-trade	13.2	11.3	－1.9	Property development 67.1 61.3 －5.7
Inventories	369.6	352.5	－17.0	Other business 5.9 4.2 －1.7
Equity investments	29.5	9.3	－20.2	Adjustments －0.1 －0.0 +0
Other current assets	60.0	60.1	+0.0	Total 369.6 352.5 －17.0
Noncurrent assets	834.8	832.3	－2.4	* Residential...Residential Development Business Segment
Property, plant and equipment	737.3	729.2	－8.1	Property development...Leasing Business, Investment Management Business, and
Intangible assets	9.4	9.3	－0.0	Property Brokerage & CRE Business Segments
Investments and other assets	88.0	93.8	+5.8	Other...Property & Facility Management Business, Other Business Segments
(Breakdown)				< Equity investments >
Investment securities	46.1	50.8	+4.6	• Collection of equity investments due to the maturity of private funds
Lease and guarantee deposits	17.7	18.7	+1.0	
Other noncurrent assets	24.1	24.2	+0.0	
<b>Liabilities</b>	<b>971.6</b>	<b>910.8</b>	<b>－60.8</b>	
Current liabilities	314.8	269.4	－45.3	
(Breakdown)				
Notes and accounts payable-trade	49.3	33.4	－15.8	< Notes and accounts payable-trade >
Short-term loans payable	167.5	139.0	－28.5	• Payment of construction cost in housing sales, etc.
Deposits received	21.2	25.4	+4.2	
Other current liabilities	76.6	71.5	－5.1	
Noncurrent liabilities	656.8	641.3	－15.4	
(Breakdown)				
Bonds payable	33.0	33.0	±0	< Total interest-bearing debts >
Long-term loans payable	468.6	452.9	－15.7	• Repayment of some long-term loans payable by collecting equity investments and
Lease and guarantee deposits received	55.1	55.4	+0.2	inventories
Other noncurrent liabilities	99.9	99.9	+0.0	
< Total interest-bearing debts >	669.2	624.9	－44.3	
<b>Net Assets</b>	<b>398.2</b>	<b>412.9</b>	<b>+14.6</b>	< Shareholder's Equity >
<b>Total Liabilities and Net Assets</b>	<b>1,369.9</b>	<b>1,323.7</b>	<b>－46.2</b>	2013/3 336.2 billion yen → 2013/9 348.8 billion yen
Shareholder's equity ratio	24.5%	26.4%	+1.8P	
Debt/equity ratio	2.0	1.8	－0.2	

# Outline of Consolidated Balance Sheets at the End of 2Q

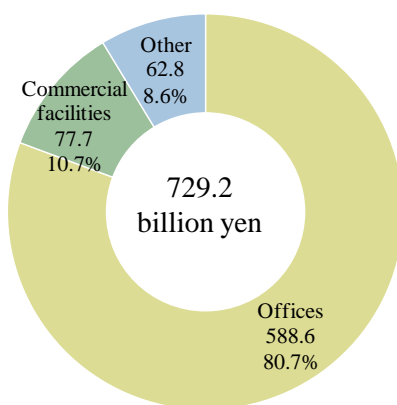
Total Assets : 1,323.7 billion yen

Current assets	491.3	Liabilities	910.8
Cash and deposits / Short-term investment securities	57.9	Interest-bearing debts	624.9
Notes and accounts receivable-trade	11.3	Short-term loans payable, etc.	139.0
Inventories	352.5	Bonds payable	33.0
Residential	287.0	Long-term loans payable	452.9
Property development	61.3	Notes and accounts payable-trade	33.4
Other	4.2	Deposits received	25.4
Corporate and eliminates	-0.0	Other current liabilities	71.5
Equity investments	9.3	Lease and guarantee deposits received	55.4
Other current assets	60.1	Other noncurrent liabilities	99.9
Noncurrent assets	832.3		
Property, plant and equipment	729.2		
Offices	588.6		
Commercial facilities	77.7		
Other	62.8		
Intangible assets	9.3	Net assets	412.9
Investments and other assets	93.8	Equity	348.8
		Subscription rights to shares	1.2
		Minority interests	62.8

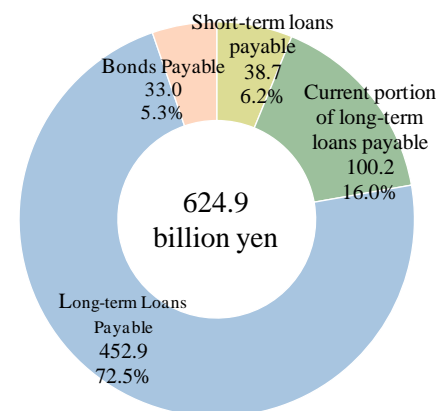
**Inventories**



**Property, plant and equipment**



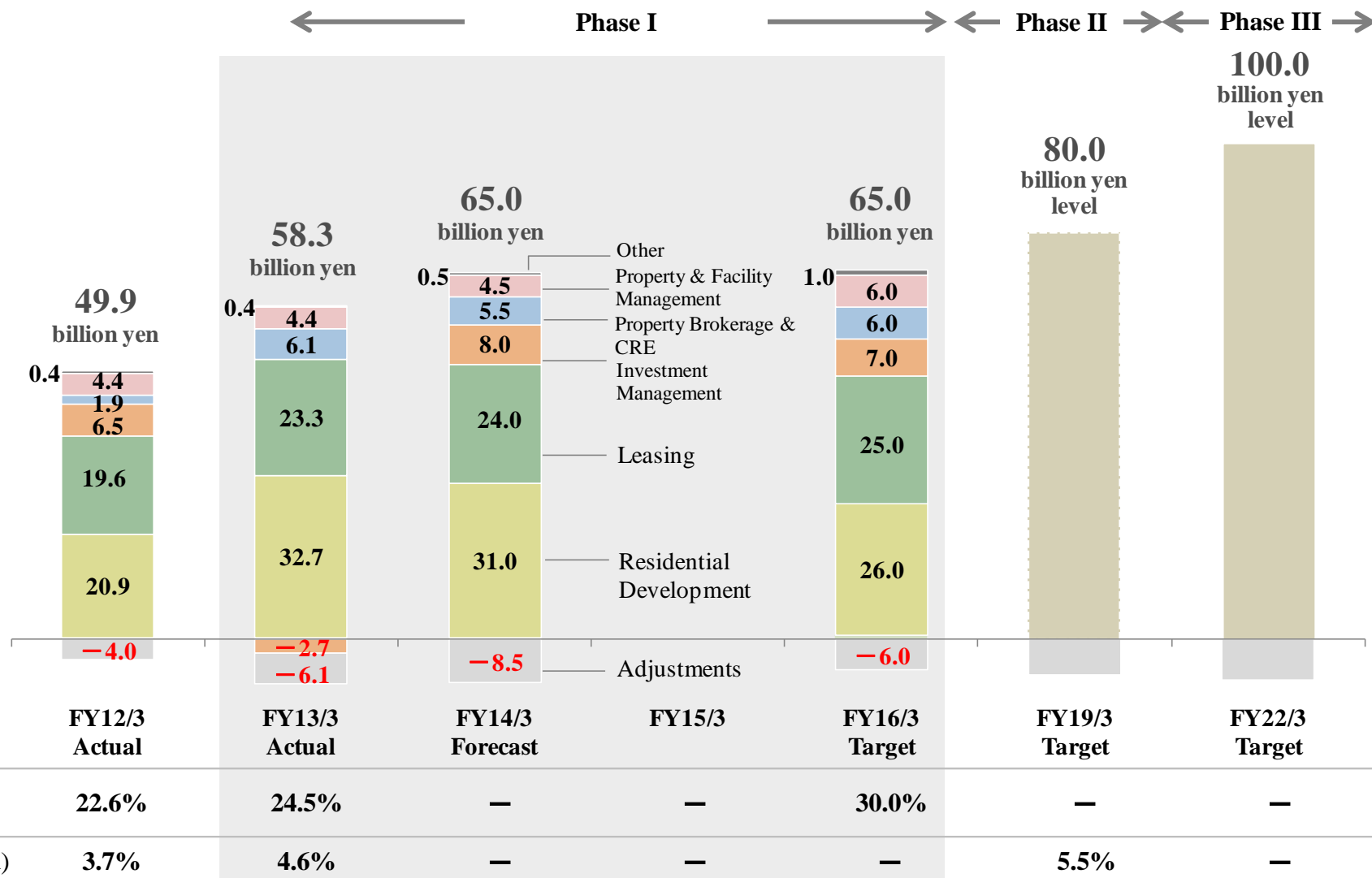
**Interest-bearing debts**



\*Residential...Residential Development Business  
Property development...Leasing, Investment Management, and Property Brokerage & CRE Businesses

# Progress of Mid- to Long-term Business Plan Phase I (3-year Plan)

- ◆ We expect to achieve the FY16/3 operating income target of 65 billion yen two years ahead of schedule.
- ◆ Progressing steadily towards the target for shareholder's equity ratio and ROA.



