

March-2020 Fact Sheets

(For the Fiscal Year Ended March 31, 2020)

Released on May 1, 2020

Nomura Real Estate Holdings, Inc.

	2017/03	2018/03	2019/03	2020/03				2021/03
	FY	FY	FY	1Q Apr-Jun '19	2Q Apr-Sep '19	3Q Apr-Dec '19	FY	FY(F)(*2)
Operating revenue	569,680	623,762	668,510	112,448	247,015	331,560	676,495	TBD
Operating gross profit	177,241	182,053	188,712	29,861	71,690	103,051	193,723	—
(Gross margin ratio)	31.1%	29.2%	28.2%	26.6%	29.0%	31.1%	28.6%	—
Selling, general and administrative expenses	99,970	105,393	109,549	23,815	50,006	74,867	111,817	—
(SGAE ratio on revenue)	17.5%	16.9%	16.4%	21.2%	20.2%	22.6%	16.5%	—
Operating profit	77,271	76,660	79,162	6,046	21,684	28,183	81,905	TBD
(Operating margin ratio)	13.6%	12.3%	11.8%	5.4%	8.8%	8.5%	12.1%	—
Business profit(*1)	—	—	79,623	6,312	22,181	28,920	82,833	TBD
Non-operating income	698	773	746	342	929	1,102	1,350	—
Interest and dividend income	304	121	114	43	62	113	208	—
Other	393	651	631	299	866	988	1,141	—
Non-operating expenses	9,017	9,400	10,584	2,359	4,769	7,350	10,178	—
Interest expenses	7,539	7,334	8,753	2,155	4,320	6,584	8,788	—
Other	1,477	2,065	1,831	204	449	766	1,389	—
Ordinary profit	68,952	68,033	69,323	4,028	17,844	21,935	73,077	TBD
(Ordinary profit ratio on revenue)	12.1%	10.9%	10.4%	3.6%	7.2%	6.6%	10.8%	—
Extraordinary income	946	3,766	—	—	393	393	393	—
Extraordinary losses	591	4,077	3,916	—	—	241	381	—
Profit before income taxes	69,307	67,722	65,407	4,028	18,238	22,088	73,090	—
Profit attributable to owners of parent	47,005	46,029	45,873	2,975	12,468	14,662	48,886	TBD

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

(*2) Forecasts of consolidated financial results for the fiscal year ending March 31, 2021 is to be determined, as it is difficult to reasonably calculate the impact of the spread of novel coronavirus disease (COVID-19) on business activities and business results. The information will be disclosed once it is possible to make rational calculations in future.

		2017/03	2018/03	2019/03	2020/03				2021/03
		FY	FY	FY	1Q As of Jun.30, 2019	2Q As of Sep.30, 2019	3Q As of Dec.31, 2019	FY	FY(F)
Total assets		1,593,093	1,673,099	1,759,455	1,717,562	1,731,031	1,811,542	1,801,273	—
	Current assets	684,306	717,635	849,528	805,417	822,168	889,438	906,726	—
	<Inventories>	<570,888>	<592,996>	<636,925>	<653,012>	<664,347>	<725,458>	<714,734>	—
	<Equity investment >	<2,567>	<9,612>	<18,066>	<18,360>	<21,679>	<31,625>	<30,983>	—
	Non-current assets	908,786	955,464	909,926	912,145	908,863	922,104	894,547	—
Net assets		493,813	514,982	541,562	536,690	547,709	538,899	565,120	—
Shareholders' equity ratio		30.2%	30.0%	29.9%	30.4%	30.8%	28.9%	30.5%	—
Interest-bearing debt		810,100	877,800	914,000	920,500	919,500	1,011,000	870,000	—

		2017/03	2018/03	2019/03	2020/03				2021/03
		FY	FY	FY	1Q Apr-Jun '19	2Q Apr-Sep '19	3Q Apr-Dec '19	FY	FY(F)
Capital investment (*1)		61,300	71,665	20,824	4,000	8,429	12,518	20,363	—
Depreciation (*2)		16,877	18,824	19,201	4,854	9,776	14,735	19,805	—

		2017/03	2018/03	2019/03	2020/03				2021/03
		FY	FY	FY	1Q Apr-Jun '19	2Q Apr-Sep '19	3Q Apr-Dec '19	FY	FY(F)
Cash flows from operating activities		(31,889)	21,498	89,964	(53,165)	(54,814)	(116,340)	56,618	—
Cash flows from investing activities		(54,558)	(51,637)	(46,699)	(3,061)	(3,163)	(23,085)	(30,490)	—
Cash flows from financing activities		76,575	43,787	13,723	(2,594)	(5,930)	76,150	(66,821)	—
Cash and cash equivalents		47,699	61,347	118,330	59,559	54,344	54,926	77,611	—

(*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.

