

Nintendo Co., Ltd.

Earnings Release for Fiscal Year Ended March 2018

Supplementary Information

[Note]

Forecasts announced by Nintendo Co., Ltd. herein are prepared based on management's assumptions with information available at this time and therefore involve known and unknown risks and uncertainties. Please note such risks and uncertainties may cause the actual results to be materially different from the forecasts (earnings forecast, dividend forecast and other forecasts).

Consolidated Statements of Income Transition

million yen

	FY3/2014	FY3/2015	FY3/2016	FY3/2017	FY3/2018
Net sales	571,726	549,780	504,459	489,095	1,055,682
Cost of sales	408,506	335,196	283,494	290,197	652,141
Gross profit	163,219	214,584	220,965	198,898	403,540
(Gross profit ratio)	(28.5%)	(39.0%)	(43.8%)	(40.7%)	(38.2%)
Selling, general and administrative expenses	209,645	189,814	188,083	169,535	225,983
Operating profit	-46,425	24,770	32,881	29,362	177,557
(Operating profit ratio)	(-8.1%)	(4.5%)	(6.5%)	(6.0%)	(16.8%)
Non-operating income	53,136	46,043	14,550	28,593	23,509
(of which foreign exchange gains)	(39,287)	(34,051)	(-)	(-)	(-)
Non-operating expenses	624	283	18,641	7,591	1,710
(of which foreign exchange losses)	(-)	(-)	(18,356)	(5,256)	(766)
Ordinary profit	6,086	70,530	28,790	50,364	199,356
(Ordinary profit ratio)	(1.1%)	(12.8%)	(5.7%)	(10.3%)	(18.9%)
Extraordinary income	4,922	3,737	407	64,775	3,240
Extraordinary losses	79	2,176	1,482	409	1,507
Profit before income taxes	10,929	72,091	27,715	114,730	201,090
Income taxes	34,132	30,228	11,197	12,147	60,144
Profit	-23,202	41,862	16,518	102,582	140,945
Profit attributable to non-controlling interests	20	18	13	8	1,354
Profit attributable to owners of parent	-23,222	41,843	16,505	102,574	139,590
(Profit attributable to owners of parent ratio)	(-4.1%)	(7.6%)	(3.3%)	(21.0%)	(13.2%)

Quarterly Consolidated Statements of Income Transition

million yen

	F Y 3/2017					F Y 3/2018				
	1 Q	2 Q	3 Q	4 Q	Total	1 Q	2 Q	3 Q	4 Q	Total
Net sales	61,969	74,843	174,308	177,974	489,095	154,069	219,971	482,971	198,669	1,055,682
Cost of sales	31,436	43,796	95,823	119,141	290,197	89,339	140,985	300,382	121,434	652,141
Gross profit	30,532	31,047	78,485	58,832	198,898	64,729	78,986	182,588	77,235	403,540
(Gross profit ratio)	(49.3%)	(41.5%)	(45.0%)	(33.1%)	(40.7%)	(42.0%)	(35.9%)	(37.8%)	(38.9%)	(38.2%)
Selling, general and administrative expenses	35,667	31,860	46,222	55,785	169,535	48,520	55,234	66,087	56,140	225,983
Operating profit	-5,134	-812	32,262	3,047	29,362	16,208	23,752	116,500	21,094	177,557
(Operating profit ratio)	(-8.3%)	(-1.1%)	(18.5%)	(1.7%)	(6.0%)	(10.5%)	(10.8%)	(24.1%)	(10.6%)	(16.8%)
Non-operating income	1,869	13,709	8,259	4,755	28,593	15,105	15,117	8,651	-15,364	23,509
(of which foreign exchange gains)	(-)	(-)	(1,405)	(-1,405)	(-)	(7,139)	(9,206)	(3,917)	(-20,264)	(-)
Non-operating expenses	35,409	5,105	-39,471	6,547	7,591	353	239	179	937	1,710
(of which foreign exchange losses)	(35,003)	(4,907)	(-39,911)	(5,256)	(5,256)	(-)	(-)	(-)	(766)	(766)
Ordinary profit	-38,674	7,791	79,993	1,254	50,364	30,960	38,630	124,972	4,792	199,356
(Ordinary profit ratio)	(-62.4%)	(10.4%)	(45.9%)	(0.7%)	(10.3%)	(20.1%)	(17.6%)	(25.9%)	(2.4%)	(18.9%)
Extraordinary income	5	62,947	803	1,018	64,775	409	2,361	469	0	3,240
Extraordinary losses	18	7	167	215	409	6	1,147	274	78	1,507
Profit before income taxes	-38,688	70,731	80,629	2,057	114,730	31,363	39,844	125,167	4,714	201,090
Income taxes	-14,157	7,895	15,955	2,453	12,147	9,568	8,967	40,716	891	60,144
Profit	-24,530	62,835	64,673	-396	102,582	21,795	30,876	84,450	3,822	140,945
Profit attributable to non-controlling interests	4	1	4	-1	8	534	634	789	-603	1,354
Profit attributable to owners of parent	-24,534	62,833	64,669	-394	102,574	21,260	30,242	83,661	4,425	139,590
(Profit attributable to owners of parent ratio)	(-39.6%)	(84.0%)	(37.1%)	(-0.2%)	(21.0%)	(13.8%)	(13.7%)	(17.3%)	(2.2%)	(13.2%)