\* The FY12/3 result of Nomura Real Estate Reform Co., Ltd. is included in Property & Facility Management Business.

# 【Segment Information : Residential Development Business】

- ◆ A large increase in the number of units sold resulted in higher sales revenue and profit.

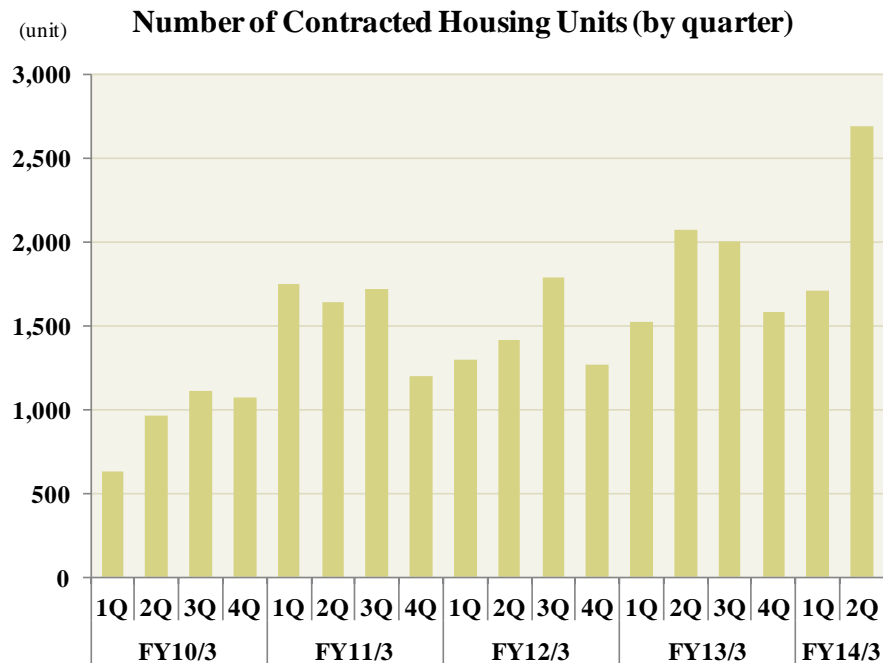
The gross profit margin on sales of housing was **21.6%** (down 0.9 pp from FY13/3 2Q).

(billions of yen)	FY13/3 2Q Actual ①	FY14/3 2Q Actual ②	Changes ②－①	FY13/3 Actual ③	FY14/3 Forecast ④	Changes ④－③	FY14/3 Initial Forecast ⑤	Changes ④－⑤
Operating revenue	125.3	147.1	+21.8	308.4	309.0	+0.5	308.0	+1.0
Sales of housing	113.7	138.7	+24.9	281.8	—	—	—	—
Other	11.5	8.4	－3.1	26.5	—	—	—	—
Operating income	12.8	15.6	+2.8	32.7	31.0	－1.7	27.0	+4.0
【Housing sales indicators】								
Housing sales (unit)	2,114	2,740	+625	5,749	6,200	+451	6,200	±0
Condominiums	1,844	2,474	+629	5,111	5,450	+339	5,450	±0
Detached housing	270	266	－3	638	750	+112	750	±0
Tokyo metropolitan area	1,851	2,234	+382	4,410	4,750	+340	4,750	±0
Osaka metropolitan area	128	345	+217	739	900	+161	900	±0
Other area	135	160	+25	600	550	－50	550	±0
Contracted unrecorded units	5,451	7,053	+1,602	5,400	—	—	—	—
Completed housing inventories (unit)	58	42	－16	42	—	—	—	—
Average price (million yen)	53.78	50.62	－3.15	49.02	—	—	—	—
Gross margin ratio (%)	22.5%	21.6%	－0.9P	22.5%	—	—	—	—
Rental condominium sales for investors (unit)	296	133	－163	534	133	－401	200	－67



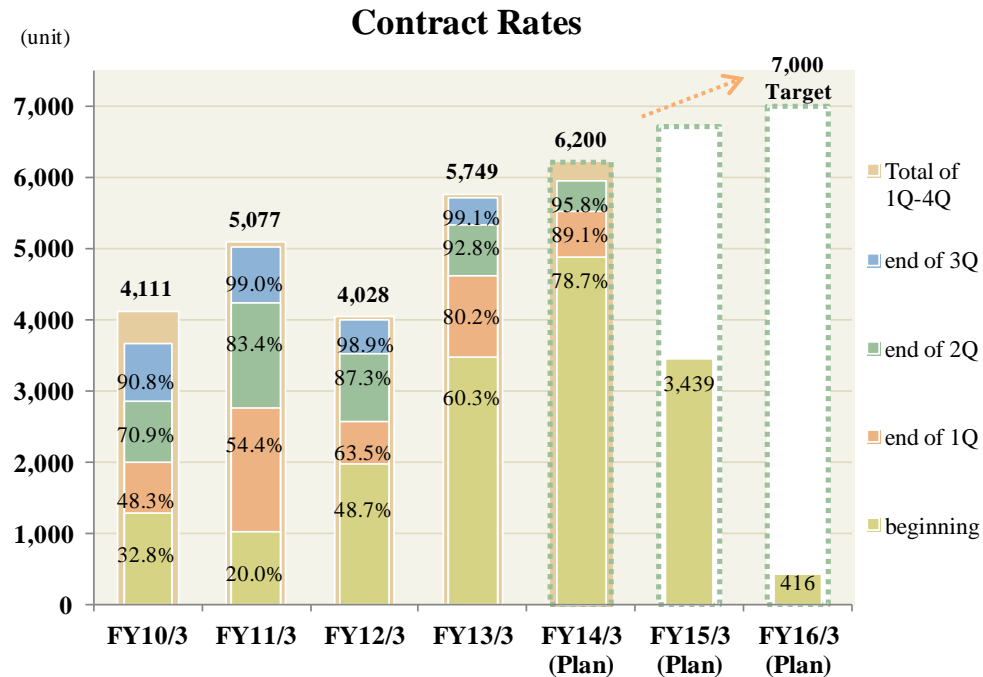
## ◆ Number of Contracted Housing Units

The number of contracts in FY14/3 2Q marked the highest number of **2,690 units** with the supply of large projects including Tomihisa Cross increased.



## ◆ Contract Rates

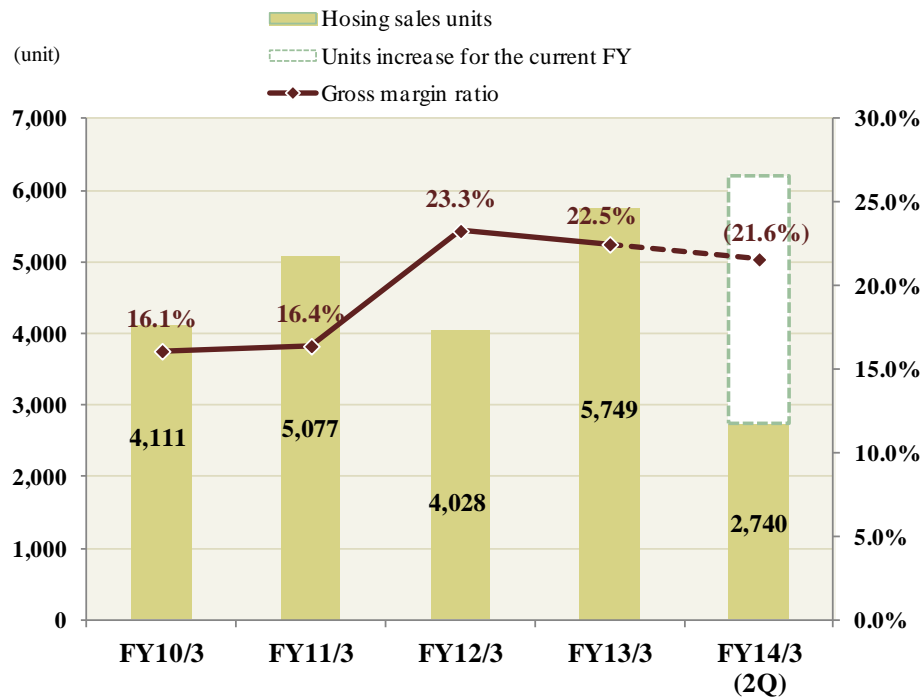
Towards the highest-ever period-sales projection, 6,200 units for FY14/3, **5,938 unit (95.8%)** have been contracted as of the end of 2Q. In addition, **3,439 units** for FY15/3 and **416 units** for FY16/3 have already been contracted.