	2017/03	2018/03(*1)	2019/03(*4,5)			
	FY	FY	1Q Apr-Jun '18	2Q Apr-Sep '18	3Q Apr-Dec '18	FY
Operating revenue						
Residential Development	329,787	355,445	50,625	105,552	170,646	375,373
Housing sales(Japan)	308,960	336,819	34,684	85,779	146,557	342,055
Rental housing(sale)(*4,6)	—	—	9,100	9,100	9,100	11,740
Rental housing(leasing)(*4,6)	—	—	98	211	326	495
Senior(*4)	—	—	72	162	265	377
Other	20,827	18,626	6,668	10,299	14,395	20,701
Commercial Real Estate(*2)	115,009	134,941	40,785	68,919	93,875	171,612
Leasing (offices)	51,981	53,312	15,194	28,155	41,125	53,975
Leasing (retail facilities)	11,649	12,686	3,486	6,877	10,341	13,817
Leasing (other)	5,954	7,193	1,917	3,845	5,816	7,974
Property for sales (sale)(*7)	35,350	43,301	13,963	13,963	13,963	65,350
Property for sales (leasing)(*7)	4,054	4,724	784	1,799	3,119	4,533
Fitness(*5)	—	—	4,028	8,173	12,406	16,647
Other	6,018	13,722	1,409	6,103	7,102	9,312
Investment Management	9,662	9,378	2,611	4,501	7,094	9,641
Property Brokerage & CRE	34,820	35,703	7,899	16,969	25,513	37,298
Brokerage fee (retail)	20,038	20,791	5,293	10,526	15,769	21,618
Brokerage fee (wholesale)	10,244	10,845	1,814	4,722	7,368	11,517
Other	4,536	4,065	791	1,719	2,375	4,162
Property & Facility Management	95,764	104,581	20,080	43,171	65,030	91,374
Property & facility management	48,301	50,386	12,700	25,629	38,573	51,524
Construction ordered	26,857	31,604	5,732	13,982	21,118	32,371
Fitness club & Senior	15,523	16,064	—	—	—	—
Other	5,081	6,526	1,648	3,559	5,337	7,478
Other	106	107	23	46	69	94
Adjustments (eliminations or corporate)	(15,470)	(16,396)	(3,121)	(7,803)	(11,373)	(16,885)
Total	569,680	623,762	118,903	231,358	350,857	668,510

Operating profit						
Residential Development	27,787	24,523	407	2,559	3,729	25,069
Commercial Real Estate(*2)	32,567	35,232	10,892	16,713	22,351	37,600
Investment Management	6,016	5,911	1,755	2,772	4,478	5,943
Property Brokerage & CRE	9,124	8,452	990	2,882	4,352	8,170
Property & Facility Management	6,939	7,078	1,121	3,098	4,771	7,434
Other	(30)	(10)	(5)	(15)	(23)	(43)
Adjustments (eliminations or corporate)	(5,132)	(4,527)	(594)	(1,993)	(2,648)	(5,013)
Total	77,271	76,660	14,568	26,018	37,010	79,162

Business profit (*3)						
Residential Development	—	—	408	2,547	3,715	25,032
Commercial Real Estate(*2)	—	—	10,979	16,915	22,697	38,043
Investment Management	—	—	1,755	2,772	4,478	5,969
Property Brokerage & CRE	—	—	990	2,882	4,352	8,170
Property & Facility Management	—	—	1,128	3,112	4,793	7,464
Other	—	—	(5)	(15)	(23)	(43)
Adjustments (eliminations or corporate)	—	—	(594)	(1,993)	(2,648)	(5,013)
Total	—	—	14,663	26,222	37,365	79,623