Foreign Currency Transaction Information

Consolidated Net Sales in Foreign Currencies

	FY3/2017				FY3/2018			
	1 Q	2 Q	3 Q	4 Q	1 Q	2 Q	3 Q	4 Q
USD	0.2 billion				0.5 billion			
	0.4 billion				1.2 billion			
	1.0 billion				3.0 billion			
	1.7 billion				3.7 billion			
Euro	0.1 billion				0.2 billion			
	0.3 billion				0.7 billion			
	0.7 billion				1.7 billion			
	1.0 billion				2.0 billion			

Non-Consolidated Purchases in U.S. Dollars

	FY3/2017				FY3/2018			
	1 Q	2 Q	3 Q	4 Q	1 Q	2 Q	3 Q	4 Q
	0.1 billion				0.8 billion			
	0.3 billion				2.3 billion			
	0.8 billion				4.2 billion			
	1.5 billion				5.7 billion			

Average Exchange Rates

	FY3/2017				FY3/2018				yen
	1 Q	2 Q	3 Q	4 Q	1 Q	2 Q	3 Q	4 Q	
1 USD	108.14				111.09				
	105.29				111.06				
	106.63				111.70				
	108.38				110.85				
1 Euro	122.02				122.19				
	118.15				126.29				
	118.02				128.53				
	118.79				129.70				

Major Assets and Liabilities in Foreign Currencies (Non-Consolidated)

	FY3/2017 3/31/2017	FY3/2018 million dollars/euros			
		6/30/2017	9/30/2017	12/31/2017	3/31/2018
Cash and deposits (USD)	2,181	2,227	2,143	1,992	2,069
Accounts receivable-trade (USD)	500	446	932	1,022	1,853
Accounts payable-trade (USD)	531	654	1,160	1,485	1,058
Loans payable to subsidiaries (USD)	300	300	300	300	300
Cash and deposits (Euro)	495	522	548	604	571
Accounts receivable-trade (Euro)	333	365	739	918	403

Exchange Rates

	FY3/2017 3/31/2017	FY3/2018 yen			
		6/30/2017	9/30/2017	12/31/2017	3/31/2018
1 USD	112.19	112.00	112.73	113.00	106.24
1 Euro	119.79	127.97	132.85	134.94	130.52