## ◆ Margins

Gross profit margin remained at a high level of **21.6%** although it has been slightly declining since FY13/3.

Changes in Housing Sales Units and Gross Profit Margin

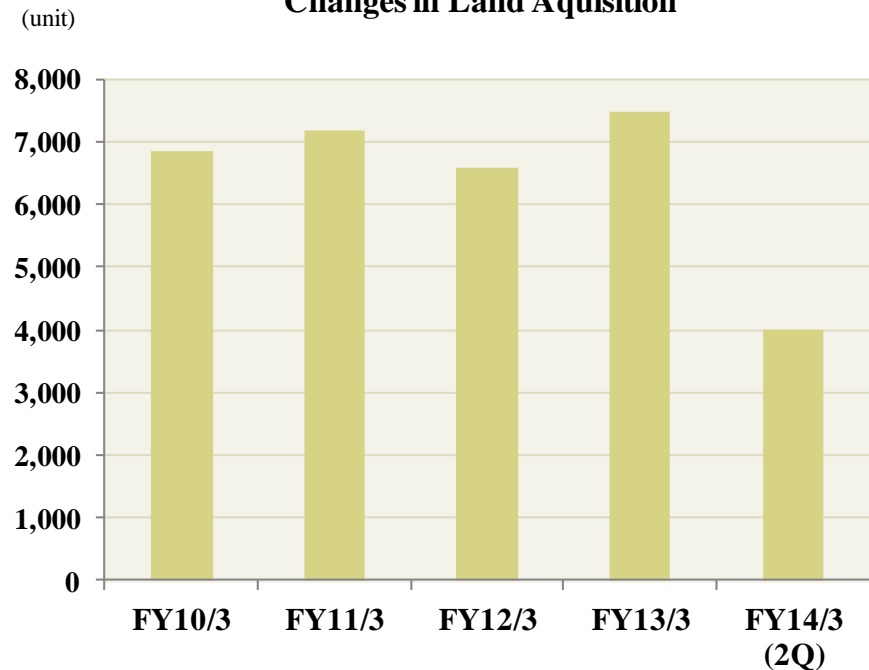


## ◆ Land Acquisitions

Lands for **4,000 units** were acquired by the end of 2Q. Land bank in and after the next fiscal year is now sufficient for **17,000 units**. This breaks down into 12,000 condominium units, 1,000 detached houses, and 4,000 units for redevelopment and rebuilding, etc.

\*In addition, lands for 4,000 units for redevelopment projects in the participation stage are stocked.

Changes in Land Acquisition



# Reference [Residential Development Business] “Tomihisa Cross Comfort Tower”

- ◆ High-rise condominium project which will be the tallest and largest scale ever within the JR Yamanote Line.
- ◆ 482 units were sold in the first period of the first term as of the end of September, and 180 units were sold in the second period from October. All of the units were immediately sold out.



## < Project Outline >

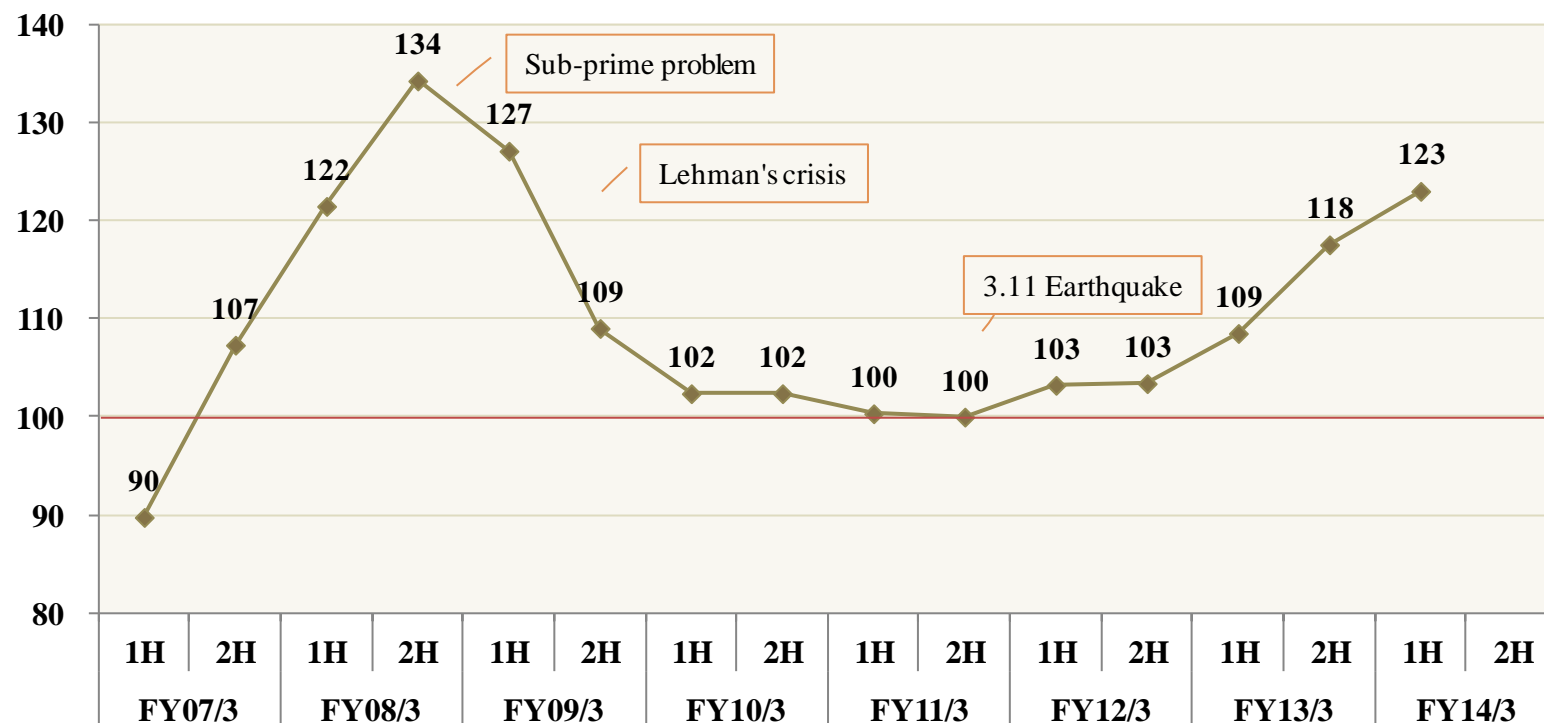
- Name: Tomihisa Cross Comfort Tower
- Address: Tomihisacho, Shinjuku-ku, Tokyo
- Total units: 1,093 units (our share: 407 units)
- Access: 5 min from Shinjuku Gyoen Sta. on Marunouchi Line  
8 min from Shinjuku 3chome Sta. on Fukutoshin Line
- Business operator: Nomura Real Estate Development Co., Ltd., Mitsui Fudosan Residential Co., Ltd., Sekisui House, Ltd., Hankyu Realty Co., Ltd.
- Delivery timing: Late September, 2015 (schedule)
- Most popular price range: 65 million yen level (during first term)

\*The 55-story condominium with 1,093 units will be the largest scale for newly built condominiums sold within the JR Yamanote Line during 1993 to Nov. 2012. (Marketing Research Center Co. Ltd.)

