

June-2018 Fact Sheets

(For the 1st Quarter of Fiscal Year Ending March 31, 2019)

Released on July 26, 2018

Nomura Real Estate Holdings, Inc.

	2016/03		2017/03		2018/03		2019/03	
	1Q Apr-Jun '15	FY	1Q Apr-Jun '16	FY	1Q Apr-Jun '17	FY	1Q Apr-Jun '18	FY(F)
Operating revenue	101,887	569,545	78,475	569,680	132,149	623,762	118,903	700,000
Operating gross profit	31,497	177,973	29,139	177,241	41,566	182,053	37,658	—
(Gross margin ratio)	30.9%	31.2%	37.1%	31.1%	31.5%	29.2%	31.7%	—
Selling, general and administrative expenses	20,556	97,061	20,304	99,970	25,126	105,393	23,090	—
(SGAE ratio on revenue)	20.2%	17.0%	25.9%	17.5%	19.0%	16.9%	19.4%	—
Operating profit	10,941	80,912	8,835	77,271	16,440	76,660	14,568	81,000
(Operating margin ratio)	10.7%	14.2%	11.3%	13.6%	12.4%	12.3%	12.3%	11.6%
Non-operating income	168	1,555	232	698	269	773	175	—
Interest and dividend income	95	1,079	81	304	47	121	46	—
Other	72	475	150	393	221	651	128	—
Non-operating expenses	2,674	9,787	2,264	9,017	2,184	9,400	2,354	—
Interest expenses	2,045	7,817	1,924	7,539	1,826	7,334	2,152	—
Other	629	1,970	339	1,477	358	2,065	201	—
Ordinary profit	8,435	72,679	6,802	68,952	14,524	68,033	12,389	72,000
(Ordinary profit ratio on revenue)	8.3%	12.8%	8.7%	12.1%	11.0%	10.9%	10.4%	10.3%
Extraordinary income	—	—	653	946	—	3,766	—	—
Extraordinary losses	280	1,705	—	591	250	4,077	1,091	—
Impairment loss	—	1,426	—	254	67	3,614	—	—
Loss on building reconstruction	—	—	—	337	182	462	—	—
Loss on valuation of investment securities	280	278	—	—	—	—	—	—
Profit before income taxes	8,154	70,974	7,456	69,307	14,274	67,722	11,298	—
Profit attributable to owners of parent	4,467	47,182	4,824	47,005	9,603	46,029	7,523	47,000

		2016/03		2017/03		2018/03		2019/03	
		1Q Jun 30 '15	FY	1Q Jun 30 '16	FY	1Q Jun 30 '17	FY	1Q Jun 30 '18	FY(F)
Total assets		1,371,452	1,485,449	1,516,601	1,593,093	1,629,361	1,673,099	1,677,233	—
Current assets		539,607	608,779	628,424	684,306	716,081	717,635	728,819	—
<Inventories>		<437,288>	<496,910>	<527,209>	<570,888>	<611,206>	<592,996>	<595,735>	—
<Equity investment >		<6,281>	<819>	<1,866>	<2,567>	<2,422>	<9,612>	<9,306>	—
Fixed assets		831,844	876,670	888,177	908,786	913,280	955,464	948,413	—
Net assets		457,479	456,408	455,053	493,813	494,258	514,982	515,847	—
Shareholders' equity ratio		28.7%	29.9%	29.2%	30.2%	29.6%	30.0%	29.9%	—
Interest-bearing debt		671,100	721,900	812,900	810,100	883,100	877,800	923,800	—

		2016/03		2017/03		2018/03		2019/03	
		1Q Apr-Jun '15	FY	1Q Apr-Jun '16	FY	1Q Apr-Jun '17	FY	1Q Apr-Jun '18	FY(F)
Capital investment (*1)		15,521	50,367	25,149	61,300	4,657	71,665	5,117	—
Depreciation (*2)		3,913	16,026	4,133	16,877	4,601	18,824	4,669	—

		2016/03		2017/03		2018/03		2019/03	
		1Q Apr-Jun '15	FY	1Q Apr-Jun '16	FY	1Q Apr-Jun '17	FY	1Q Apr-Jun '18	FY(F)
Cash flows from operating activities		(41,652)	13,258	(77,593)	(31,889)	(62,298)	21,498	(27,373)	—
Cash flows from investing activities		(15,362)	(59,714)	(19,048)	(54,558)	(4,906)	(51,637)	(9,887)	—
Cash flows from financing activities		45,020	53,637	85,066	76,575	66,260	43,787	38,151	—
Cash and cash equivalents		38,424	57,591	46,010	47,699	46,737	61,347	62,232	—

(*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.