Key Indicators

Proportion of Overseas Sales

FY3/2017			
1Q	2Q	3Q	4Q
72.3%	70.1%	71.2%	77.4%
71.1%			
71.2%			
73.4%			

FY3/2018			
1Q	2Q	3Q	4Q
73.9%	72.1%	76.1%	77.8%
72.8%			
74.7%			
75.3%			

※ Proportion of overseas(outside of Japan) sales to total sales

Proportion of Hardware Sales

FY3/2017			
1Q	2Q	3Q	4Q
41.9%	56.1%	44.2%	67.3%
49.7%			
46.6%			
54.0%			

FY3/2018			
1Q	2Q	3Q	4Q
61.0%	70.0%	66.4%	61.3%
66.3%			
66.3%			
65.4%			

※ Proportion of hardware(including accessories) sales to total dedicated video game platform sales

Proportion of First-Party Software Sales

FY3/2017			
1Q	2Q	3Q	4Q
83.4%	71.4%	93.9%	85.7%
77.7%			
87.5%			
87.0%			

FY3/2018			
1Q	2Q	3Q	4Q
87.3%	73.6%	88.9%	84.9%
80.0%			
85.4%			
85.3%			

※ Proportion of first-party software sales to total dedicated video game software sales

Digital Sales in Japanese Yen

FY3/2017			
1Q	2Q	3Q	4Q
7.8 billion	6.9 billion	8.3 billion	9.4 billion
14.7 billion			
23.1 billion			
32.5 billion			

FY3/2018			
1Q	2Q	3Q	4Q
11.0 billion	11.7 billion	20.3 billion	17.6 billion
22.8 billion			
43.1 billion			
60.8 billion			

※ "Download sales" has been renamed to "Digital sales."

※ Digital sales include downloadable versions of packaged software, download-only software and add-on content.

Proportion of Digital Sales

FY3/2017			
1Q	2Q	3Q	4Q
22.5%	21.7%	9.0%	17.7%
22.1%			
14.5%			
15.3%			

FY3/2018			
1Q	2Q	3Q	4Q
19.5%	18.6%	12.8%	24.2%
19.1%			
15.5%			
17.3%			

※ Proportion of digital sales to total dedicated video game software sales

Million-Seller Titles of Nintendo Products

units in ten thousands

FY3/2018(Apr.'17-Mar.'18)			Life-to-date
Global	of which		Global
	Japan	Overseas	

Nintendo Switch

SUPER MARIO ODYSSEY

Mario Kart 8 Deluxe

Splatoon 2

The Legend of Zelda: Breath of the Wild

ARMS

1-2-Switch

Xenoblade Chronicles 2

Kirby Star Allies

POKKÉN TOURNAMENT DX *

1,041	191	850	1,041
922	168	754	922
602	261	341	602
572	70	501	848
185	47	138	185
134	32	103	229
131	31	101	131
126	50	75	126
116	—	116	116

Nintendo 3DS

Pokémon Ultra Sun/Pokémon Ultra Moon

Mario Kart 7

New Super Mario Bros. 2

751	244	507	751
182	15	167	1,704
133	5	128	1,261

[Notes] Software sales units include the quantity bundled with hardware.

Software sales units include their downloadable versions.

*This title is published by The Pokémon Company in the domestic market.

Launch Dates of Primary Nintendo Products by Region (Apr. 2017~Mar. 2018)

