

September-2018 Fact Sheets

(For the 2nd Quarter of Fiscal Year Ending March 31, 2019)

Released on October 29, 2018

Nomura Real Estate Holdings, Inc.

	2016/03		2017/03		2018/03			2019/03		
	2Q Apr-Sep '15	FY	2Q Apr-Sep '16	FY	1Q Apr-Jun '17	2Q Apr-Sep '17	FY	1Q Apr-Jun '18	2Q Apr-Sep '18	FY(F)
Operating revenue	292,905	569,545	248,178	569,680	132,149	273,045	623,762	118,903	231,358	687,000
Operating gross profit	89,081	177,973	80,470	177,241	41,566	84,704	182,053	37,658	74,350	—
(Gross margin ratio)	30.4%	31.2%	32.4%	31.1%	31.5%	31.0%	29.2%	31.7%	32.1%	—
Selling, general and administrative expenses	48,329	97,061	47,071	99,970	25,126	50,206	105,393	23,090	48,332	—
(SGAE ratio on revenue)	16.5%	17.0%	19.0%	17.5%	19.0%	18.4%	16.9%	19.4%	20.9%	—
Operating profit	40,751	80,912	33,399	77,271	16,440	34,497	76,660	14,568	26,018	81,000
(Operating margin ratio)	13.9%	14.2%	13.5%	13.6%	12.4%	12.6%	12.3%	12.3%	11.2%	11.8%
Non-operating income	1,009	1,555	331	698	269	333	773	175	282	—
Interest and dividend income	869	1,079	105	304	47	69	121	46	66	—
Other	139	475	225	393	221	263	651	128	216	—
Non-operating expenses	5,161	9,787	4,563	9,017	2,184	4,455	9,400	2,354	4,754	—
Interest expenses	4,025	7,817	3,886	7,539	1,826	3,666	7,334	2,152	4,384	—
Other	1,136	1,970	677	1,477	358	789	2,065	201	370	—
Ordinary profit	36,599	72,679	29,166	68,952	14,524	30,375	68,033	12,389	21,546	72,000
(Ordinary profit ratio on revenue)	12.5%	12.8%	11.8%	12.1%	11.0%	11.1%	10.9%	10.4%	9.3%	10.5%
Extraordinary income	—	—	945	946	—	—	3,766	-	-	—
Extraordinary losses	274	1,705	—	591	250	256	4,077	1,091	1,912	—
Profit before income taxes	36,324	70,974	30,112	69,307	14,274	30,118	67,722	11,298	19,633	—
Profit attributable to owners of parent	22,468	47,182	20,116	47,005	9,603	20,115	46,029	7,523	13,002	47,000

		2016/03		2017/03		2018/03			2019/03		
		2Q Apr-Sep '15	FY	2Q Apr-Sep '16	FY	1Q Apr-Jun '17	2Q Apr-Sep '17	FY	1Q Apr-Jun '18	2Q Apr-Sep '18	FY(F)
Total assets		1,397,987	1,485,449	1,536,254	1,593,093	1,629,361	1,692,997	1,673,099	1,677,233	1,710,201	—
Current assets		551,175	608,779	641,691	684,306	716,081	757,728	717,635	728,819	758,630	—
<Inventories>		<432,642>	<496,910>	<538,625>	<570,888>	<611,206>	<606,410>	<592,996>	<595,735>	<630,142>	—
<Equity investment >		<1,005>	<819>	<2,323>	<2,567>	<2,422>	<6,477>	<9,612>	<9,306>	<11,177>	—
Fixed assets		846,812	876,670	894,562	908,786	913,280	935,268	955,464	948,413	951,571	—
Net assets		438,793	456,408	472,103	493,813	494,258	504,318	514,982	515,847	518,811	—
Shareholders' equity ratio		30.6%	29.9%	29.9%	30.2%	29.6%	29.0%	30.0%	29.9%	29.5%	—
Interest-bearing debt		649,500	721,900	789,600	810,100	883,100	940,700	877,800	923,800	941,400	—

		2016/03		2017/03		2018/03			2019/03		
		2Q Apr-Sep '15	FY	2Q Apr-Sep '16	FY	1Q Apr-Jun '17	2Q Apr-Sep '17	FY	1Q Apr-Jun '18	2Q Apr-Sep '18	FY(F)
Capital investment (*1)		21,266	50,367	33,669	61,300	4,657	34,086	71,665	5,177	10,941	—
Depreciation (*2)		7,898	16,026	8,332	16,877	4,601	9,314	18,824	4,669	9,381	—

		2016/03		2017/03		2018/03			2019/03		
		2Q Apr-Sep '15	FY	2Q Apr-Sep '16	FY	1Q Apr-Jun '17	2Q Apr-Sep '17	FY	1Q Apr-Jun '18	2Q Apr-Sep '18	FY(F)
Cash flows from operating activities		37,438	13,258	(47,337)	(31,889)	(62,298)	(49,461)	21,498	(27,373)	(43,591)	—
Cash flows from investing activities		(30,154)	(59,714)	(26,892)	(54,558)	(4,906)	(33,295)	(51,637)	(9,887)	(16,163)	—
Cash flows from financing activities		(13,374)	53,637	61,779	76,575	66,260	123,770	43,787	38,151	53,417	—
Cash and cash equivalents		44,331	57,591	45,103	47,699	46,737	88,700	61,347	62,232	55,006	—

(*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.

