

Nintendo Co., Ltd.

Earnings Release for the Three-Month Period Ended June 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

	FY3/2015 Apr.-June'14	FY3/2016 Apr.-June'15	FY3/2017 Apr.-June'16	FY3/2018 Apr.-June'17	FY3/2019 Apr.-June'18
Net sales	74,695	90,223	61,969	154,069	168,157
Cost of sales	42,169	47,537	31,436	89,339	85,249
Gross profit	32,526	42,685	30,532	64,729	82,907
(Gross profit ratio)	(43.5%)	(47.3%)	(49.3%)	(42.0%)	(49.3%)
Selling, general and administrative expenses	41,996	41,536	35,667	48,520	52,372
Operating profit	-9,470	1,149	-5,134	16,208	30,535
(Operating profit ratio)	(-12.7%)	(1.3%)	(-8.3%)	(10.5%)	(18.2%)
Non-operating income	4,897	13,173	1,869	15,105	13,389
(of which foreign exchange gains)	(-)	(10,818)	(-)	(7,139)	(7,501)
Non-operating expenses	5,392	35	35,409	353	58
(of which foreign exchange losses)	(5,045)	(-)	(35,003)	(-)	(-)
Ordinary profit	-9,964	14,286	-38,674	30,960	43,866
(Ordinary profit ratio)	(-13.3%)	(15.8%)	(-62.4%)	(20.1%)	(26.1%)
Extraordinary income	5	3	5	409	-
Extraordinary losses	1,426	5	18	6	366
Profit before income taxes	-11,385	14,285	-38,688	31,363	43,499
Income taxes	-1,467	6,003	-14,157	9,568	12,919
Profit	-9,918	8,281	-24,530	21,795	30,580
Profit attributable to non-controlling interests	5	-2	4	534	-19
Profit attributable to owners of parent	-9,924	8,284	-24,534	21,260	30,600
(Profit attributable to owners of parent ratio)	(-13.3%)	(9.2%)	(-39.6%)	(13.8%)	(18.2%)

Foreign Currency Transaction Information

Consolidated Net Sales in Foreign Currencies

	FY3/2018				FY3/2019
	1 Q	2 Q	3 Q	4 Q	1 Q
USD	0.5 billion				0.6 billion
	1.2 billion				
	3.0 billion				
	3.7 billion				
Euro	0.2 billion				0.2 billion
	0.7 billion				
	1.7 billion				
	2.0 billion				

Non-Consolidated Purchases in U.S. Dollars

	FY3/2018				FY3/2019
	1 Q	2 Q	3 Q	4 Q	1 Q
	0.8 billion				1.5 billion
	2.3 billion				
	4.2 billion				
	5.7 billion				

Average Exchange Rates

	FY3/2018				FY3/2019
	1 Q	2 Q	3 Q	4 Q	1 Q
1 USD	111.09				109.07
	111.06				
	111.70				
	110.85				
1 Euro	122.19				130.06
	126.29				
	128.53				
	129.70				

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

	million dollars/euros	
	FY3/2018 3/31/2018	FY3/2019 6/30/2018
Cash and deposits (USD)	2,069	2,055
Accounts receivable-trade (USD)	1,853	813
Accounts payable-trade (USD)	1,058	1,243
Loans payable to subsidiaries (USD)	300	300
Cash and deposits (Euro)	571	612
Accounts receivable-trade (Euro)	403	403

Exchange Rates

	yen	
	FY3/2018 3/31/2018	FY3/2019 6/30/2018
1 USD	106.24	110.54
1 Euro	130.52	127.91

Key Indicators

Proportion of Overseas Sales

FY3/2018				FY3/2019
1Q	2Q	3Q	4Q	1Q
73.9%	72.1%	76.1%	77.8%	76.6%
72.8%				
74.7%				
75.3%				

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

Proportion of Hardware Sales

FY3/2018				FY3/2019
1Q	2Q	3Q	4Q	1Q
61.0%	70.0%	66.4%	61.3%	51.7%
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

FY3/2018				FY3/2019
1Q	2Q	3Q	4Q	1Q
87.3%	73.6%	88.9%	84.9%	82.9%
80.0%				
85.4%				
85.3%				

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

Digital Sales in Japanese Yen

FY3/2018				FY3/2019
1Q	2Q	3Q	4Q	1Q
11.0 billion	11.7 billion	20.3 billion	17.6 billion	18.5 billion
22.8 billion				
43.1 billion				
60.8 billion				