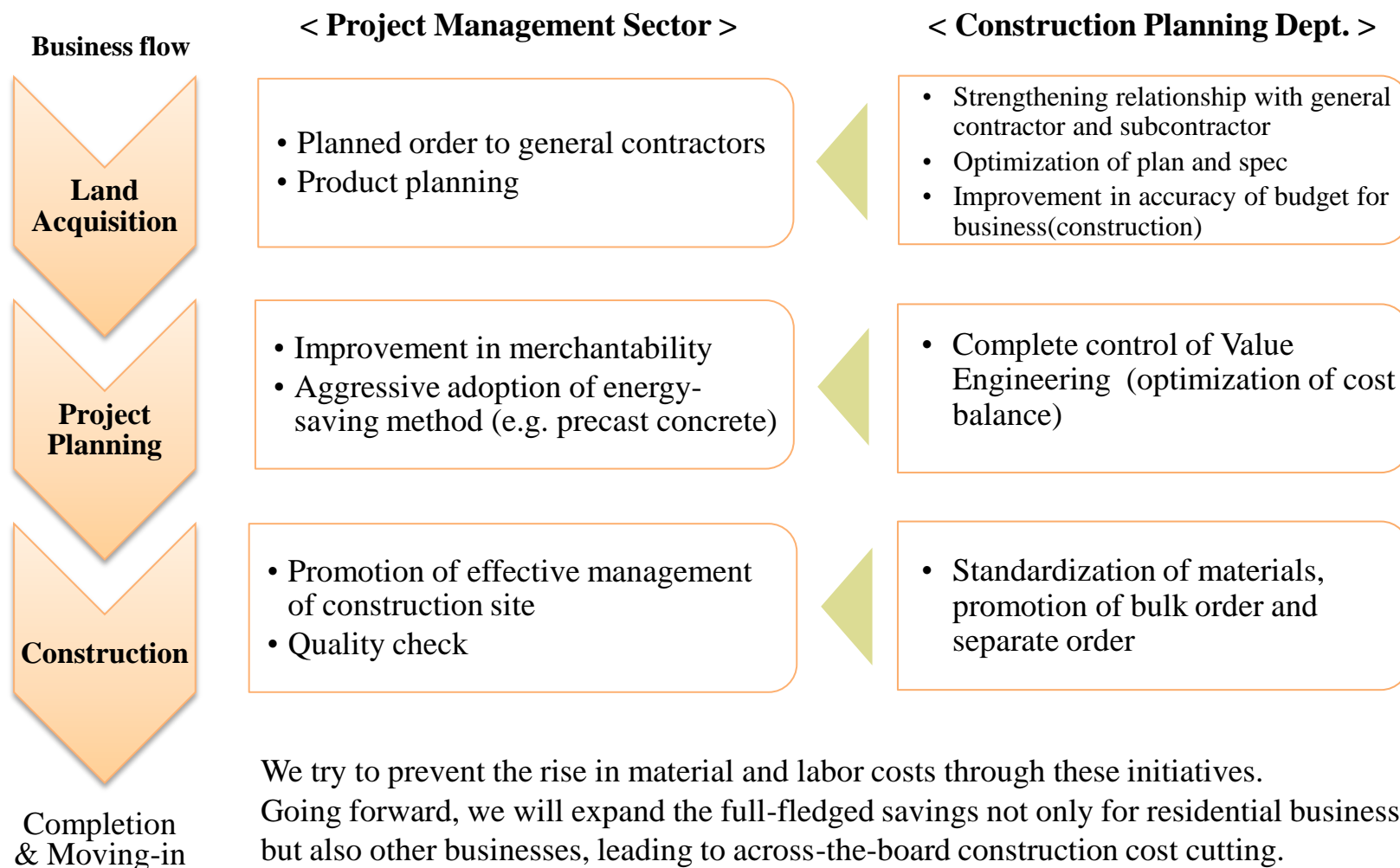
- ◆ Recent upward trend of construction costs is due to the labor shortage and a rise in material costs due to the yen's depreciation.
- ◆ FY11/3 was the bottom. The first half year results for FY14/3 were up by 23% from the bottom.

### Changes in Construction Costs for Condominiums in the Tokyo Metropolitan Area (Our Company)

(index)



- ◆ Construction Planning Dept. was newly established in order to leverage our know-how and strengths in architectural technology based on the upward trend.
- ◆ Company-wide initiative aimed at cutting costs while ensuring quality.





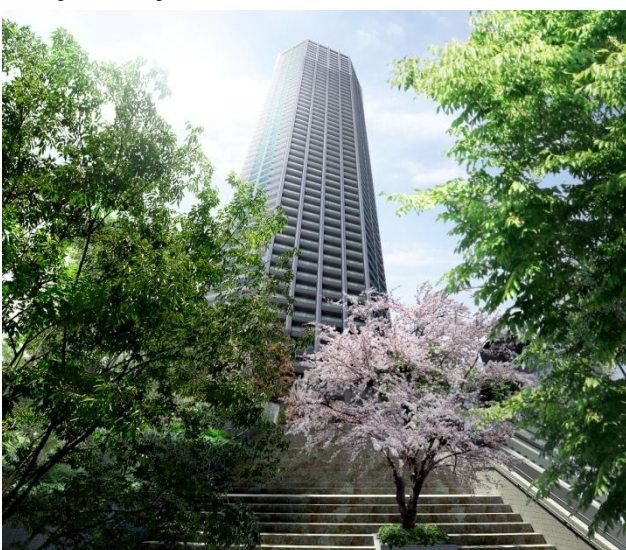
# Reference 【Residential Development Business】 Major Projects Upcoming

FY14/3	FY15/3	FY16/3	FY17/3～
PROUD TOWER Chiyoda Fujimi Residence (Chiyoda-ku, Tokyo 137 units)	The Residence Mita (Minato-ku, Tokyo 105 units *2)	CAPITAL GATE PLACE (Chuo-ku, Tokyo 247 units *1,2)	Asagaya Residence Rebuilding Project (Suginami-ku, Tokyo 308 units *2)
PROUD TOWER Shinonome Canal Court (Koto-ku, Tokyo 600 units)	PROUD TOWER Shirokanedai (Minato-ku, Tokyo 120 units)	Tomihisa Cross Comfort Tower (Shinjuku-ku, Tokyo 407 units *2)	Kiba 3chome Project (Koto-ku, Tokyo 153 units)
PROUD Oji-honcho (Kita-ku, Tokyo 122 units)	PROUD TOWER Oizumigakuen (Nerima-ku, Tokyo 165 units)	Sakurajosui Gardens (Setagaya-ku, Tokyo 258 units *2)	Fuchu Station South Gate Redevelopment Project (Fuchu-shi, Tokyo 111 units)
PROUD CITY Motosumiyoshi (Nakahara-ku, Kawasaki-shi, Kanagawa 266 units *2)	PROUD Fuchu Marks (Fuchu-shi, Tokyo 231 units)	Kaga 1chome Project (Itabashi-ku, Tokyo 381 units)	Tachikawa Station North Gate Redevelopment Project (Tachikawa-shi, Tokyo 292 units)
PROUD CITY Fuchinobe (Chuo-ku, Sagamihara-shi, Kanagawa 340 units)	PROUD TOWER Musashikosugi (Nakahara-ku, Kawasaki-shi, Kanagawa 303 units *2)	PROUD CITY Sengawa (Chofu-shi, Tokyo 275 units)	Miyazakidai Project (Miyamae-Ku, Kawasaki-shi, Kanagawa 435 units)
OHANA Tamagawajosui Gardenia (Higashiyamato-shi, Tokyo 322 units)	OHANA Fujimino Uenodai (Fujimino-shi, Saitama 381 units)	Hachioji Project (OHANA) (Hachioji-shi, Tokyo 346 units)	Shiki Honcho 5chome Project (Shiki-shi, Saitama 392 units)

\*1 Projects with \*1 are planning to be posted in several fiscal years.

\*2 Projects with \*2 denote the joint-venture projects therefore the number refers to the Company's allotments.

(It might occur changes in unit numbers or schedule.)



**Tomihisa Cross Comfort Tower**



**Sakurajosui Gardens**



**CAPITAL GATE PLACE**

# 【Segment Information: Leasing Business】

- ◆ Rent of existing tenants is leveling off. Vacancy rate remained at a low level.

The vacancy rate was 3.0% as of the end of 2Q (up 0.8 pp from the end of FY13/3).