[Business Unit Information 1]

(Millions of yen)

	2016/03 (*1)		2017/03		2018/03		
	2Q Apr-Sep '15	FY	2Q Apr-Sep '16	FY	1Q Apr-Jun '17	2Q Apr-Sep '17	FY
Operating revenue							
Residential Development	192,876	334,514	134,065	329,787	73,519	147,483	358,745
Housing sales	183,849	318,795	122,996	308,960	66,568	135,193	336,819
Other	9,027	15,719	11,069	20,827	6,951	12,290	21,926
Leasing	42,636	110,226	52,387	115,009	28,368	61,160	134,941
Leasing (offices)	24,695	49,594	25,521	51,981	13,095	26,668	53,312
Leasing (retail facilities)	5,351	10,873	5,725	11,649	2,841	5,708	12,686
Leasing (other)	2,922	5,882	2,927	5,954	1,654	3,363	7,193
Property development (sale)	4,496	33,260	13,626	35,350	8,313	20,275	43,301
Property development (leasing)	1,842	3,320	1,855	4,054	1,051	2,315	4,724
Other	3,327	7,295	2,731	6,018	1,413	2,828	13,722
Investment Management	5,096	10,973	5,193	9,662	2,578	4,546	9,378
Property Brokerage & CRE	15,007	35,373	16,886	34,820	8,930	17,887	35,703
Property brokerage	12,636	28,028	14,873	30,283	7,945	16,225	31,637
Other	2,371	7,345	2,012	4,536	984	1,662	4,065
Property & Facility Management	43,120	91,552	45,665	95,764	21,804	48,638	101,087
Property & facility management	23,738	47,952	24,009	48,301	12,188	24,969	50,387
Construction ordered	9,994	24,636	11,620	26,857	4,266	12,696	28,339
Fitness club & elderly care	7,408	14,995	7,692	15,523	3,923	7,947	16,065
Other	1,978	3,967	2,343	5,081	1,425	3,024	6,294
Other	773	1,353	53	106	23	52	107
Adjustments (eliminations or corporate)	(6,606)	(14,449)	(6,073)	(15,470)	(3,075)	(6,722)	(16,202)
Total	292,905	569,545	248,178	569,680	132,149	273,045	623,762

Operating profit							
Residential Development	21,310	31,909	10,665	27,787	4,275	10,058	24,516
Leasing	13,007	31,719	14,693	32,567	7,258	15,890	35,232
Investment Management	3,372	7,376	3,416	6,016	1,750	2,860	5,911
Property Brokerage & CRE	3,406	9,900	4,457	9,124	2,327	4,458	8,452
Property & Facility Management	2,558	5,693	3,002	6,939	1,014	3,221	7,076
Other	(80)	(152)	(17)	(30)	3	(1)	(10)
Adjustments (eliminations or corporate)	(2,823)	(5,535)	(2,818)	(5,132)	(190)	(1,988)	(4,517)
Total	40,751	80,912	33,399	77,271	16,440	34,497	76,660

	2018/03(*2)			2019/03		
	1Q Apr-Jun '17	2Q Apr-Sep '17	FY	1Q Apr-Jun '18	2Q Apr-Sep '18	FY(F)
	72,883	145,954	355,445	41,353	96,078	375,000
	66,568	135,193	336,819	34,684	85,779	-
	6,315	10,761	18,626	6,668	10,298	-
	28,368	61,160	134,941	46,058	70,270	166,000
	13,095	26,668	53,312	15,156	28,155	-
	2,841	5,708	12,686	3,486	6,877	-
	1,654	3,363	7,193	1,917	3,845	-
	8,313	20,275	43,301	23,063	23,063	-
	1,051	2,315	4,724	883	2,011	-
	1,413	2,828	13,722	1,550	6,316	-
	2,578	4,546	9,378	2,611	4,501	9,500
	8,930	17,887	35,703	7,899	16,969	40,500
	7,945	16,225	31,637	7,107	15,249	-
	984	1,662	4,065	791	1,719	-
	22,458	50,253	104,581	24,051	51,172	110,000
	12,188	24,969	50,386	12,624	25,478	-
	4,855	14,191	31,604	5,677	13,800	-
	3,923	7,947	16,064	4,100	8,336	-
	1,490	3,144	6,526	1,648	3,557	-
	23	52	107	23	46	-
	(3,093)	(6,808)	(16,396)	(3,094)	(7,679)	(14,000)
	132,149	273,045	623,762	118,903	231,358	687,000