	2016/03 (*1)		2017/03			2018/03	
	1Q Apr-Jun '15	FY	1Q Apr-Jun '16	3Q Apr-Dec '16	FY	1Q Apr-Jun '17	FY
Operating revenue							
Residential Development	52,559	334,514	29,592	200,027	329,787	73,519	358,745
Housing sales	49,505	318,795	25,405	185,143	308,960	66,568	336,819
Other	3,053	15,719	4,187	14,883	20,827	6,951	21,926
Leasing	22,517	110,226	20,007	77,060	115,009	28,368	134,941
Leasing (offices)	12,143	49,594	12,597	38,235	51,981	13,095	53,312
Leasing (retail facilities)	2,575	10,873	2,898	8,762	11,649	2,841	12,686
Leasing (other)	1,447	5,882	1,468	4,414	5,954	1,654	7,193
Property development (sale)	3,800	33,260	840	18,726	35,350	8,313	43,301
Property development (leasing)	906	3,320	847	2,852	4,054	1,051	4,724
Other	1,644	7,295	1,355	4,069	6,018	1,413	13,722
Investment Management	1,766	10,973	2,203	7,494	9,662	2,578	9,378
Property Brokerage & CRE	6,564	35,373	7,841	25,201	34,820	8,930	35,703
Property brokerage	5,858	28,028	7,207	22,208	30,283	7,945	31,637
Other	706	7,345	634	2,992	4,536	984	4,065
Property & Facility Management	20,975	91,552	21,165	68,979	95,764	21,804	101,087
Property & facility management	11,696	47,952	11,791	36,255	48,301	12,188	50,387
Construction ordered	4,754	24,636	4,520	17,605	26,857	4,266	28,339
Fitness club & elderly care	3,621	14,995	3,811	11,625	15,523	3,923	16,065
Other	903	3,967	1,040	3,493	5,081	1,425	6,294
Other	194	1,353	24	77	106	23	107
Adjustments (eliminations or corporate)	(2,690)	(14,449)	(2,359)	(9,851)	(15,470)	(3,075)	(16,202)
Total	101,887	569,545	78,475	368,989	569,680	132,149	623,762

2018/03(*2)		2019/03	
1Q Apr-Jun '17	FY	1Q Apr-Jun '18	FY(F)
72,883	355,445	41,353	379,000
66,568	—	34,684	—
6,315	—	6,668	—
28,368	134,941	46,058	173,000
13,095	—	15,156	—
2,841	—	3,486	—
1,654	—	1,917	—
8,313	—	23,063	—
1,051	—	883	—
1,413	—	1,550	—
2,578	9,378	2,611	9,500
8,930	35,703	7,899	40,500
7,945	—	7,107	—
984	—	791	—
22,458	104,581	24,051	112,000
12,188	—	12,624	—
4,855	—	5,677	—
3,923	—	4,100	—
1,490	—	1,648	—
23	107	23	0
(3,093)	(16,396)	(3,094)	(14,000)
132,149	623,762	118,903	700,000

Operating profit							
Residential Development	2,206	31,909	(725)	14,889	27,787	4,275	24,516
Leasing	6,743	31,719	6,169	21,930	32,567	7,258	35,232
Investment Management	902	7,376	1,312	4,847	6,016	1,750	5,911
Property Brokerage & CRE	971	9,900	1,851	6,494	9,124	2,327	8,452
Property & Facility Management	891	5,693	923	4,639	6,939	1,014	7,076
Other	(44)	(152)	(11)	(20)	(30)	3	(10)
Adjustments (eliminations or corporate)	(729)	(5,535)	(685)	(3,650)	(5,132)	(190)	(4,517)
Total	10,941	80,912	8,835	49,130	77,271	16,440	76,660

4,341	24,523	(1,366)	26,500
7,258	35,232	12,672	35,000
1,750	5,911	1,755	6,000
2,327	8,452	990	10,500
950	7,078	1,115	7,500
3	(10)	(5)	0
(192)	(4,527)	(593)	(4,500)
16,440	76,660	14,568	81,000

(*1) 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.

(*2) From the fiscal year ended March 31, 2019, the classification of Nomura Real Estate Reform Co., Ltd. has been changed from 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.