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

Proportion of Digital Sales

FY3/2018				FY3/2019
1Q	2Q	3Q	4Q	1Q
19.5%	18.6%	12.8%	24.2%	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

FY3/2019(Apr.-June'18)			Life-to-date
Global	of which		Global
	Japan	Overseas	

Nintendo Switch

Donkey Kong Country: Tropical Freeze

Mario Tennis Aces

Mario Kart 8 Deluxe

140	24	116	140
138	30	108	138
113	17	96	1,035

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

Launch Dates of Primary Nintendo Products by Region (Apr. 2018~June 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
				Donkey Kong Country: Tropical Freeze	5/3/2018
				Sushi Striker: The Way of Sushido	6/8/2018
				Mario Tennis Aces	6/22/2018
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
				Donkey Kong Country: Tropical Freeze	5/4/2018
				Hyrule Warriors: Definitive Edition *	5/18/2018
				Sushi Striker: The Way of Sushido	6/8/2018
				Mario Tennis Aces	6/22/2018
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
				Donkey Kong Country: Tropical Freeze	5/4/2018
				Hyrule Warriors: Definitive Edition *	5/18/2018
				Sushi Striker: The Way of Sushido	6/8/2018
				Mario Tennis Aces	6/22/2018

[Notes] 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.

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

Region	(Category)	Nintendo 3DS		Nintendo Switch	
		Title	Launch Date	Title	Launch Date
Japan	(Software)	Captain Toad: Treasure Tracker	7/13/2018	Captain Toad: Treasure Tracker	7/13/2018
		WarioWare Gold	8/2/2018	Nintendo Labo Toy-Con 03: Drive Kit	9/14/2018
		Luigi's Mansion	2018	Xenoblade Chronicles 2: Torna - The Golden Country	9/21/2018
		Mario & Luigi: Bowser's Inside Story + Bowser Jr.'s Journey	2019	Super Mario Party	10/5/2018
				Pokémon: Let's Go, Pikachu!	11/16/2018
				Pokémon: Let's Go, Eevee!	11/16/2018
				Super Smash Bros. Ultimate	12/7/2018
				Fire Emblem: Three Houses	Spring 2019
				Pokémon RPG for Nintendo Switch (temp.)	Late 2019
				Yoshi for Nintendo Switch (temp.)	2019
				Bayonetta 3	TBA
		Metroid Prime 4 (temp.)	TBA		
The United States	(Software)	Captain Toad: Treasure Tracker	7/13/2018	OCTOPATH TRAVELER *	7/13/2018
		WarioWare Gold	8/3/2018	Captain Toad: Treasure Tracker	7/13/2018
		YO-KAI WATCH BLASTERS: Red Cat Corps *	9/7/2018	GO VACATION *	7/27/2018
		YO-KAI WATCH BLASTERS: White Dog Squad *	9/7/2018	Nintendo Labo Toy-Con 03: Vehicle Kit	9/14/2018
		Luigi's Mansion	2018	Xenoblade Chronicles 2: Torna - The Golden Country	9/21/2018
		Mario & Luigi: Bowser's Inside Story + Bowser Jr.'s Journey	2019	Super Mario Party	10/5/2018
				Pokémon: Let's Go, Pikachu!	11/16/2018
				Pokémon: Let's Go, Eevee!	11/16/2018
				Super Smash Bros. Ultimate	12/7/2018
				The World Ends with You -Final Remix- *	Fall 2018
				Fitness Boxing *	This Winter
		Fire Emblem: Three Houses	Spring 2019		
		Pokémon RPG for Nintendo Switch (temp.)	Late 2019		
		Yoshi for Nintendo Switch (temp.)	2019		
		DAEMON X MACHINA *	2019		
		Bayonetta 3	TBA		
		Metroid Prime 4 (temp.)	TBA		
Europe	(Software)	Captain Toad: Treasure Tracker	7/13/2018	OCTOPATH TRAVELER *	7/13/2018
		WarioWare Gold	7/27/2018	Captain Toad: Treasure Tracker	7/13/2018
		YO-KAI WATCH BLASTERS: Red Cat Corps *	9/7/2018	GO VACATION *	7/27/2018
		YO-KAI WATCH BLASTERS: White Dog Squad *	9/7/2018	Nintendo Labo Toy-Con 03: Vehicle Kit	9/14/2018
		Luigi's Mansion	2018	Xenoblade Chronicles 2: Torna - The Golden Country	9/21/2018
		Mario & Luigi: Bowser's Inside Story + Bowser Jr.'s Journey	2019	Super Mario Party	10/5/2018
				Pokémon: Let's Go, Pikachu!	11/16/2018
				Pokémon: Let's Go, Eevee!	11/16/2018
				Super Smash Bros. Ultimate	12/7/2018
				The World Ends with You -Final Remix- *	Fall 2018
				Fitness Boxing *	This Winter
		Fire Emblem: Three Houses	Spring 2019		
		Pokémon RPG for Nintendo Switch (temp.)	Late 2019		
		Yoshi for Nintendo Switch (temp.)	2019		
		DAEMON X MACHINA *	2019		
		Bayonetta 3	TBA		
		Metroid Prime 4 (temp.)	TBA		

