

# Nintendo Co., Ltd.

## Earnings Release for the Nine-Month Period Ended December 2017

### 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 Apr.-Dec.'13	FY3/2015 Apr.-Dec.'14	FY3/2016 Apr.-Dec.'15	FY3/2017 Apr.-Dec.'16	FY3/2018 Apr.-Dec.'17
Net sales	499,120	442,920	425,664	311,121	857,012
Cost of sales	349,825	269,976	242,364	171,055	530,707
Gross profit	149,294	172,944	183,299	140,065	326,305
(Gross profit ratio)	(29.9%)	(39.0%)	(43.1%)	(45.0%)	(38.1%)
Selling, general and administrative expenses	150,873	141,339	140,814	113,750	169,842
Operating profit	-1,578	31,604	42,485	26,315	156,462
(Operating profit ratio)	(-0.3%)	(7.1%)	(10.0%)	(8.5%)	(18.3%)
Non-operating income	57,570	60,949	12,993	23,837	38,874
(of which foreign exchange gains)	(48,122)	(51,089)	(1,801)	(1,405)	(20,264)
Non-operating expenses	425	197	183	1,043	772
(of which foreign exchange losses)	( - )	( - )	( - )	( - )	( - )
Ordinary profit	55,566	92,356	55,295	49,110	194,563
(Ordinary profit ratio)	(11.1%)	(20.9%)	(13.0%)	(15.8%)	(22.7%)
Extraordinary income	1,422	3,608	404	63,756	3,240
Extraordinary losses	53	2,294	940	193	1,428
Profit before income taxes	56,936	93,669	54,759	112,673	196,375
Income taxes	46,743	34,164	14,196	9,693	59,253
Profit	10,192	59,505	40,563	102,979	137,122
Profit attributable to non-controlling interests	-3	-10	4	10	1,957
Profit attributable to owners of parent	10,195	59,515	40,558	102,969	135,165
(Profit attributable to owners of parent ratio)	(2.0%)	(13.4%)	(9.5%)	(33.1%)	(15.8%)

## Quarterly Consolidated Statements of Income Transition

million yen

	F Y 3/2017				F Y 3/2018			
	1 Q	2 Q	3 Q	Total	1 Q	2 Q	3 Q	Total
Net sales	61,969	74,843	174,308	311,121	154,069	219,971	482,971	857,012
Cost of sales	31,436	43,796	95,823	171,055	89,339	140,985	300,382	530,707
Gross profit	30,532	31,047	78,485	140,065	64,729	78,986	182,588	326,305
(Gross profit ratio)	(49.3%)	(41.5%)	(45.0%)	(45.0%)	(42.0%)	(35.9%)	(37.8%)	(38.1%)
Selling, general and administrative expenses	35,667	31,860	46,222	113,750	48,520	55,234	66,087	169,842
Operating profit	-5,134	-812	32,262	26,315	16,208	23,752	116,500	156,462
(Operating profit ratio)	(-8.3%)	(-1.1%)	(18.5%)	(8.5%)	(10.5%)	(10.8%)	(24.1%)	(18.3%)
Non-operating income	1,869	13,709	8,259	23,837	15,105	15,117	8,651	38,874
(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	1,043	353	239	179	772
(of which foreign exchange losses)	(35,003)	(4,907)	(-39,911)	(-)	(-)	(-)	(-)	(-)
Ordinary profit	-38,674	7,791	79,993	49,110	30,960	38,630	124,972	194,563
(Ordinary profit ratio)	(-62.4%)	(10.4%)	(45.9%)	(15.8%)	(20.1%)	(17.6%)	(25.9%)	(22.7%)
Extraordinary income	5	62,947	803	63,756	409	2,361	469	3,240
Extraordinary losses	18	7	167	193	6	1,147	274	1,428
Profit before income taxes	-38,688	70,731	80,629	112,673	31,363	39,844	125,167	196,375
Income taxes	-14,157	7,895	15,955	9,693	9,568	8,967	40,716	59,253
Profit	-24,530	62,835	64,673	102,979	21,795	30,876	84,450	137,122
Profit attributable to non-controlling interests	4	1	4	10	534	634	789	1,957
Profit attributable to owners of parent	-24,534	62,833	64,669	102,969	21,260	30,242	83,661	135,165
(Profit attributable to owners of parent ratio)	(-39.6%)	(84.0%)	(37.1%)	(33.1%)	(13.8%)	(13.7%)	(17.3%)	(15.8%)

## 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
USD	0.2 billion							
	0.4 billion							
	1.0 billion							
	1.7 billion							
Euro	0.1 billion							
	0.3 billion							
	0.7 billion							
	1.0 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
0.1 billion								
0.3 billion								
0.8 billion								
1.5 billion								
0.8 billion								
2.3 billion								
4.2 billion								