		Nintendo 3DS		Nintendo Switch	
Region	(Category)	Title	Launch Date	Title	Launch Date
Japan	(Hardware)	New Nintendo 2DS XL	7/13/2017		
	(Software)	Fire Emblem Echoes: Shadows of Valentia	4/20/2017	Mario Kart 8 Deluxe	4/28/2017
		Ever Oasis	7/13/2017	ARMS	6/16/2017
		Hey! PIKMIN	7/13/2017	Splatoon 2	7/21/2017
		Metroid: Samus Returns	9/15/2017	POKKÉN TOURNAMENT DX *	9/22/2017
		Mario & Luigi: Superstar Saga + Bowser's Minions	10/5/2017	SUPER MARIO ODYSSEY	10/27/2017
		Nintendo Presents: New Style Boutique 3 – Styling Star	11/2/2017	Snipperclips Plus - Cut it out, together!	11/10/2017
		Pokémon Ultra Sun	11/17/2017	Xenoblade Chronicles 2	12/1/2017
		Pokémon Ultra Moon	11/17/2017	Mario + Rabbids Kingdom Battle **	1/18/2018
		Kirby Battle Royale	11/30/2017	Bayonetta	2/17/2018
		Mario Party The Top 100	12/28/2017	Bayonetta 2	2/17/2018
		Detective Pikachu	3/23/2018	Kirby Star Allies	3/16/2018
The United States	(Hardware)	New Nintendo 2DS XL	7/28/2017		
	(Software)	Fire Emblem Echoes: Shadows of Valentia	5/19/2017	Mario Kart 8 Deluxe	4/28/2017
		Ever Oasis	6/23/2017	ARMS	6/16/2017
		Hey! PIKMIN	7/28/2017	Splatoon 2	7/21/2017
		Miitopia	7/28/2017	POKKÉN TOURNAMENT DX	9/22/2017
		Monster Hunter Stories **	9/8/2017	Fire Emblem Warriors **	10/20/2017
		Metroid: Samus Returns	9/15/2017	SUPER MARIO ODYSSEY	10/27/2017
		YO-KAI WATCH 2: Psychic Specters **	9/29/2017	Snipperclips Plus - Cut it out, together!	11/10/2017
		Mario & Luigi: Superstar Saga + Bowser's Minions	10/6/2017	Xenoblade Chronicles 2	12/1/2017
		Fire Emblem Warriors **/**	10/20/2017	Dragon Quest Builders **	2/9/2018
		Mario Party The Top 100	11/10/2017	Bayonetta	2/16/2018
		Pokémon Ultra Sun	11/17/2017	Bayonetta 2	2/16/2018
		Pokémon Ultra Moon	11/17/2017	Kirby Star Allies	3/16/2018
		Kirby Battle Royale	1/19/2018		
		Detective Pikachu	3/23/2018		
Europe	(Hardware)	New Nintendo 2DS XL	7/28/2017		
	(Software)	YO-KAI WATCH 2: Bony Spirits **	4/7/2017	Mario Kart 8 Deluxe	4/28/2017
YO-KAI WATCH 2: Fleshy Souls **		4/7/2017	ARMS	6/16/2017	
Fire Emblem Echoes: Shadows of Valentia		5/19/2017	Splatoon 2	7/21/2017	
Ever Oasis		6/23/2017	POKKÉN TOURNAMENT DX	9/22/2017	
Hey! PIKMIN		7/28/2017	Fire Emblem Warriors **	10/20/2017	
Miitopia		7/28/2017	SUPER MARIO ODYSSEY	10/27/2017	
Dr Kawashima's Devilish Brain Training: Can you stay focused?		7/28/2017	Snipperclips Plus - Cut it out, together!	11/10/2017	
Monster Hunter Stories **		9/8/2017	Xenoblade Chronicles 2	12/1/2017	
Metroid: Samus Returns		9/15/2017	Dragon Quest Builders **	2/9/2018	
YO-KAI WATCH 2: Psychic Specters **		9/29/2017	Bayonetta	2/16/2018	
Mario & Luigi: Superstar Saga + Bowser's Minions		10/6/2017	Bayonetta 2	2/16/2018	
Story of Seasons: Trio of Towns **		10/13/2017	Kirby Star Allies	3/16/2018	
Fire Emblem Warriors **/**		10/20/2017			
Kirby Battle Royale		11/3/2017			
Pokémon Ultra Sun		11/17/2017			
Pokémon Ultra Moon		11/17/2017			
Nintendo Presents: New Style Boutique 3 – Styling Star		11/24/2017			
Mario Party The Top 100		12/22/2017			
Detective Pikachu		3/23/2018			
		Others		Note: Launch dates may differ within the United States and Europe regions depending on territories or countries. *This title is published by The Pokémon Company. **This title is licensed to be sold as a Nintendo product. ***This title is exclusive to New Nintendo 3DS/ New Nintendo 3DS XL/New Nintendo 2DS XL.	
Region	(Category)	Title	Launch Date		
Japan		Nintendo Classic Mini: Super Famicom	10/5/2017		
The United States		Super Nintendo Entertainment System: Super NES Classic Edition	9/29/2017		
Europe		Nintendo Classic Mini: Super Nintendo Entertainment System	9/29/2017		