	4,341	10,219	24,523	(1,366)	857	24,000
	7,258	15,890	35,232	12,672	18,384	37,000
	1,750	2,860	5,911	1,755	2,772	6,000
	2,327	4,458	8,452	990	2,882	10,500
	950	3,150	7,078	1,115	3,127	7,500
	3	(1)	(10)	(5)	(15)	-
	(192)	(2,079)	(4,527)	(593)	(1,991)	(4,000)
	16,440	34,497	76,660	14,568	26,018	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 ending 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.

	2016/03 (*1)		2017/03		2018/03		
	2Q Apr-Sep '15	FY	2Q Apr-Sep '16	FY	1Q Apr-Jun '17	2Q Apr-Sep '17	FY
Assets							
Residential Development	385,722	414,812	437,371	450,698	475,382	470,363	448,966
Leasing	878,114	918,710	957,438	993,985	1,010,428	1,039,720	1,061,328
Investment Management	33,836	36,692	34,454	35,649	33,119	33,156	34,840
Property Brokerage & CRE	17,809	32,047	20,126	22,873	16,751	14,679	17,181
Property & Facility Management	49,612	55,695	50,805	56,529	50,023	54,795	62,188
Other	1,899	1,565	934	929	922	919	921
Adjustments (eliminations or corporate)	30,992	25,926	35,123	32,427	42,732	79,363	48,266
Total	1,397,987	1,485,449	1,536,254	1,593,093	1,629,361	1,692,997	1,673,692

Inventories							
Residential Development	329,393	377,849	396,337	403,232	435,999	425,055	401,099
Leasing	100,941	118,277	141,611	166,997	173,826	178,129	187,299
Investment Management	—	—	—	—	—	—	—
Property Brokerage & CRE	1,133	—	—	—	—	—	—
Property & Facility Management	224	271	790	964	1,732	3,649	5,021
Other	951	638	13	13	13	13	13
Adjustments (eliminations or corporate)	—	(126)	(126)	(319)	(365)	(437)	(437)
Total	432,642	496,910	538,625	570,888	611,206	606,410	592,996

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%	—	—	11.4%
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.

(*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.

	2018/03(*2)			2019/03		
	1Q Apr-Jun '17	2Q Apr-Sep '17	FY	1Q Apr-Jun '18	2Q Apr-Sep '18	FY(F)
	475,382	469,750	448,412	460,281	474,759	—
	1,010,428	1,051,618	1,060,815	1,049,308	1,076,453	—
	33,119	33,163	34,840	32,759	32,853	—
	16,751	14,679	17,181	13,818	13,864	—
	50,023	55,382	62,781	54,449	57,745	—
	922	919	921	923	915	—
	42,732	66,281	48,147	65,691	53,612	—
	1,629,361	1,691,796	1,673,099	1,677,233	1,710,201	—

	435,999	424,982	401,030	407,238	416,876	—
	173,826	178,129	187,299	183,803	208,432	—
	—	—	—	—	—	—
	—	—	—	—	—	—
	1,732	3,723	5,091	5,316	5,458	—
	13	13	13	13	11	—
	(365)	(437)	(437)	(636)	(636)	—
	611,206	606,410	592,996	595,735	630,142	—

	—	—	5.5%	—	—	—
	—	—	3.3%	—	—	—
	—	—	17.0%	—	—	—
	—	—	49.2%	—	—	—
	—	—	11.3%	—	—	—
	—	—	—	—	—	—
	—	—	4.6%	—	—	—

[Business Unit Information 3]

	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	2Q Apr-Sep '18	FY(F)
Business unit operating results															
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	1,228	5,400
1. Detached housing sales (unit)	52	174	288	643	69	185	418	682	82	193	290	607	39	165	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%	19.8%	—
1. Completed housing inventories (released for sale) (unit)	119	131	107	134	160	379	318	252	292	311	270	239	186	132	—
1. Completed housing inventories (unreleased) (unit)	34	29	2	215	182	332	222	402	409	321	186	218	120	75	—
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%	3.9%	—
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	1,304,924	—
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	4,375	—
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	356,396	—
5. Buildings under management	737	736	722	705	710	708	705	702	720	724	724	723	726	728	—
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	173,845	—
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	147,090	—

Business unit information noted:

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