### Average Exchange Rates

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

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

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

### Exchange Rates

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

## Key Indicators

### Proportion of Overseas Sales

FY3/2017				FY3/2018		
1Q	2Q	3Q	4Q	1Q	2Q	3Q
72.3%	70.1%	71.2%	77.4%	73.9%	72.1%	76.1%
71.1%				72.8%		
71.2%				74.7%		
73.4%						

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

### Proportion of Hardware Sales

FY3/2017				FY3/2018		
1Q	2Q	3Q	4Q	1Q	2Q	3Q
41.9%	56.1%	44.2%	67.3%	61.0%	70.0%	66.4%
49.7%				66.3%		
46.6%				66.3%		
54.0%						

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

### Proportion of First-Party Software Sales

FY3/2017				FY3/2018		
1Q	2Q	3Q	4Q	1Q	2Q	3Q
83.4%	71.4%	93.9%	85.7%	87.3%	73.6%	88.9%
77.7%				80.0%		
87.5%				85.4%		
87.0%						

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

### Download Sales in Japanese Yen

FY3/2017				FY3/2018		
1Q	2Q	3Q	4Q	1Q	2Q	3Q
7.8 billion	6.9 billion	8.3 billion	9.4 billion	11.0 billion	11.7 billion	20.3 billion
14.7 billion				22.8 billion		
23.1 billion				43.1 billion		
32.5 billion						

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

### Proportion of Download Sales

FY3/2017				FY3/2018		
1Q	2Q	3Q	4Q	1Q	2Q	3Q
22.5%	21.7%	9.0%	17.7%	19.5%	18.6%	12.8%
22.1%				19.1%		
14.5%				15.5%		
15.3%						

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

## Million-Seller Titles of Nintendo Products

units in ten thousands

FY3/2018(Apr.-Dec.'17)			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

Xenoblade Chronicles 2

<b>907</b>	176	731	<b>907</b>
<b>733</b>	138	596	<b>733</b>
<b>491</b>	221	270	<b>491</b>
<b>394</b>	51	343	<b>670</b>
<b>161</b>	40	121	<b>161</b>
<b>106</b>	26	80	<b>106</b>

### Nintendo 3DS

Pokémon Ultra Sun/Pokémon Ultra Moon

Mario Kart 7

New Super Mario Bros. 2

<b>717</b>	237	480	<b>717</b>
<b>154</b>	14	140	<b>1,676</b>
<b>116</b>	5	111	<b>1,243</b>

[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. 2017~Dec. 2017)

Region	(Category)	Nintendo 3DS		Nintendo Switch			
		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: Suparstar 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				
		Kirby Battle Royale	11/30/2017				
		Mario Party The Top 100	12/28/2017				
		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: Suparstar Saga + Bowser's Minions	10/6/2017		Xenoblade Chronicles 2	12/1/2017			
Fire Emblem Warriors **/**	10/20/2017						
Mario Party The Top 100	11/10/2017						
Pokémon Ultra Sun	11/17/2017						
Pokémon Ultra Moon	11/17/2017						
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: Fleishy 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				
		YO-KAI WATCH 2: Psychic Specters **	9/29/2017				
		Mario & Luigi: Suparstar Saga + Bowser's Minions	10/6/2017				
		Story of Seasons: Trio of Towns **	10/13/2017				
		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						
<b>Others</b>							
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				

Notes: 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 published by Nintendo.

\*\*\*This title is exclusive to New Nintendo 3DS/New Nintendo 3DS XL/New Nintendo 2DS XL.