Launch Schedule of Primary Nintendo Products by Region (extracts: Apr. 2018～)

Region	(Category)	Nintendo 3DS		Nintendo Switch	
		Title	Launch Date	Title	Launch Date
Japan	(Software)	Dillon's Dead-Heat Breakers	4/26/2018	Nintendo Labo Toy-Con 01: Variety Kit	4/20/2018
		Sushi Striker: The Way of Sushido	6/8/2018	Nintendo Labo Toy-Con 02: Robot Kit	4/20/2018
		Captain Toad: Treasure Tracker	7/13/2018	Donkey Kong Country: Tropical Freeze	5/3/2018
		WarioWare Gold	8/2/2018	Sushi Striker: The Way of Sushido	6/8/2018
		Luigi's Mansion	2018	Mario Tennis Aces	6/22/2018
		Mario & Luigi: Bowser's Inside Story + Bowser Jr.'s Journey	2019	Captain Toad: Treasure Tracker	7/13/2018
				Fire Emblem for Nintendo Switch (temp.)	2018
				Yoshi for Nintendo Switch (temp.)	2018
				Super Smash Bros. (temp.)	2018
				Pokémon RPG for Nintendo Switch (temp.)	2018 or later
The United States	(Software)	Dillon's Dead-Heat Breakers	5/24/2018	Nintendo Labo Toy-Con 01: Variety Kit	4/20/2018
		Sushi Striker: The Way of Sushido	6/8/2018	Nintendo Labo Toy-Con 02: Robot Kit	4/20/2018
		Captain Toad: Treasure Tracker	7/13/2018	Donkey Kong Country: Tropical Freeze	5/4/2018
		WarioWare Gold	8/3/2018	Hyrule Warriors: Definitive Edition *	5/18/2018
		Luigi's Mansion	2018	Sushi Striker: The Way of Sushido	6/8/2018
		Mario & Luigi: Bowser's Inside Story + Bowser Jr.'s Journey	2019	Mario Tennis Aces	6/22/2018
				OCTOPATH TRAVELER *	7/13/2018
				Captain Toad: Treasure Tracker	7/13/2018
				The World Ends with You: Final Remix *	2018
				Fire Emblem for Nintendo Switch (temp.)	2018
Europe	(Software)	Dillon's Dead-Heat Breakers	5/25/2018	Nintendo Labo Toy-Con 01: Variety Kit	4/27/2018
		Sushi Striker: The Way of Sushido	6/8/2018	Nintendo Labo Toy-Con 02: Robot Kit	4/27/2018
		Captain Toad: Treasure Tracker	7/13/2018	Donkey Kong Country: Tropical Freeze	5/4/2018
		WarioWare Gold	7/27/2018	Hyrule Warriors: Definitive Edition *	5/18/2018
		Luigi's Mansion	2018	Sushi Striker: The Way of Sushido	6/8/2018
		Mario & Luigi: Bowser's Inside Story + Bowser Jr.'s Journey	2019	Mario Tennis Aces	6/22/2018
				OCTOPATH TRAVELER *	7/13/2018
				Captain Toad: Treasure Tracker	7/13/2018
				The World Ends with You: Final Remix *	2018
				Fire Emblem for Nintendo Switch (temp.)	2018
				Yoshi for Nintendo Switch (temp.)	2018
				Super Smash Bros. (temp.)	2018
				Pokémon RPG for Nintendo Switch (temp.)	2018 or later
				Bayonetta 3	TBA
				Metroid Prime 4 (temp.)	TBA

Notes : Launch dates and titles etc. are subject to change.

