

Nintendo Co., Ltd.

Earnings Release for the Six-Month Period Ended September 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).

Semi-Annual Consolidated Statements of Income Transition

million yen

	FY3/2015 Apr.-Sept.'14	FY3/2016 Apr.-Sept.'15	FY3/2017 Apr.-Sept.'16	FY3/2018 Apr.-Sept.'17	FY3/2019 Apr.-Sept.'18
Net sales	171,399	204,182	136,812	374,041	388,905
Cost of sales	90,306	110,495	75,232	230,325	216,887
Gross profit	81,092	93,687	61,580	143,716	172,018
(Gross profit ratio)	(47.3%)	(45.9%)	(45.0%)	(38.4%)	(44.2%)
Selling, general and administrative expenses	81,308	84,709	67,527	103,755	110,613
Operating profit	-215	8,977	-5,947	39,961	61,405
(Operating profit ratio)	(-0.1%)	(4.4%)	(-4.3%)	(10.7%)	(15.8%)
Non-operating income	22,509	7,536	15,578	30,222	30,717
(of which foreign exchange gains)	(15,587)	(719)	(-)	(16,346)	(21,006)
Non-operating expenses	97	77	40,514	593	190
(of which foreign exchange losses)	(-)	(-)	(39,911)	(-)	(-)
Ordinary profit	22,196	16,436	-30,883	69,591	91,931
(Ordinary profit ratio)	(13.0%)	(8.1%)	(-22.6%)	(18.6%)	(23.6%)
Extraordinary income	3,466	6	62,953	2,771	1
Extraordinary losses	2,174	23	25	1,153	385
Profit before income taxes	23,488	16,419	32,043	71,208	91,547
Income taxes	9,190	4,966	-6,261	18,536	27,258
Profit	14,297	11,452	38,305	52,672	64,289
Profit attributable to non-controlling interests	-3	-13	5	1,168	-286
Profit attributable to owners of parent	14,300	11,466	38,299	51,503	64,576
(Profit attributable to owners of parent ratio)	(8.3%)	(5.6%)	(28.0%)	(13.8%)	(16.6%)

Quarterly Consolidated Statements of Income Transition

million yen

	FY3/2018			FY3/2019		
	1 Q	2 Q	Total	1 Q	2 Q	Total
Net sales	154,069	219,971	374,041	168,157	220,748	388,905
Cost of sales	89,339	140,985	230,325	85,249	131,637	216,887
Gross profit	64,729	78,986	143,716	82,907	89,110	172,018
(Gross profit ratio)	(42.0%)	(35.9%)	(38.4%)	(49.3%)	(40.4%)	(44.2%)
Selling, general and administrative expenses	48,520	55,234	103,755	52,372	58,240	110,613
Operating profit	16,208	23,752	39,961	30,535	30,869	61,405
(Operating profit ratio)	(10.5%)	(10.8%)	(10.7%)	(18.2%)	(14.0%)	(15.8%)
Non-operating income	15,105	15,117	30,222	13,389	17,328	30,717
(of which foreign exchange gains)	(7,139)	(9,206)	(16,346)	(7,501)	(13,504)	(21,006)
Non-operating expenses	353	239	593	58	132	190
(of which foreign exchange losses)	(-)	(-)	(-)	(-)	(-)	(-)
Ordinary profit	30,960	38,630	69,591	43,866	48,065	91,931
(Ordinary profit ratio)	(20.1%)	(17.6%)	(18.6%)	(26.1%)	(21.8%)	(23.6%)
Extraordinary income	409	2,361	2,771	-	1	1
Extraordinary losses	6	1,147	1,153	366	18	385
Profit before income taxes	31,363	39,844	71,208	43,499	48,048	91,547
Income taxes	9,568	8,967	18,536	12,919	14,338	27,258
Profit	21,795	30,876	52,672	30,580	33,709	64,289
Profit attributable to non-controlling interests	534	634	1,168	-19	-266	-286
Profit attributable to owners of parent	21,260	30,242	51,503	30,600	33,976	64,576
(Profit attributable to owners of parent ratio)	(13.8%)	(13.7%)	(13.8%)	(18.2%)	(15.4%)	(16.6%)

Foreign Currency Transaction Information

Consolidated Net Sales in Foreign Currencies

	FY3/2018				FY3/2019	
	1 Q	2 Q	3 Q	4 Q	1 Q	2 Q
USD	0.5 billion				0.6 billion	
	1.2 billion				1.4 billion	
	3.0 billion					
	3.7 billion					
Euro	0.2 billion				0.2 billion	
	0.7 billion				0.6 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	2 Q
	0.8 billion				1.5 billion	
	2.3 billion				3.1 billion	
	4.2 billion					
	5.7 billion					

Average Exchange Rates

	FY3/2018				FY3/2019		yen
	1 Q	2 Q	3 Q	4 Q	1 Q	2 Q	
1 USD	111.09				109.07		
	111.06				110.26		
	111.70						
	110.85						
1 Euro	122.19				130.06		
	126.29				129.85		
	128.53						
	129.70						