(billions of yen)	FY13/3 2Q Actual ①	FY14/3 2Q Actual ②	Changes ②－①	FY13/3 Actual ③	FY14/3 Forecast ④	Changes ④－③	FY14/3 Initial Forecast ⑤	Changes ④－⑤
Operating revenue	48.8	46.8	－2.0	106.6	92.0	－14.6	90.0	＋2.0
Leasing (offices)	23.5	23.4	－0.1	47.8	—	—	—	—
Leasing (retail facilities)	4.1	5.1	＋1.0	8.8	—	—	—	—
Leasing (other)	2.7	2.5	－0.1	5.4	—	—	—	—
Property development	10.1	8.9	－1.1	27.3	—	—	—	—
Other	8.2	6.6	－1.5	17.1	—	—	—	—
Operating income	14.2	14.1	－0.1	23.3	24.0	＋0.6	23.5	＋0.5
Rentable floor area (sqm)	821,396	846,936	＋25,540	835,115	—	—	—	—
Offices	730,820	740,138	＋9,318	728,236	—	—	—	—
Retail facilities	90,576	106,799	＋16,222	106,879	—	—	—	—
Vacancy rate	1.9%	3.0%	＋1.1P	2.2%	—	—	—	—

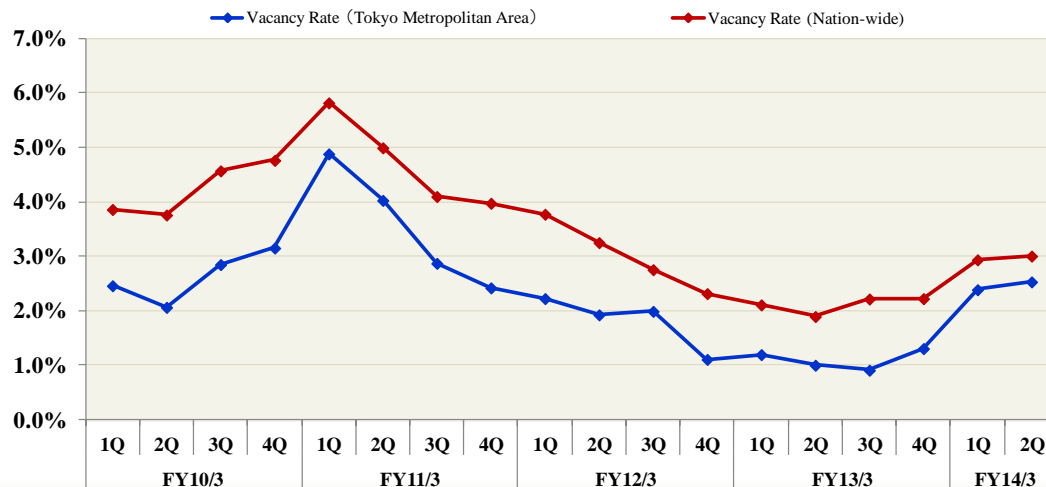
\* Leasing (offices) includes subleasing properties

## 【Reference】 Rent revenue change analysis

## Changes

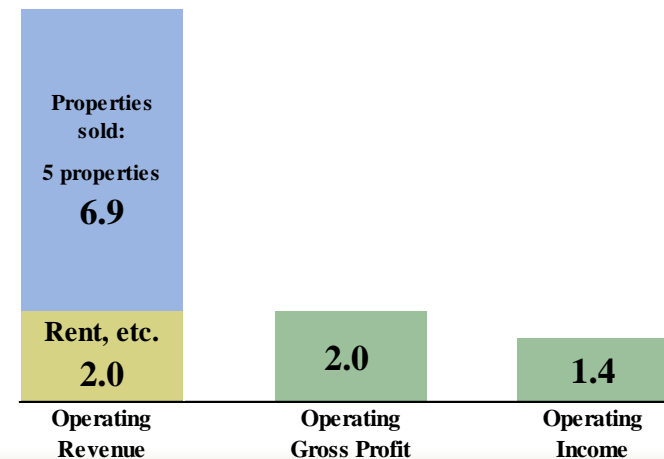
Newly completed buildings	＋1.7	bono Sagamiono Shopping Center, etc.
Existing buildings	－0.0	
Sold / Termination	－0.7	Termination of sublease agreements for some sublease properties

## Our Company's Changes in Vacancy Rates



## Breakdown of Property Development

Operating Revenue: 8.9 billion yen

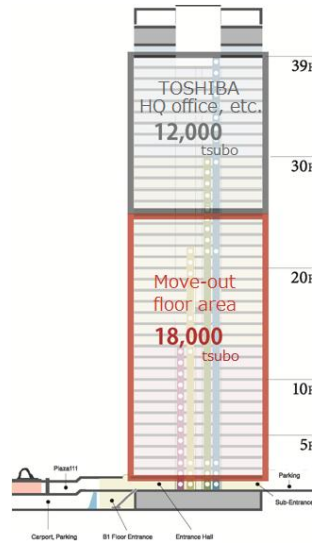


# Reference 【Leasing Business】 “Hamamatsucho Building (TOSHIBA Building)”

- ◆ A part of TOSHIBA CORPORATION will move to Lazona Kawasaki TOSHIBA Building from Hamamatsucho Building (TOSHIBA Building).
- ◆ TOSHIBA CORPORATION will occupy the whole floor of Lazona Kawasaki TOSHIBA Building, and operation will start from November 2013.
- ◆ Leasing of vacant floor area (18,000 tsubo) is the upcoming task. Full-scale operation will start in September 2014 after the renewal.



Hamamatsucho Building(TOSHIBA Building)

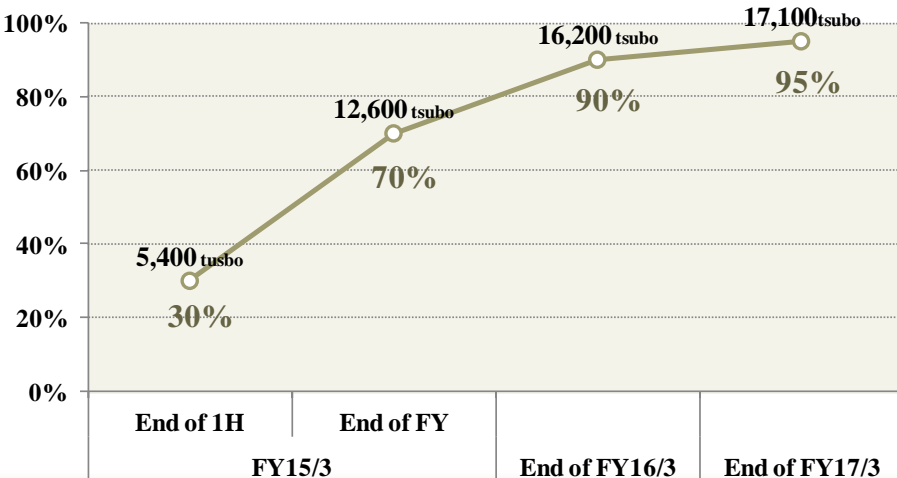


Starts moving  
from Nov. 2013



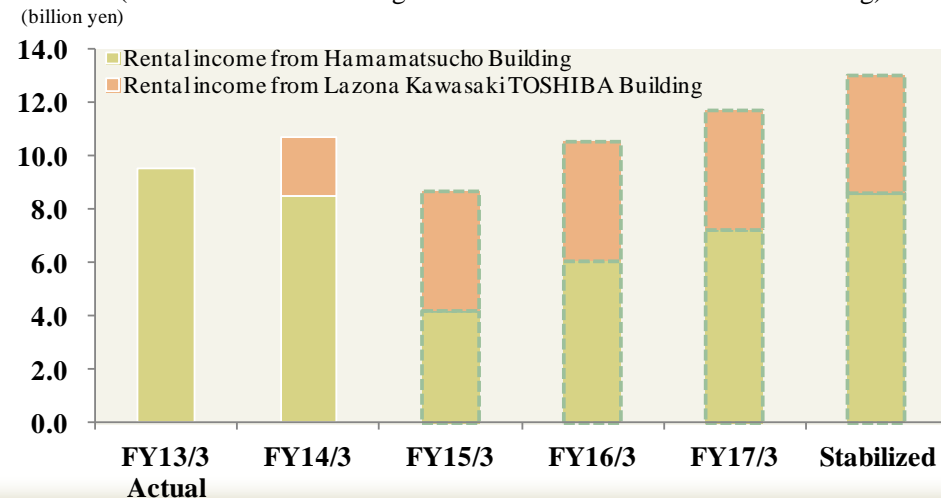
Lazona Kawasaki TOSHIBA Building

## Leasing Plan for Hamamatsucho Building (18,000 tsubo)



## Outlook for Changes in Rental Income

(Hamamatsucho Building & Lazona Kawasaki TOSHIBA Building)





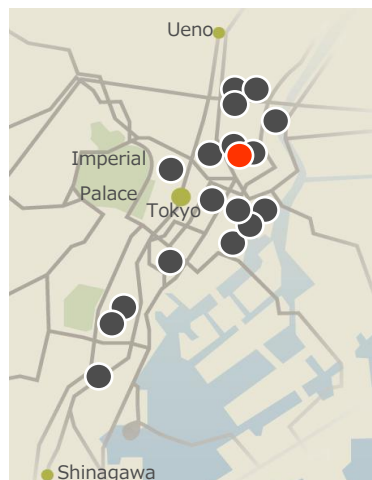
◆ Properties have been steadily acquired in each sector by 2Q.

