

March-2019 Fact Sheets

(For the Fiscal Year Ended March 31, 2019)

Released on April 25, 2019

Nomura Real Estate Holdings, Inc.

	2016/03	2017/03	2018/03	2019/03				2020/03
	FY	FY	FY	1Q Apr-Jun '18	2Q Apr-Sep '18	3Q Apr-Dec '18	FY	FY(F)
Operating revenue	569,545	569,680	623,762	118,903	231,358	350,857	668,510	739,000
Operating gross profit	177,973	177,241	182,053	37,658	74,350	111,199	188,712	-
(Gross margin ratio)	31.2%	31.1%	29.2%	31.7%	32.1%	31.7%	28.2%	-
Selling, general and administrative expenses	97,061	99,970	105,393	23,090	48,332	74,188	109,549	-
(SGAE ratio on revenue)	17.0%	17.5%	16.9%	19.4%	20.9%	21.1%	16.4%	-
Operating profit	80,912	77,271	76,660	14,568	26,018	37,010	79,162	79,500
(Operating margin ratio)	14.2%	13.6%	12.3%	12.3%	11.2%	10.5%	11.8%	10.8%
Business profit(*1)	-	-	-	-	-	-	79,623	80,000
Non-operating income	1,555	698	773	175	282	517	746	-
Interest and dividend income	1,079	304	121	46	66	89	114	-
Other	475	393	651	128	216	427	631	-
Non-operating expenses	9,787	9,017	9,400	2,354	4,754	7,401	10,584	-
Interest expenses	7,817	7,539	7,334	2,152	4,384	6,612	8,753	-
Other	1,970	1,477	2,065	201	370	789	1,831	-
Ordinary profit	72,679	68,952	68,033	12,389	21,546	30,126	69,323	70,000
(Ordinary profit ratio on revenue)	12.8%	12.1%	10.9%	10.4%	9.3%	8.6%	10.4%	9.5%
Extraordinary income	0	946	3,766	-	-	-	-	-
Extraordinary losses	1,705	591	4,077	1,091	1,912	1,912	3,916	-
Profit before income taxes	70,974	69,307	67,722	11,298	19,633	28,213	65,407	-
Profit attributable to owners of parent	47,182	47,005	46,029	7,523	13,002	20,566	45,873	46,000

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

		2016/03	2017/03	2018/03	2019/03				2020/03
		FY	FY	FY	1Q Apr-Jun '18	2Q Apr-Sep '18	3Q Apr-Dec '18	FY	FY(F)
Total assets		1,485,449	1,593,093	1,673,099	1,677,233	1,710,201	1,733,386	1,759,455	-
	Current assets	608,779	684,306	717,635	728,819	758,630	784,105	849,528	-
	<Inventories>	<496,910>	<570,888>	<592,996>	<595,735>	<630,142>	<645,616>	<636,925>	-
	<Equity investment >	<819>	<2,567>	<9,612>	<9,306>	<11,177>	<16,663>	<18,066>	-
	Fixed assets	876,670	908,786	955,464	948,413	951,571	949,281	909,926	-
Net assets		456,408	493,813	514,982	515,847	518,811	514,576	541,562	-
Shareholders' equity ratio		29.9%	30.2%	30.0%	29.9%	29.5%	28.9%	29.9%	-
Interest-bearing debt		721,900	810,100	877,800	923,800	941,400	972,900	914,000	-

		2016/03	2017/03	2018/03	2019/03				2020/03
		FY	FY	FY	1Q Apr-Jun '18	2Q Apr-Sep '18	3Q Apr-Dec '18	FY	FY(F)
Capital investment (*1)		50,367	61,300	71,665	5,177	10,941	17,325	20,824	-
Depreciation (*2)		16,026	16,877	18,824	4,669	9,381	14,162	19,201	-

		2016/03	2017/03	2018/03	2019/03				2020/03
		FY	FY	FY	1Q Apr-Jun '18	2Q Apr-Sep '18	3Q Apr-Dec '18	FY	FY(F)
Cash flows from operating activities		13,258	(31,889)	21,498	(27,373)	(43,591)	(57,611)	89,964	-
Cash flows from investing activities		(59,714)	(54,558)	(51,637)	(9,887)	(16,163)	(25,177)	(46,699)	-
Cash flows from financing activities		53,637	76,575	43,787	38,151	53,417	73,601	13,723	-
Cash and cash equivalents		57,591	47,699	61,347	62,232	55,006	52,157	118,330	-