2020/03				2021/03
1Q Apr-Jun '19	2Q Apr-Sep '19	3Q Apr-Dec '19	FY	FY(F)
13,879	64,457	93,624	334,710	TBD
10,196	55,012	78,367	294,376	—
1,140	2,750	2,750	17,931	—
220	514	804	1,070	—
112	223	337	451	—
2,209	5,956	11,365	20,880	—
72,166	121,042	146,933	215,820	TBD
11,986	24,442	36,602	48,792	—
3,151	6,359	9,798	12,910	—
2,062	4,132	6,190	8,375	—
39,527	62,729	62,729	106,816	—
1,890	3,712	5,279	7,037	—
4,222	8,526	12,862	15,757	—
9,325	11,138	13,472	16,131	—
3,144	5,953	9,064	12,059	TBD
7,852	18,269	27,092	39,110	TBD
5,638	11,927	17,390	24,017	—
1,705	5,109	7,767	11,138	—
508	1,232	1,933	3,954	—
19,878	45,751	66,863	92,982	TBD
12,994	26,433	39,777	53,210	—
5,636	16,512	23,145	34,354	—
—	—	—	—	—
1,247	2,805	3,940	5,417	—
23	45	146	168	TBD
(4,496)	(8,505)	(12,164)	(18,356)	TBD
112,448	247,015	331,560	676,495	TBD

(4,839)	(5,249)	(8,503)	24,925	—
8,151	18,524	24,255	38,669	—
1,854	3,308	5,195	6,853	—
560	3,239	4,935	9,117	—
1,193	4,089	5,452	8,089	—
(1)	(59)	(27)	(106)	—
(872)	(2,168)	(3,124)	(5,644)	—
6,046	21,684	28,183	81,905	—

(4,853)	(5,271)	(8,531)	24,905	TBD
8,330	18,846	24,727	39,238	TBD
1,931	3,460	5,417	7,149	TBD
560	3,239	4,935	9,109	TBD
1,218	4,134	5,523	8,181	TBD
(1)	(59)	(27)	(106)	TBD
(872)	(2,168)	(3,124)	(5,644)	TBD
6,312	22,181	28,920	82,833	TBD

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

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

(*3) 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

(*4) 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 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 the 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) Rental Housing refers to properties developed for real estate investment market.

(*7) Property for sales refers to properties such as office building, retail facility and logistic facility developed for real estate investment market.

	2017/03	2018/03(*1)	2019/03(*3,4)				2020/03				2021/03
	FY	FY	1Q As of Jun.30, 2018	2Q As of Sep.30, 2018	3Q As of Dec.31, 2018	FY	1Q As of Jun.30, 2019	2Q As of Sep.30, 2019	3Q As of Dec.31, 2019	FY	FY(F)
Assets											
Residential Development	450,698	448,412	489,894	510,560	513,589	463,277	484,631	503,278	559,905	505,710	—
Commercial Real Estate(*2)	993,985	1,060,815	1,040,275	1,061,716	1,077,514	1,086,064	1,078,030	1,073,222	1,100,034	1,126,619	—
Investment Management	35,649	34,840	32,759	32,853	39,781	42,463	40,669	40,591	40,982	43,053	—
Property Brokerage & CRE	22,873	17,181	13,818	13,864	14,703	28,228	14,237	17,048	18,338	19,136	—
Property & Facility Management	56,529	62,781	33,539	36,574	36,291	42,294	34,747	39,656	38,394	44,474	—
Other	929	921	923	915	917	929	927	925	976	937	—
Adjustments (eliminations or corporate)	32,427	48,147	66,022	53,717	50,589	96,197	64,319	56,309	52,912	61,340	—
Total	1,593,093	1,673,099	1,677,233	1,710,201	1,733,386	1,759,455	1,717,562	1,731,031	1,811,542	1,801,273	—

Inventories											
Residential Development	403,232	401,030	435,917	451,709	448,040	391,508	415,626	421,692	459,087	401,119	—
Commercial Real Estate(*2)	166,997	187,299	160,052	178,695	197,649	245,575	237,767	243,214	266,728	314,311	—
Investment Management	—	—	—	—	—	—	—	—	—	—	—
Property Brokerage & CRE	—	—	—	—	—	—	—	—	—	—	—
Property & Facility Management	964	5,091	389	362	551	397	365	186	466	55	—
Other	13	13	13	11	11	11	11	11	11	11	—
Adjustments (eliminations or corporate)	(319)	(437)	(636)	(636)	(636)	(567)	(758)	(758)	(835)	(762)	—
Total	570,888	592,996	595,735	630,142	645,616	636,925	653,012	664,347	725,458	714,734	—