## ◆ Urban Mid-size Office Business “PMO”

One property has been acquired so far towards the annual target of six properties. A further two properties are planned to be acquired.



**PMO**  
PREMIUM MIDSIZE OFFICE



**PMO Yaesu-dori** (non-current asset)  
Completed and Started operation in May 2013

## ◆ Urban Commercial Building “GEMS”



One property has been acquired so far towards the annual target of two to three properties. Also, a custom-made commercial facility is under development.



**GEMS Ichigaya**  
(the 2<sup>nd</sup> building in series)  
Address: Rokubancho, Chiyoda-ku  
Acquisition: Jun. 2013  
Completion: Oct. 2014 (schedule)



**Kichijoji Honcho Project**  
(custom-made type)  
Address: Kichijoji Honcho, Musashino-shi  
Completion: Jul. 2014 (schedule)

## ◆ Logistics Facilities “Land Port”

One property has been acquired so far towards the annual target of two to three properties.



**Land Port Hachioji II**  
Address: Ishikawamachi,  
Hachioji-shi  
Acquisition: Nov. 2013  
Completion: Aug. 2016 (plan)

Name	Address	Leased floor area *our share	Completion	Status
PMO Nihonbashi Muromachi	Nihonbashi Muromachi, Chuo-ku	3,857㎡	2013/1	In operation
PMO Yeasu-dori	Hatchobori, Chuo-ku	5,003㎡	2013/5	In operation
PMO Kanda Tsukasamachi	Kanda Tsukasamachi, Chiyoda-ku	3,436㎡	2013/9	In operation
PMO Tamachi	Shiba, Minato-ku	About 4,000㎡	2014/1 (plan)	In construction
PMO Ginza 8chome	Ginza, Chuo-ku	About 2,000㎡	2014/4 (plan)	In construction
PMO Nihonbashi Kayabacho	Nihonbashi Kayabacho, Chuo-ku	About 3,400㎡	2014/8 (plan)	In construction
PMO Shibakoen	Shibakoen, Minato-ku	About 2,600㎡	2014/7 (plan)	In construction
PMO Shibadaimon	Shibadaimon, Minato-ku	About 1,500㎡	2014/8 (plan)	In construction
PMO Nihonbashi Edo-dori*	Nihonbashi Kodenmacho, Chuo-ku	About 1,900㎡	2015/10 (plan)	In planning
In Chiyoda-ku	-	-	-	-
In Chuo-ku	-	-	-	-

\* Property acquired in FY14/3

# Reference 【Leasing Business】 The Group's Major Buildings

	Name	Address	Leased floor area *our share	Completion
1	Yokohama Business Park	Hodogaya-ku, Yokohama-shi, Kanagawa	156,385m <sup>2</sup>	1990/1, etc.
2	Hamamatsucho Building (TOSHIBA Building)	Minato-ku, Tokyo	103,425m <sup>2</sup>	1984/3
3	Lazona Kawasaki TOSHIBA Building	Saiwai-ku, Kawasaki-shi, Kanagawa	78,609m <sup>2</sup>	2013/3
4	Lazona Kawasaki Plaza	Saiwai-ku, Kawasaki-shi, Kanagawa	46,988m <sup>2</sup>	2006/9
5	Shinjuku Nomura Building	Shinjuku-ku, Tokyo	31,467m <sup>2</sup>	1978/5
6	Fukagawa GATHARIA Tower N	Koto-ku, Tokyo	27,688m <sup>2</sup>	2007/1
7	Nihonbashi Muromachi Nomura Building	Chuo-ku, Tokyo	22,259m <sup>2</sup>	2010/9
8	Nomura Real Estate Musashikosugi Building N wing & S wing	Nakahara-ku, Kawasaki-shi, Kanagawa	20,519m <sup>2</sup>	2010/3
9	Umeda Sky Building	Kita-ku, Osaka-shi, Osaka	20,067m <sup>2</sup>	1993/3
10	bono Sagamiono Shopping Center	Minami-ku, Saagmihara-shi, Kanagawa	16,380m <sup>2</sup>	2013/1
11	Midosuji Nomura Building	Chuo-ku, Osaka-shi, Osaka	13,428m <sup>2</sup>	2009/2



Hamamatsucho Building  
(TOSHIBA Building)



Nihonbashi Muromachi  
Nomura Building



Shinjuku Nomura Building



Nomura Real Estate  
Musashikosugi Building N wing



Lazona Kawasaki  
TOSHIBA Building



Fukagawa GATHARIA  
Tower N



Lazona Kawasaki Plaza



Yokohama Business Park



bono Sagamiono Shopping Center



Umeda Sky Building



Midosuji Nomura Building

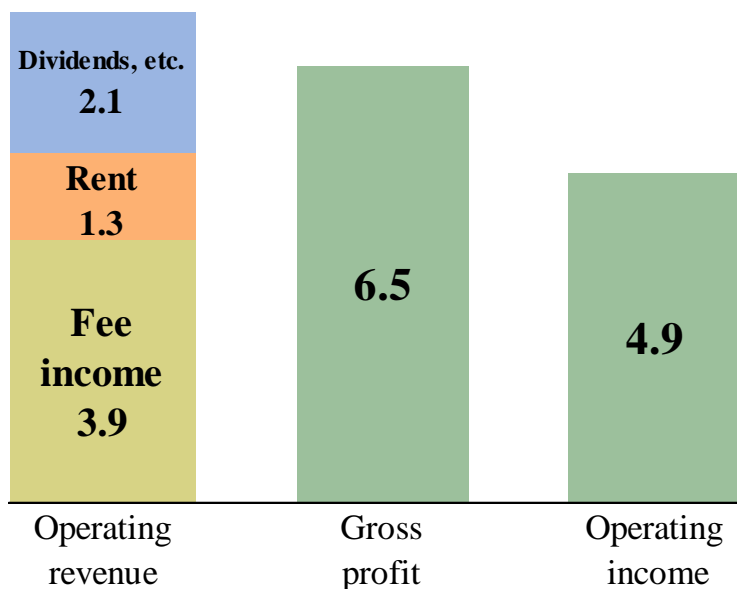
## 【 Segment Information: Investment Management Business 】

- ◆ Recording of acquisition fee of Nomura Real Estate Master Fund Inc., etc. resulted in higher sales revenue and profit.