Launch dates may differ within the United States and Europe regions depending on territories or countries.

*This title is licensed to be sold as a Nintendo product.

Upcoming Third-Party Software Lineup (extracts: Apr. 2018~)

Region	Nintendo 3DS		Nintendo Switch	
	Title	Publisher	Title	Publisher
Japan	Persona Q2 (temp.)	ATLUS	BLAZBLUE CROSS TAG BATTLE	ARC SYSTEM WORKS
	Sekaiju no meiQ (temp.)	ATLUS	CUBE CREATOR X	ARC SYSTEM WORKS
	Itsuwarino kurosinju	Happymeal	NARUTO SHIPPUDEN: Ultimate Ninja STORM Trilogy	BANDAI NAMCO Entertainment
	Dragon Lapis	KEMCO	SD GUNDAM G GENERATION GENESIS for Nintendo Switch	BANDAI NAMCO Entertainment
	dreeps: Alarm Playing Game	mebius.	Taiko No Tatsujin Nintendo Switch Version!	BANDAI NAMCO Entertainment
	Kawaii Pet 2	NIPPON COLUMBIA	Wolfenstein II: The New Colossus	Bethesda Softworks
	Block-a-Pix	Rainy Frog	ŌKAMI HD	CAPCOM
	MEKORAMA	Rainy Frog	Mega Man Legacy Collection 1 + 2	CAPCOM
	Kanken Shogakusei	Shogakukan	DARK SOULS: REMASTERED	FromSoftware
			GOD WARS THE COMPLETE LEGEND	KADOKAWA GAMES
			Inazuma Eleven Ares	LEVEL-5
			SNACK WORLD TREJARERS GOLD	LEVEL-5
			Usotsukihime to Momokuoji	Nippon Ichi Software
			Ys VIII: Lacrimosa of DANA	Nippon Ichi Software
			Valkyria Chronicles 4	SEGA
			SNK HEROINES Tag Team Frenzy	SNK
			Portal Knights	Spike Chunsoft
			Dragon Quest Builders 2	SQUARE ENIX
			OCTOPATH TRAVELER	SQUARE ENIX
The United States	Shin Megami Tensei: Strange Journey Redux	ATLUS	Little Nightmares: Complete Edition	BANDAI NAMCO Entertainment
			Just Shapes & Beats	Berzerk Studio
			Mega Man Legacy Collection 1 + 2	Capcom
			Street Fighter 30th Anniversary Collection	Capcom
			Runner3	Choice Provisions/Nicalis
			LUMINES REMASTERED	Enhance
			Don't Starve: Nintendo Switch Edition	Klei Entertainment
			Ys VIII: Lacrimosa of DANA	NIS America
			Battle Chasers: Nightwar	Nordic Games
			South Park: The Fractured But Whole	Ubisoft
			Banner Saga 3	Versus Evil
			LEGO The Incredibles	Warner Bros. Interactive Entertainment
Europe	Shin Megami Tensei: Strange Journey Redux	ATLUS	Little Nightmares: Complete Edition	BANDAI NAMCO Entertainment
			Just Shapes and Beats	Berzerk Studio
			Mega Man Legacy Collection	Capcom
			Mega Man Legacy Collection 2	Capcom
			Street Fighter 30th Anniversary Collection	Capcom
			Runner3	Choice Provisions
			LUMINES REMASTERED	Enhance
			Don't Starve: Nintendo Switch Edition	Klei Entertainment
			Ys VIII: Lacrimosa of Dana	NIS America
			Battle Chasers: Nightwar	THQ Nordic
			South Park: The Fractured But Whole	Ubisoft
			Banner Saga 3	Versus Evil
			LEGO The Incredibles	Warner Bros. Interactive Entertainment
			Flipping Death	Zoink Games

Notes: Software titles are based on the information as of April 26, 2018.

Launch schedules, software names etc. are subject to change

Launch titles are listed by publisher alphabetically.

This list includes titles that are released in a downloadable format only