Assets	2016/03 (*1)		2017/03		2018/03(*2)		2019/03	
	1Q Apr-Jun '15	FY	1Q Apr-Jun '16	FY	1Q Apr-Jun '17	FY	1Q Apr-Jun '18	FY(F)
Residential Development	382,343	414,812	430,948	450,698	475,382	448,412	460,281	—
Leasing	865,656	918,710	947,736	993,985	1,010,428	1,060,815	1,049,308	—
Investment Management	38,476	36,692	33,713	35,649	33,119	34,840	32,759	—
Property Brokerage & CRE	13,733	32,047	15,462	22,873	16,751	17,181	13,818	—
Property & Facility Management	48,357	55,695	47,753	56,529	50,023	62,781	54,449	—
Other	2,310	1,565	937	929	922	921	923	—
Adjustments (eliminations or corporate)	20,575	25,926	40,049	32,427	42,732	48,147	65,691	—
Total	1,371,452	1,485,449	1,516,601	1,593,093	1,629,361	1,673,099	1,677,233	—
Inventories								
Residential Development	339,452	377,849	389,810	403,232	435,999	401,030	407,238	—
Leasing	95,073	118,277	136,465	166,997	173,826	187,299	183,803	—
Investment Management	—	—	—	—	—	—	—	—
Property Brokerage & CRE	1,137	—	—	—	—	—	—	—
Property & Facility Management	366	271	1,046	964	1,732	5,091	5,316	—
Other	1,342	638	13	13	13	13	13	—
Adjustments (eliminations or corporate)	(84)	(126)	(126)	(319)	(365)	(437)	(636)	—
Total	437,288	496,910	527,209	570,888	611,206	592,996	595,735	—
Return on Assets (ROA) of Each Business Unit								
Residential Development	—	7.7%	—	6.2%	—	5.5%	—	—
Leasing	—	3.5%	—	3.3%	—	3.3%	—	—
Investment Management	—	20.1%	—	16.9%	—	17.0%	—	—
Property Brokerage & CRE	—	30.9%	—	39.9%	—	49.2%	—	—
Property & Facility Management	—	10.2%	—	12.3%	—	11.3%	—	—
Other	—	—	—	—	—	—	—	—
Total	—	5.6%	—	4.9%	—	4.6%	—	—

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 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.

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Business unit operating results	2016/03				2017/03				2018/03				2019/03	
	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	3Q Apr-Dec '17	FY	1Q Apr-Jun '18	FY(F)
① Condominiums sales (unit)	819	3,242	3,497	5,363	382	1,821	2,656	4,885	1,007	2,006	3,157	5,258	630	5,400
① Detached housing sales (unit)	52	174	288	643	69	185	418	682	82	193	290	607	39	700
① Gross margin ratio of housing sales	19.9%	22.0%	21.8%	21.9%	21.8%	22.8%	22.4%	21.7%	21.0%	20.8%	20.6%	19.1%	18.4%	—
① Completed housing inventories (released for sale) (unit) (*)	119	131	107	134	160	379	318	252	292	311	270	239	186	—
① Completed housing inventories (unreleased) (unit) (*)	34	29	2	215	182	332	222	402	409	321	186	218	120	—
② Vacancy rate (offices, retail facilities)	4.7%	3.4%	3.3%	2.2%	1.4%	1.2%	1.0%	0.8%	0.6%	0.6%	1.1%	0.7%	0.7%	—
③ Outstanding assets under management (millions of yen)	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	1,235,015	1,285,903	1,307,356	—
④ Brokerage: Number of transactions	1,792	3,732	5,541	7,710	2,034	4,067	5,984	8,272	2,129	4,267	6,226	8,561	2,193	—
④ Brokerage: Total transaction value (millions of yen)	142,450	315,924	461,365	713,574	186,111	371,729	554,811	745,147	202,616	420,676	593,289	800,739	163,543	—
⑤ Buildings under management	737	736	722	705	710	708	705	702	720	724	724	723	726	—
⑤ Condominiums under management (unit)	156,640	160,100	160,735	163,036	163,224	165,801	166,570	168,999	170,337	170,641	171,420	173,705	173,667	—
⑤ Members of MEGALOS	144,629	147,779	145,581	144,263	142,161	143,646	140,879	140,743	141,028	140,901	139,656	139,836	142,417	—

Business unit information noted:

①Residential Development ②Leasing ③Investment Management ④Property Brokerage & CRE ⑤Property & Facility Management