(billions of yen)	FY13/3 2Q Actual ①	FY14/3 2Q Actual ②	Changes ②－①	FY13/3 Actual ③	FY14/3 Forecast ④	Changes ④－③	FY14/3 Initial Forecast ⑤	Changes ④－⑤
Operating revenue	5.3	7.4	+2.0	11.1	18.0	+6.8	17.0	+1.0
Operating income	2.7	4.9	+2.2	−2.7	8.0	+10.7	7.0	+1.0
Outstanding assets under management	1,132.8	1,090.3	−42.5	1,127.4	—	—	—	—
REITs	598.0	890.0	+291.9	599.3	—	—	—	—
Private funds, etc.	534.7	200.3	−334.4	528.1	—	—	—	—

### Breakdown of Revenue

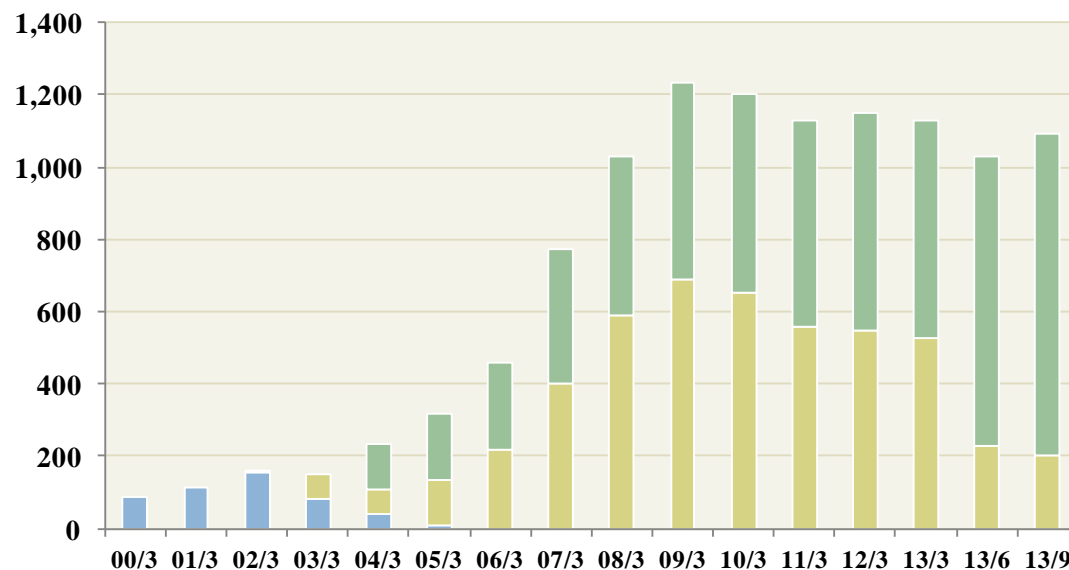
Operating Revenue: 7.4 billion yen



### Changes in Assets under Management

(billions of yen)

Joint Ventures, etc. Private Funds, etc. REITs



# Segment Information: Property Brokerage & CRE Business

◆ A large increase in commission fee resulted in higher sales revenue and profit.

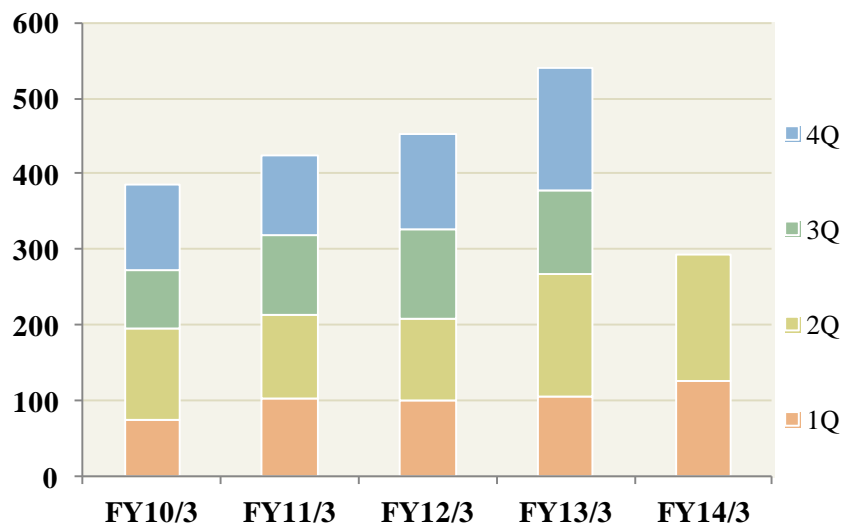
(billions of yen)	FY13/3 2Q Actual ①	FY14/3 2Q Actual ②	Changes ②－①	FY13/3 Actual ③	FY14/3 Forecast ④	Changes ④－③	FY14/3 Initial Forecast ⑤	Changes ④－⑤
Operating revenue	12.4	13.2	+0.7	26.0	25.0	－1.0	24.0	+1.0
Property brokerage	8.6	11.2	+2.6	19.2	—	—	—	—
Other	3.8	2.0	－1.8	6.8	—	—	—	—
Operating income	2.2	3.4	+1.1	6.1	5.5	－0.6	5.0	+0.5

## Brokerage indicators

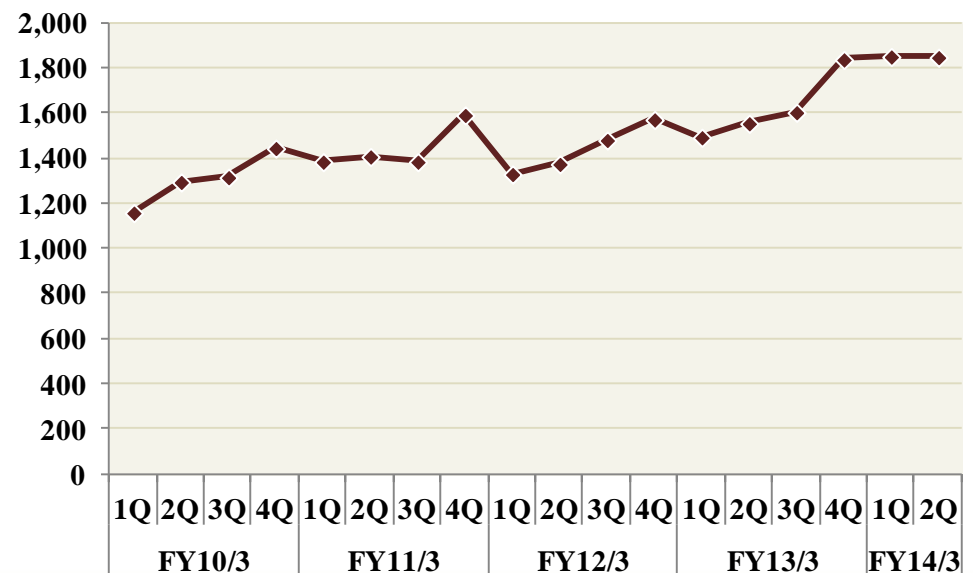
Total transaction value (billion yen)	265.9	294.5	+28.5	540.6	—	—	—	—
Number of transactions	3,050	3,701	+651	6,494	—	—	—	—
Commission fee (billion yen)	8.6	11.2	+2.6	19.2	—	—	—	—
Commission rate (%)	3.2%	3.8%	+0.6P	3.6%	—	—	—	—

(billions of yen)