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

	FY3/2018	million dollars/euros	
	3/31/2018	6/30/2018	9/30/2018
Cash and deposits (USD)	2,069	2,055	2,191
Accounts receivable-trade (USD)	1,853	813	1,123
Accounts payable-trade (USD)	1,058	1,243	1,320
Loans payable to subsidiaries (USD)	300	300	300
Cash and deposits (Euro)	571	612	575
Accounts receivable-trade (Euro)	403	403	930

Exchange Rates

	FY3/2018	yen	
	3/31/2018	6/30/2018	9/30/2018
1 USD	106.24	110.54	113.57
1 Euro	130.52	127.91	132.14

Key Indicators

Proportion of Overseas Sales

FY3/2018				FY3/2019	
1Q	2Q	3Q	4Q	1Q	2Q
73.9%	72.1%	76.1%	77.8%	76.6%	78.7%
72.8%				77.8%	
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	2Q
61.0%	70.0%	66.4%	61.3%	51.7%	62.4%
66.3%				57.8%	
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	2Q
87.3%	73.6%	88.9%	84.9%	82.9%	71.0%
80.0%				76.8%	
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	2Q
11.0 billion	11.7 billion	20.3 billion	17.6 billion	18.5 billion	20.6 billion
22.8 billion				39.1 billion	
43.1 billion					
60.8 billion					

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

Proportion of Digital Sales

FY3/2018				FY3/2019	
1Q	2Q	3Q	4Q	1Q	2Q
19.5%	18.6%	12.8%	24.2%	24.2%	26.0%
19.1%				25.1%	
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.-Sept.'18)			Life-to-date
Global	of which		Global
	Japan	Overseas	

Nintendo Switch

Mario Kart 8 Deluxe

249	40	209	1,171
216	46	170	216
181	20	161	1,028
176	15	162	1,217
167	26	141	167
145	47	98	747

Mario Tennis Aces

The Legend of Zelda: Breath of the Wild

SUPER MARIO ODYSSEY

Donkey Kong Country: Tropical Freeze

Splatoon 2

[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~Sep. 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
			Mario Tennis Aces	6/22/2018
			Captain Toad: Treasure Tracker	7/13/2018
			Nintendo Labo Toy-Con 03: Drive Kit	9/14/2018
		Xenoblade Chronicles 2: Torna - The Golden Country	9/21/2018	
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
	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
	YO-KAI WATCH BLASTERS: Red Cat Corps *	9/7/2018	Sushi Striker: The Way of Sushido	6/8/2018
	YO-KAI WATCH BLASTERS: White Dog Squad *	9/7/2018	Mario Tennis Aces	6/22/2018
			OCTOPATH TRAVELER *	7/13/2018
			Captain Toad: Treasure Tracker	7/13/2018
			GO VACATION *	7/27/2018
			Nintendo Labo Toy-Con 03: Vehicle Kit	9/14/2018
		Xenoblade Chronicles 2: Torna - The Golden Country	9/21/2018	
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
	YO-KAI WATCH BLASTERS: Red Cat Corps *	9/7/2018	Sushi Striker: The Way of Sushido	6/8/2018
	YO-KAI WATCH BLASTERS: White Dog Squad *	9/7/2018	Mario Tennis Aces	6/22/2018
			OCTOPATH TRAVELER *	7/13/2018
			Captain Toad: Treasure Tracker	7/13/2018
			GO VACATION *	7/27/2018
			Nintendo Labo Toy-Con 03: Vehicle Kit	9/14/2018
		Xenoblade Chronicles 2: Torna - The Golden Country	9/21/2018	

[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: Oct. 2018～)