(*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 (*2)	2019/03			
	FY	FY	FY	1Q Apr-Jun '18	2Q Apr-Sep '18	3Q Apr-Dec '18	FY
Operating revenue							
Residential Development	334,514	329,787	355,445	41,353	96,078	160,953	362,761
Housing sales	318,795	308,960	336,819	34,684	85,779	146,557	342,055
Senior(*4)	-	-	-	-	-	-	-
Rental housing(Sales)(*4)	-	-	-	-	-	-	-
Rental housing(Leasing)(*4)	-	-	-	-	-	-	-
Other	15,719	20,827	18,626	6,668	10,298	14,395	20,705
Leasing*3	110,226	115,009	134,941	46,058	70,270	91,214	167,628
Leasing (offices)	49,594	51,981	53,312	15,156	28,155	41,126	53,975
Leasing (retail facilities)	10,873	11,649	12,686	3,486	6,877	10,341	13,817
Leasing (other)	5,882	5,954	7,193	1,917	3,845	5,815	7,946
Property development (sale)	33,260	35,350	43,301	23,063	23,063	23,063	77,090
Property development (leasing)	3,320	4,054	4,724	883	2,011	3,446	5,031
Fitness*5	-	-	-	-	-	-	-
Other	7,295	6,018	13,722	1,550	6,316	7,420	9,766
Investment Management	10,973	9,662	9,378	2,611	4,501	7,094	9,641
Property Brokerage & CRE	35,373	34,820	35,703	7,899	16,969	25,513	37,298
Brokerage fee (retail)	16,572	20,038	20,791	5,293	10,526	15,769	21,618
Brokerage fee (wholesale)	11,456	10,244	10,845	1,814	4,722	7,368	11,517
Other	7,345	4,536	4,065	791	1,719	2,375	4,162
Property & Facility Management	91,552	95,764	104,581	24,051	51,172	77,251	107,802
Property & facility management	47,952	48,301	50,386	12,624	25,478	38,345	51,222
Construction ordered	24,636	26,857	31,604	5,677	13,800	20,898	32,083
Fitness club & elderly care	14,995	15,523	16,064	4,100	8,336	12,672	17,025
Other	3,967	5,081	6,526	1,648	3,557	5,334	7,469
Other	1,353	106	107	23	46	69	94
Adjustments (eliminations or corporate)	(14,449)	(15,470)	(16,396)	(3,094)	(7,679)	(11,240)	(16,717)
Total	569,545	569,680	623,762	118,903	231,358	350,857	668,510

Operating profit							
Residential Development	31,909	27,787	24,523	(1,366)	857	2,075	23,180
Leasing(*3)	31,719	32,567	35,232	12,672	18,384	23,745	38,858
Investment Management	7,376	6,016	5,911	1,755	2,772	4,478	5,943
Property Brokerage & CRE	9,900	9,124	8,452	990	2,882	4,352	8,170
Property & Facility Management	5,693	6,939	7,078	1,115	3,127	5,030	8,067
Other	(152)	(30)	(10)	(5)	(15)	(23)	(43)
Adjustments (eliminations or corporate)	(5,535)	(5,132)	(4,527)	(593)	(1,991)	(2,647)	(5,013)
Total	80,912	77,271	76,660	14,568	26,018	37,010	79,162

	2019/03(*4,5)	2020/03
	FY	FY(F)
Operating revenue		
Residential Development	375,373	365,000
Housing sales	342,055	-
Senior(*4)	377	-
Rental housing(Sales)(*4)	11,740	-
Rental housing(Leasing)(*4)	495	-
Other	20,704	-
Commercial Real Estate(*3)	171,612	242,000
Leasing (offices)	53,975	-
Leasing (retail facilities)	13,817	-
Leasing (other)	7,945	-
Property development (sale)	65,350	-
Property development (leasing)	4,536	-
Fitness(*5)	16,647	-
Other	9,338	-
Investment Management	9,641	12,000
Property Brokerage & CRE	37,298	41,000
Brokerage fee (retail)	21,618	-
Brokerage fee (wholesale)	11,517	-
Other	4,162	-
Property & Facility Management	91,374	92,000
Property & facility management	51,524	-
Construction ordered	32,371	-
Fitness club & elderly care	-	-
Other	7,478	-
Other	94	0
Adjustments (eliminations or corporate)	(16,885)	(13,000)
Total	668,510	739,000

Operating profit		
Residential Development	25,069	-
Leasing(*3)	37,600	-
Investment Management	5,943	-
Property Brokerage & CRE	8,170	-
Property & Facility Management	7,434	-
Other	(43)	-
Adjustments (eliminations or corporate)	(5,013)	-
Total	79,162	-

Business profit (*6)		
Residential Development	25,032	23,500
Commercial Real Estate(*3)	38,043	38,500
Investment Management	5,969	7,000
Property Brokerage & CRE	8,170	9,000
Property & Facility Management	7,464	7,500
Other	(43)	0
Adjustments (eliminations or corporate)	(5,013)	(5,500)
Total	79,623	80,000

(*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.

(*3) From the fiscal year ended March 31, 2020, Leasing Business Unit has been renamed Commercial Real Estate Business Unit.