### Total Transaction Value



### Number of Transactions



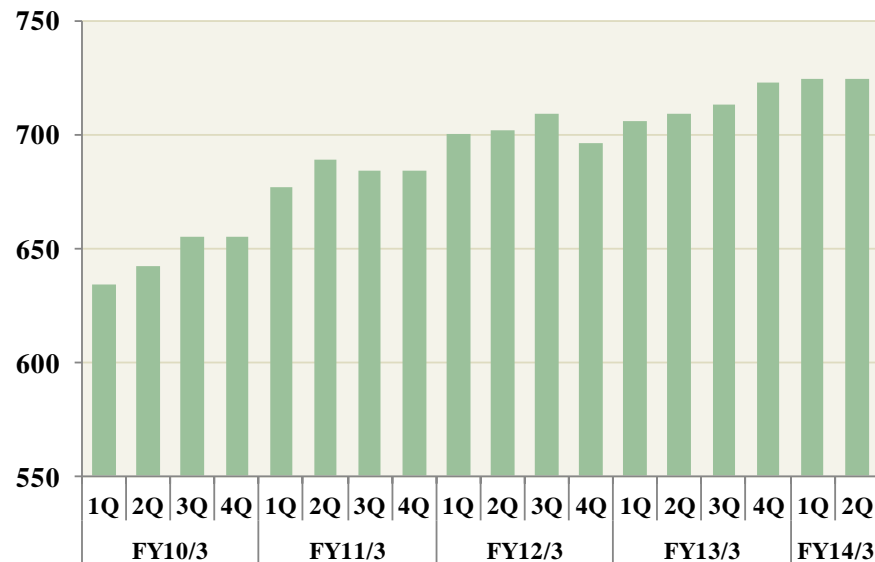


# 【 Segment Information: Property & Facility Management Business 】

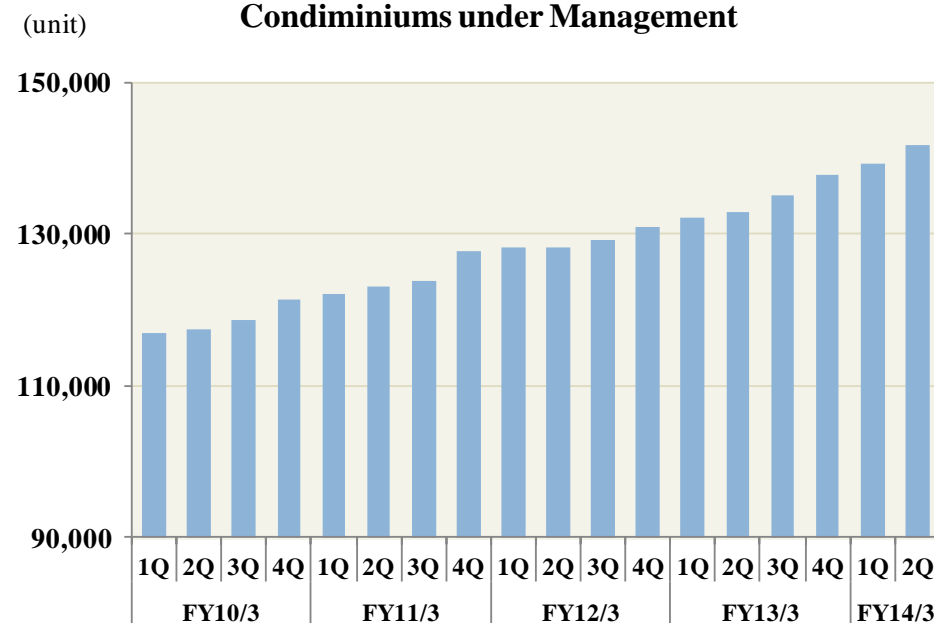
- ◆ An increase in management fee by steadily accumulating properties under management resulted in higher sales revenue and profit.

(billions of yen)	FY13/3 2Q Actual ①	FY14/3 2Q Actual ②	Changes ②－①	FY13/3 Actual ③	FY14/3 Forecast ④	Changes ④－③	FY14/3 Initial Forecast ⑤	Changes ④－⑤
Operating revenue	30.6	32.4	+1.7	66.3	70.0	+3.6	70.0	±0
Building management	19.4	20.1	+0.6	42.4	—	—	—	—
Housing management	11.1	12.3	+1.1	23.9	—	—	—	—
Operating income	1.9	2.0	+0.1	4.4	4.5	+0.0	4.5	±0
Buildings under management	709	724	+15	723	—	—	—	—
Condominiums under management	132,788	141,712	+8,924	137,745	—	—	—	—

**Buildings under Management**



**Condominiums under Management**



- ◆ Launch of a new brand in Property Brokerage & CRE Business.
- ◆ Merger of two subsidiary companies is planned in Property & Facility Management Business.

◆ **Brand Strategy in Retail Sector  
(Property Brokerage & CRE)**

Nomura Real Estate Urban Net launched a new brand “Nomura no Chukai +” in October 2013.

New Brand “Nomura no Chukai +”



あの人に、頼んでよかった。  
野村の仲介+  
PLUS

Real Estate Brokerage Website “nomu.com”



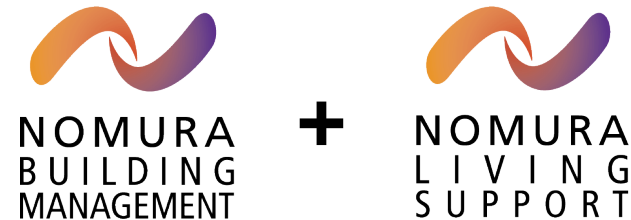
ネットで住みかえ ノムコム  
nomu.com



Aim for further growth of Property Brokerage & CRE Business by strengthening the sales foundation centered on two brands of real estate brokerage website “nomu.com” and “Nomura no Chukai +.”

◆ **Merger of Management Companies within the Group  
(Property & Facility Management)**

Merger of Nomura Building Management which operates offices and Nomura Living Support engaged in condominium management, etc. is planned for April 2014.



**Combined Company**

Strengthening initiatives to growing fields

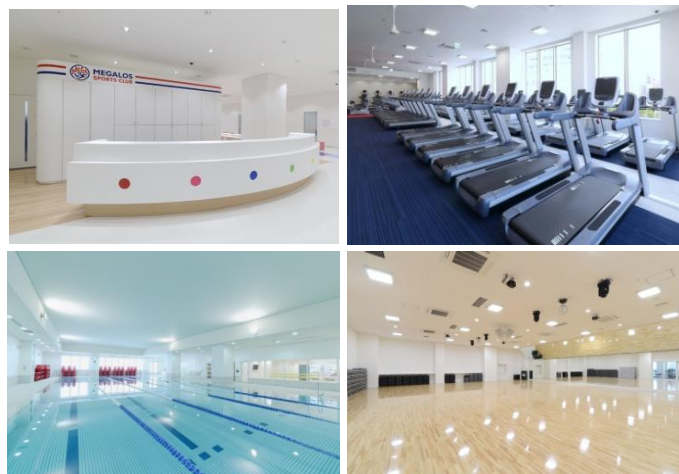


Aim to expand the business fields of Property & Facility Management Sector by integrating each strength.

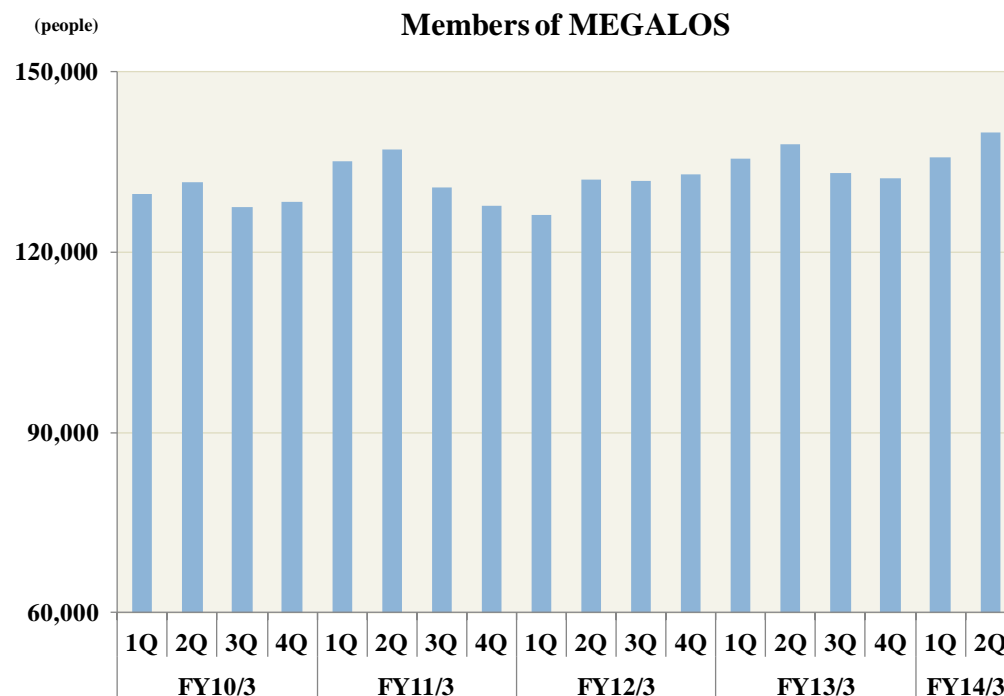
## 【 Segment Information: Other Business 】

◆ Fitness club business is progressing steadily.

(billions of yen)	FY13/3 2Q Actual ①	FY14/3 2Q Actual ②	Changes ②－①	FY13/3 Actual ③	FY14/3 Forecast ④	Changes ④－③	FY14/3 Initial Forecast ⑤	Changes ④－⑤
Operating revenue	7.3	9.7	+2.4	14.9	17.0	+2.0	19.0	－2.0
Operating income	0.2	0.2	+0.0	0.4	0.5	+0.0	0.5	±0
Members of MEGALOS	138,061	139,857	+1,796	132,196	—	—	—	—
Number of clubs	26	27	+1	26	—	—	—	—



MEGALOS Sagamiono (opened in May 2013),  
in “bono Sagamiono Shopping Center.”



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