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

Region	(Category)	Nintendo 3DS		Nintendo Switch	
		Title	Launch Date	Title	Launch Date
Japan	(Software)	Detective Pikachu	3/23/2018	Mario + Rabbids Kingdom Battle *	1/18/2018
		The Dead Heat Breakers	Spring 2018	Bayonetta 2	2/17/2018
		Sushi Striker: The Way of Sushido	2018	Kirby Star Allies	3/16/2018
				Nintendo Labo Toy-Con 01: Variety Kit	4/20/2018
				Nintendo Labo Toy-Con 02: Robot Kit	4/20/2018
				Donkey Kong Country: Tropical Freeze	5/3/2018
				Mario Tennis Aces	Spring 2018
				Fire Emblem for Nintendo Switch (temp.)	2018
				Yoshi for Nintendo Switch (temp.)	2018
				Pokémon RPG for Nintendo Switch (temp.)	2018 or later
				Bayonetta 3	TBA
		Metroid Prime 4 (temp.)	TBA		
The United States	(Software)	Kirby Battle Royale	1/19/2018	Dragon Quest Builders *	2/9/2018
		Detective Pikachu	3/23/2018	Bayonetta 2	2/16/2018
		Sushi Striker: The Way of Sushido	2018	Kirby Star Allies	3/16/2018
				Nintendo Labo Toy-Con 01: Variety Kit	4/20/2018
				Nintendo Labo Toy-Con 02: Robot Kit	4/20/2018
				Donkey Kong Country: Tropical Freeze	5/4/2018
				Hyrule Warriors: Definitive Edition *	Spring 2018
				Mario Tennis Aces	Spring 2018
				The World Ends with You: Final Remix *	2018
				Fire Emblem for Nintendo Switch (temp.)	2018
				Yoshi for Nintendo Switch (temp.)	2018
		project OCTOPATH TRAVELER (temp.) *	2018		
		Pokémon RPG for Nintendo Switch (temp.)	2018 or later		
		Bayonetta 3	TBA		
		Metroid Prime 4 (temp.)	TBA		
Europe	(Software)	Detective Pikachu	3/23/2018	Dragon Quest Builders *	2/9/2018
		Sushi Striker: The Way of Sushido	2018	Bayonetta 2	2/16/2018
				Kirby Star Allies	3/16/2018
				Nintendo Labo Toy-Con 01: Variety Kit	4/27/2018
				Nintendo Labo Toy-Con 02: Robot Kit	4/27/2018
				Donkey Kong Country: Tropical Freeze	5/4/2018
				Hyrule Warriors: Definitive Edition *	Spring 2018
				Mario Tennis Aces	Spring 2018
				The World Ends With You -Final Remix- *	2018
				Fire Emblem for Nintendo Switch (temp.)	2018
				Yoshi for Nintendo Switch (temp.)	2018
		project OCTOPATH TRAVELER (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 published by Nintendo.



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

Region	Nintendo 3DS		Nintendo Switch	
	Title	Publisher	Title	Publisher
Japan	BUDDYFIGHT TANJO! ORETACHINO SAIKYOBUDDY!	FURYU Corporation	Gotochitetsudo for Nintendo Switch !!	BANDAI NAMCO Entertainment
	DORAEMON NOBITA'S TREASURE ISLAND	FURYU Corporation	The Elder Scrolls V: Skyrim	Bethesda Softworks
	Biyoshi Debut Story	NIPPON COLUMBIA	Gal Metal	DMM.com
	Kawaii Pet 2	NIPPON COLUMBIA	DARK SOULS: REMASTERED	FromSoftware
	Wannyan Dobutsu Byoin 4	NIPPON COLUMBIA	Attack on Titan 2	KOEI TECMO GAMES
	Kanken Shogakusei	Shogakukan	Hyrule Warriors: Definitive Edition	KOEI TECMO GAMES
			Anatano Shikihime Kyodotan	Nippon Ichi Software
			Cave Story+	Pikii
			Valkyria Chronicles 4	SEGA
			PHANTASY STAR ONLINE 2 CLOUD	SEGA
			Dragon Quest Builders	SQUARE ENIX
			Pripara All Idol Perfect Stage	T-ARTS
			Rayman Legends for Nintendo Switch	Ubisoft
			LEGO Marvel Super Heroes 2	Warner Bros. Japan
The United States	The Alliance Alive	ATLUS	DARK SOULS: REMASTERED	BANDAI NAMCO Entertainment
	Radiant Historia: Perfect Chronology	ATLUS	Pac-Man Championship Edition 2 Plus	BANDAI NAMCO Entertainment
			Owlboy	D-Pad Studio
			Fe	EA Originals / Zoink Games
			Attack on Titan 2	Koei Tecmo
			Mulaka	Lienzo
			Celeste	Matt Makes Games
			Dandara	Raw Fury
			LOST SPHEAR	Square Enix
			PAYDAY 2	Starbreeze Studios
			Rocket League: Collector's Edition	Warner Bros. Interactive Entertainment / Psyonix
Europe	The Alliance Alive	ATLUS	DARK SOULS: REMASTERED	BANDAI NAMCO Entertainment
	Radiant Historia: Perfect Chronology	Deep Silver	Pac-Man Championship Edition 2 Plus	BANDAI NAMCO Entertainment
			Fe	EA Originals / Zoink Games
			A.O.T. 2	Koei Tecmo
			Mulaka	Lienzo
			Celeste	Matt Makes Games
			Rocket League: Collector's Edition	Psyonix
			Dandara	Raw Fury
			Owlboy	SOEDESCO
			LOST SPHEAR	Square Enix
			PAYDAY 2	Starbreeze Studios

Notes: Software titles are based on the information as of January 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.