(*4) From the fiscal year ended March 31, 2020, the classification of rental housing business and senior business has been changed from the Leasing Business Unit and Property & Facility Management Business Unit to Residential Development Business Unit. Due to this change, the full-year results for the fiscal year ended March 31, 2019 are classified under the new classification.

(*5) From the fiscal year ended March 31, 2020, the classification of fitness business has been changed from the Property & Facility Management Business Unit to Commercial Real Estate Business Unit. Due to this change, the full-year results for the fiscal year ended March 31, 2019 are classified under the new classification.

(*6) 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

	2016/03(*1)	2017/03	2018/03(*2)	2019/03			2019/03(*4,5)		2020/03
	FY	FY	FY	1Q Apr-Jun '18	2Q Apr-Sep '18	3Q Apr-Dec '18	FY	FY	FY(F)
Assets									
Residential Development	414,812	450,698	448,412	460,281	474,759	472,686	415,826	463,277	—
Leasing*3	918,710	993,985	1,060,815	1,049,308	1,076,453	1,095,861	1,110,951	1,086,064	—
Investment Management	36,692	35,649	34,840	32,759	32,853	39,781	42,463	42,463	—
Property Brokerage & CRE	32,047	22,873	17,181	13,818	13,864	14,703	28,228	28,228	—
Property & Facility Management	55,695	56,529	62,781	54,449	57,745	58,981	64,984	42,294	—
Other	1,565	929	921	923	915	917	929	929	—
Adjustments (eliminations or corporate)	25,926	32,427	48,147	65,691	53,612	50,453	96,071	96,197	—
Total	1,485,449	1,593,093	1,673,099	1,677,233	1,710,201	1,733,386	1,759,455	1,759,455	—

Inventories									
Residential Development	377,849	403,232	401,030	407,238	416,876	408,552	345,255	391,508	—
Leasing*3	118,277	166,997	187,299	183,803	208,432	230,552	285,164	245,575	—
Investment Management	—	—	—	—	—	—	—	—	—
Property Brokerage & CRE	—	—	—	—	—	—	—	—	—
Property & Facility Management	271	964	5,091	5,316	5,458	7,136	7,061	397	—
Other	638	13	13	13	11	11	11	11	—
Adjustments (eliminations or corporate)	(126)	(319)	(437)	(636)	(636)	(636)	(567)	(567)	—
Total	496,910	570,888	592,996	595,735	630,142	645,616	636,925	636,925	—

Return on Assets (ROA) of Each Business Unit									
Residential Development	8.0%	6.4%	5.5%	—	—	—	5.4%	5.5%	—
Leasing*3	3.6%	3.4%	3.4%	—	—	—	3.6%	3.5%	—
Investment Management	19.1%	16.6%	16.8%	—	—	—	15.4%	15.4%	—
Property Brokerage & CRE	36.2%	33.2%	42.2%	—	—	—	36.0%	36.0%	—
Property & Facility Management	10.8%	12.4%	11.9%	—	—	—	12.6%	14.2%	—
Other	—	—	—	—	—	—	—	—	—
Total	5.8%	5.1%	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, 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.

(*3) From the fiscal year ended March 31, 2020, Leasing Business Unit has been renamed Commercial Real Estate Business Unit.

(*4) From the fiscal year ended March 31, 2020, the classification of rental housing business and senior business has been changed from the Leasing Business Unit and Property & Facility Management Business Unit to Residential Development Business Unit. Due to this change, the full-year results for the fiscal year ended March 31, 2019 are classified under the new classification.

(*5) From the fiscal year ended March 31, 2020, the classification of fitness business has been changed from the Property & Facility Management Business Unit to Commercial Real Estate Business Unit. Due to this change, the full-year results for the fiscal year ended March 31, 2019 are classified under the new classification.

Business unit operating results	2016/03				2017/03				2018/03				2019/03				2020/03
	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	3Q Apr-Dec '18	FY	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	1,228	2,312	5,243	4,600
1. Detached housing sales (unit)	52	174	288	643	69	185	418	682	82	193	290	607	39	165	271	647	500
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%	19.2%	19.1%	—
1. Completed housing inventories (released for sale) (unit)	119	131	107	134	160	379	318	252	292	311	270	239	186	132	224	229	—
1. Completed housing inventories (unreleased) (unit)	34	29	2	215	182	332	222	402	409	321	186	218	120	75	64	47	—
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%	3.9%	4.7%	—
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	1,304,924	1,635,880	1,669,476	—
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	6,492	8,922	—
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	540,237	767,324	—
5. Buildings under management	737	736	722	705	710	708	705	702	720	724	724	723	726	728	734	732	—
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	174,708	177,582	—
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	145,805	145,065	—

Business unit information noted:

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

(*1) From the fiscal year ended March 31, 2020, Leasing Business Unit has been renamed Commercial Real Estate Business Unit.