Return on Assets (ROA) of Each Business Unit											
Residential Development	6.4%	5.5%	—	—	—	5.5%	—	—	—	5.1%	—
Commercial Real Estate(*2)	3.4%	3.4%	—	—	—	3.5%	—	—	—	3.5%	—
Investment Management	16.6%	16.8%	—	—	—	15.4%	—	—	—	16.0%	—
Property Brokerage & CRE	33.2%	42.2%	—	—	—	36.0%	—	—	—	38.5%	—
Property & Facility Management	12.4%	11.9%	—	—	—	14.2%	—	—	—	18.8%	—
Other	—	—	—	—	—	—	—	—	—	—	—
Total	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, 2019, the classification of Nomura Real Estate Reform Co., Ltd. has been changed from the 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.

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

(*3) 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 full-year results for the fiscal year ended March 31, 2019 are classified under the new classification.

(*4) 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 full-year results for the fiscal year ended March 31, 2019 are classified under the new classification.

Business unit operating results	2017/03				2018/03				2019/03				2020/03				2021/03
	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	1Q Apr-Jun '19	2Q Apr-Sep '19	3Q Apr-Dec '19	FY	FY(F)
1. The number of housing contracted (units)	993	2,276	3,447	4,853	1,116	2,828	4,410	5,917	1,382	2,720	4,318	6,055	999	2,275	3,134	4,353	—
1. Housing sales (units)	451	2,006	3,074	5,567	1,089	2,199	3,447	5,865	670	1,393	2,583	5,890	208	997	1,379	4,739	TBD
1. Contract rate against the number of housing sales (%)(*1)	62.5%	79.7%	92.3%	—	62.9%	80.5%	93.1%	—	67.2%	81.2%	93.0%	—	67.3%	81.8%	91.1%	—	—
1. Gross margin ratio of housing sales (%)	21.8%	22.8%	22.4%	21.7%	21.0%	20.8%	20.6%	19.1%	18.4%	19.8%	19.2%	19.1%	16.4%	17.1%	17.8%	20.4%	—
1. Completed housing inventories (released for sale) (units)	160	379	318	252	292	311	270	239	186	132	224	229	97	103	92	321	—
1. Completed housing inventories (unreleased) (units)	182	332	222	402	409	321	186	218	120	75	64	47	23	32	27	187	—
2. Net lettable area (offices, retail facilities) (sqm)	977,289	976,688	975,252	975,974	997,853	1,039,512	1,036,954	1,021,004	1,003,149	1,003,152	1,003,292	953,620	964,706	965,955	965,360	924,970	—
2. Vacancy rate (offices, retail facilities)	1.4%	1.2%	1.0%	0.8%	0.6%	0.6%	1.1%	0.7%	0.7%	3.9%	3.9%	4.7%	4.1%	4.3%	3.9%	4.0%	—
2. Members of MEGALOS	142,161	143,646	140,879	140,743	141,028	140,901	139,656	139,836	142,417	147,090	145,805	145,065	147,879	149,335	146,409	143,663	—
2. Sales per customer of MEGALOS	—	—	—	9,090	—	—	—	9,480	—	—	—	9,585	—	—	—	8,925	—
3. Assets under management (millions of yen)	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	1,697,521	1,702,811	1,712,908	1,798,583	—
4. Brokerage: Number of transactions	2,034	4,067	5,984	8,272	2,129	4,267	6,226	8,561	2,193	4,375	6,492	8,922	2,336	4,817	6,948	9,515	—
4. Brokerage: Total transaction value (millions of yen)	186,111	371,729	554,811	745,147	202,616	420,676	593,289	800,739	163,543	356,396	540,237	767,324	179,354	412,921	643,494	872,337	—
5. Buildings under management	710	708	705	702	720	724	724	723	726	728	734	732	745	727	729	723	—
5. Condominiums under management (units)	163,224	165,801	166,570	168,999	170,337	170,641	171,420	173,705	173,667	173,845	174,708	177,582	177,461	177,303	177,688	182,230	—

Business unit information noted:

1. Residential Development 2. Commercial Real Estate(*2) 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) From the fiscal year ended March 31, 2020, Leasing Business Unit has been renamed Commercial Real Estate Business Unit.