[Notes] Launch dates and titles etc. are subject to change.

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

Nintendo Switch		
Region	Title	Publisher
Japan	DRAGON BALL FighterZ	BANDAI NAMCO Entertainment
	Go Vacation	BANDAI NAMCO Entertainment
	Proyakyu Famista Evolution	BANDAI NAMCO Entertainment
	Taiko No Tatsujin Nintendo Switch Version!	BANDAI NAMCO Entertainment
	MEGAMAN11	CAPCOM
	OKAMI HD	CAPCOM
	FIFA 19	Electronic Arts
	DARK SOULS REMASTERED	FromSoftware
	Travis Strikes Again: No More Heroes	GRASSHOPPER MANUFACTURE
	Warriors Orochi 4	KOEI TECMO GAMES
	YO-KAI WATCH 4	LEVEL-5
	INAZUMA ELEVEN ARES	LEVEL-5
	VALKYRIA CHRONICLES 4	SEGA
	OCTOPATH TRAVELER	SQUARE ENIX
	SaGa SCARLET GRACE	SQUARE ENIX
The World Ends with You -Final Remix-	SQUARE ENIX	
The United States	NBA 2K19	2K Games
	Undertale	8-4
	Hyper Light Drifter	Abylight Studios
	Dark Souls: Remastered	BANDAI NAMCO Entertainment
	DRAGON BALL FighterZ	BANDAI NAMCO Entertainment
	Firewatch	Campo Santo
	Mega Man X Legacy Collection 1 + 2	Capcom
	Monster Hunter Generations Ultimate	Capcom
	OKAMI HD	Capcom
	The Messenger	Devolver Digital
	FIFA 19	Electronic Arts
	Paladins (Free to Play version)	Hi Rez Studios
	Dead Cells	Motion Twin
	SNK Heroines: Tag Team Frenzy	NIS America
	Valkyria Chronicles 4	SEGA
Overcooked! 2	Team17	
Banner Saga 3	Stoic	
Europe	NBA 2K19	2K Games
	Undertale	8-4
	Hyper Light Drifter	Abylight Studios
	Dark Souls: Remastered	BANDAI NAMCO Entertainment
	DRAGON BALL FighterZ	BANDAI NAMCO Entertainment
	Firewatch	Campo Santo
	Mega Man X Legacy Collection 1	Capcom
	Mega Man X Legacy Collection 2	Capcom
	Monster Hunter Generations Ultimate	Capcom
	OKAMI HD	Capcom
	The Messenger	Devolver Digital
	FIFA 19	Electronic Arts
	Paladins (Free to Play version)	Hi Rez Studios
	Dead Cells	Motion Twin
	SNK Heroines: Tag Team Frenzy	NIS America
Valkyria Chronicles 4	SEGA	
Overcooked! 2	Team 17	
Banner Saga 3	Versus Evil	
Nintendo 3DS		
Region	Title	Publisher
Japan	Persona Q2 (temp.)	ATLUS
	Sekaiju no meiQ (temp.)	ATLUS
	Neko·Tomo	BANDAI NAMCO Entertainment
	Mobileball	mixi

[Notes] Software titles are based on the information as of July 31, 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.