Region	(Category)	Nintendo 3DS		Nintendo Switch	
		Title	Launch Date	Title	Launch Date
Japan	(Software)	Luigi's Mansion	11/8/2018	Super Mario Party	10/5/2018
		Mario & Luigi: Bowser's Inside Story + Bowser Jr.'s Journey	12/27/2018	Pokémon: Let's Go, Pikachu!	11/16/2018
		Kirby's Extra Epic Yarn	2019	Pokémon: Let's Go, Eevee!	11/16/2018
				Super Smash Bros. Ultimate	12/7/2018
				New Super Mario Bros. U Deluxe	1/11/2019
				Fire Emblem: Three Houses	Spring 2019
				Yoshi's Crafted World	Spring 2019
				Pokémon RPG for Nintendo Switch (temp.)	Late 2019
				Animal Crossing for Nintendo Switch (temp.)	2019
				Luigi's Mansion 3 (temp.)	2019
		Bayonetta 3	TBA		
		Metroid Prime 4 (temp.)	TBA		
The United States	(Software)	Luigi's Mansion	10/12/2018	Super Mario Party	10/5/2018
		Mario & Luigi: Bowser's Inside Story + Bowser Jr.'s Journey	1/11/2019	The World Ends with You -Final Remix- *	10/12/2018
		YO-KAI WATCH 3 *	2/8/2019	Pokémon: Let's Go, Pikachu!	11/16/2018
		Kirby's Extra Epic Yarn	2019	Pokémon: Let's Go, Eevee!	11/16/2018
				Super Smash Bros. Ultimate	12/7/2018
				Fitness Boxing *	1/4/2019
				New Super Mario Bros. U Deluxe	1/11/2019
				Fire Emblem: Three Houses	Spring 2019
				Yoshi's Crafted World	Spring 2019
				Pokémon RPG for Nintendo Switch (temp.)	Late 2019
				Animal Crossing for Nintendo Switch (temp.)	2019
				Luigi's Mansion 3 (temp.)	2019
				DAEMON X MACHINA *	2019
		DRAGONQUEST BUILDERS2 *	2019		
		Bayonetta 3	TBA		
		Metroid Prime 4 (temp.)	TBA		
Europe	(Software)	Luigi's Mansion	10/19/2018	Super Mario Party	10/5/2018
		YO-KAI WATCH 3 *	12/7/2018	The World Ends with You -Final Remix- *	10/12/2018
		Mario & Luigi: Bowser's Inside Story + Bowser Jr.'s Journey	1/25/2019	Pokémon: Let's Go, Pikachu!	11/16/2018
		Kirby's Extra Epic Yarn	2019	Pokémon: Let's Go, Eevee!	11/16/2018
				Super Smash Bros. Ultimate	12/7/2018
				Fitness Boxing *	12/21/2018
				New Super Mario Bros. U Deluxe	1/11/2019
				Fire Emblem: Three Houses	Spring 2019
				Yoshi's Crafted World	Spring 2019
				Pokémon RPG for Nintendo Switch (temp.)	Late 2019
				Animal Crossing for Nintendo Switch (temp.)	2019
				Luigi's Mansion 3 (temp.)	2019
				DAEMON X MACHINA *	2019
		DRAGONQUEST BUILDERS2 *	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: Oct. 2018~)

Nintendo Switch		
Region	Title	Publisher
Japan	Sid Meier's Civilization VI	2K/Take Two Interactive Japan
	BILLION ROAD	BANDAI NAMCO Entertainment
	GO VACATION	BANDAI NAMCO Entertainment
	Katamari Damacy Reroll	BANDAI NAMCO Entertainment
	Neko・Tomo	BANDAI NAMCO Entertainment
	Tales of Vesperia Definitive Edition	BANDAI NAMCO Entertainment
	Diablo III: Eternal Collection	Blizzard Entertainment
	Onimusha	CAPCOM
	Travis Strikes Again: No More Heroes	Grasshopper Manufacture
	Fitness Boxing	Imagineer
	Neke & the Legendary Alchemists ~Ateliers of the New World~	KOEI TECMO GAMES
	INAZUMA ELEVEN ARES	LEVEL-5
	YO-KAI WATCH 4	LEVEL-5
	PEACH BALL SENRAN KAGURA	Marvelous
DRAGON QUEST BUILDERS 2	SQUARE ENIX	
The United States	NBA 2K Playgrounds 2	2K Games
	Sid Meier's Civilization VI	2K Games
	Carcassonne	Asmodee
	DARK SOULS: REMASTERED	BANDAI NAMCO Entertainment
	Katamari Damacy REROLL	BANDAI NAMCO Entertainment
	Taiko no Tatsujin: Drum 'n' Fun!	BANDAI NAMCO Entertainment
	DIABLO III ETERNAL COLLECTION	Blizzard Entertainment
	Mega Man 11	Capcom
	Warframe	Digital Extremes
	Mark of the Ninja: Remastered	Klei Entertainment
	SNK 40th ANNIVERSARY COLLECTION	NIS America
	Zarvot	snowhydra games
	WORLD OF FINAL FANTASY MAXIMA	SQUARE ENIX
	Just Dance 2019	Ubisoft
Starlink: Battle for Atlas	Ubisoft	
LEGO DC Super-Villains	Warner Bros. Interactive Entertainment	
LEGO Harry Potter Collection	Warner Bros. Interactive Entertainment	
Europe	NBA 2K Playgrounds 2	2K Games
	Sid Meier's Civilization VI	2K Games
	Carcassonne	Asmodee
	DARK SOULS: REMASTERED	BANDAI NAMCO Entertainment
	Katamari Damacy REROLL	BANDAI NAMCO Entertainment
	Taiko no Tatsujin: Drum 'n' Fun!	BANDAI NAMCO Entertainment
	DIABLO III ETERNAL COLLECTION	Blizzard Entertainment
	Mega Man 11	Capcom
	Warframe	Digital Extremes
	Monster Boy And The Cursed Kingdom	FDG Entertainment
	SNK 40th ANNIVERSARY COLLECTION	NIS America
	Just Dance 2019	Ubisoft
	Sports Party	Ubisoft
	Starlink: Battle for Atlas	Ubisoft
LEGO DC Super-Villains	Warner Bros. Interactive Entertainment	
LEGO Harry Potter Collection	Warner Bros. Interactive Entertainment	
Nintendo 3DS		
Region	Title	Publisher
Japan	Persona Q2: New Cinema Labyrinth	ATLUS
	Neko・Tomo	BANDAI NAMCO Entertainment
	Mobileball	mixi

[Notes] Software titles are based on the information as of October 30, 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.