

Nintendo Co., Ltd.

Earnings Release for the Nine-Month Period Ended December 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	FY3/2016	FY3/2017	FY3/2018	FY3/2019
	Apr.-Dec.'14	Apr.-Dec.'15	Apr.-Dec.'16	Apr.-Dec.'17	Apr.-Dec.'18
Net sales	442,920	425,664	311,121	857,012	997,295
Cost of sales	269,976	242,364	171,055	530,707	588,222
Gross profit	172,944	183,299	140,065	326,305	409,073
(Gross profit ratio)	(39.0%)	(43.1%)	(45.0%)	(38.1%)	(41.0%)
Selling, general and administrative expenses	141,339	140,814	113,750	169,842	189,043
Operating profit	31,604	42,485	26,315	156,462	220,029
(Operating profit ratio)	(7.1%)	(10.0%)	(8.5%)	(18.3%)	(22.1%)
Non-operating income	60,949	12,993	23,837	38,874	20,469
(of which foreign exchange gains)	(51,089)	(1,801)	(1,405)	(20,264)	(4,349)
Non-operating expenses	197	183	1,043	772	230
(of which foreign exchange losses)	(-)	(-)	(-)	(-)	(-)
Ordinary profit	92,356	55,295	49,110	194,563	240,268
(Ordinary profit ratio)	(20.9%)	(13.0%)	(15.8%)	(22.7%)	(24.1%)
Extraordinary income	3,608	404	63,756	3,240	1
Extraordinary losses	2,294	940	193	1,428	703
Profit before income taxes	93,669	54,759	112,673	196,375	239,566
Income taxes	34,164	14,196	9,693	59,253	70,384
Profit	59,505	40,563	102,979	137,122	169,182
Profit attributable to non-controlling interests	-10	4	10	1,957	396
Profit attributable to owners of parent	59,515	40,558	102,969	135,165	168,785
(Profit attributable to owners of parent ratio)	(13.4%)	(9.5%)	(33.1%)	(15.8%)	(16.9%)

Quarterly Consolidated Statements of Income Transition

million yen

	FY3/2018				FY3/2019			
	1 Q	2 Q	3 Q	Total	1 Q	2 Q	3 Q	Total
Net sales	154,069	219,971	482,971	857,012	168,157	220,748	608,390	997,295
Cost of sales	89,339	140,985	300,382	530,707	85,249	131,637	371,335	588,222
Gross profit	64,729	78,986	182,588	326,305	82,907	89,110	237,055	409,073
(Gross profit ratio)	(42.0%)	(35.9%)	(37.8%)	(38.1%)	(49.3%)	(40.4%)	(39.0%)	(41.0%)
Selling, general and administrative expenses	48,520	55,234	66,087	169,842	52,372	58,240	78,430	189,043
Operating profit	16,208	23,752	116,500	156,462	30,535	30,869	158,624	220,029
(Operating profit ratio)	(10.5%)	(10.8%)	(24.1%)	(18.3%)	(18.2%)	(14.0%)	(26.1%)	(22.1%)
Non-operating income	15,105	15,117	8,651	38,874	13,389	17,328	-10,248	20,469
(of which foreign exchange gains)	(7,139)	(9,206)	(3,917)	(20,264)	(7,501)	(13,504)	(-16,656)	(4,349)
Non-operating expenses	353	239	179	772	58	132	40	230
(of which foreign exchange losses)	(-)	(-)	(-)	(-)	(-)	(-)	(-)	(-)
Ordinary profit	30,960	38,630	124,972	194,563	43,866	48,065	148,336	240,268
(Ordinary profit ratio)	(20.1%)	(17.6%)	(25.9%)	(22.7%)	(26.1%)	(21.8%)	(24.4%)	(24.1%)
Extraordinary income	409	2,361	469	3,240	-	1	0	1
Extraordinary losses	6	1,147	274	1,428	366	18	317	703
Profit before income taxes	31,363	39,844	125,167	196,375	43,499	48,048	148,018	239,566
Income taxes	9,568	8,967	40,716	59,253	12,919	14,338	43,126	70,384
Profit	21,795	30,876	84,450	137,122	30,580	33,709	104,892	169,182
Profit attributable to non-controlling interests	534	634	789	1,957	-19	-266	683	396
Profit attributable to owners of parent	21,260	30,242	83,661	135,165	30,600	33,976	104,209	168,785
(Profit attributable to owners of parent ratio)	(13.8%)	(13.7%)	(17.3%)	(15.8%)	(18.2%)	(15.4%)	(17.1%)	(16.9%)

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	3 Q
USD	0.5 billion				0.6 billion		
	1.2 billion				1.4 billion		
	3.0 billion				3.7 billion		
	3.7 billion						
Euro	0.2 billion				0.2 billion		
	0.7 billion				0.6 billion		
	1.7 billion				1.9 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	3 Q
	0.8 billion				1.5 billion		
	2.3 billion				3.1 billion		
	4.2 billion				4.1 billion		
	5.7 billion						

Average Exchange Rates

	FY3/2018				FY3/2019			yen
	1 Q	2 Q	3 Q	4 Q	1 Q	2 Q	3 Q	
1 USD	111.09				109.07			
	111.06				110.26			
	111.70				111.14			
	110.85							
1 Euro	122.19				130.06			
	126.29				129.85			
	128.53				129.49			
	129.70							

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

	FY3/2018 3/31/2018	million dollars/euros		
		FY3/2019 6/30/2018	9/30/2018	12/31/2018
Cash and deposits (USD)	2,069	2,055	2,191	2,212
Accounts receivable-trade (USD)	1,853	813	1,123	1,188
Accounts payable-trade (USD)	1,058	1,243	1,320	837
Loans payable to subsidiaries (USD)	300	300	300	300
Cash and deposits (Euro)	571	612	575	975
Accounts receivable-trade (Euro)	403	403	930	665

Exchange Rates

	FY3/2018 3/31/2018	FY3/2019			yen
		6/30/2018	9/30/2018	12/31/2018	
1 USD	106.24	110.54	113.57	111.00	
1 Euro	130.52	127.91	132.14	127.00	

Key Indicators

Proportion of Overseas Sales

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

FY3/2019		
1Q	2Q	3Q
76.6%	78.7%	77.7%
77.8%		
77.7%		

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

Proportion of Hardware Sales

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

FY3/2019		
1Q	2Q	3Q
51.7%	62.4%	61.2%
57.8%		
59.9%		

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

Proportion of First-Party Software Sales

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

FY3/2019		
1Q	2Q	3Q
82.9%	71.0%	89.8%
76.8%		
84.6%		

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

Digital Sales in Japanese Yen

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			

FY3/2019		
1Q	2Q	3Q
18.5 billion	20.6 billion	45.0 billion
39.1 billion		
84.2 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			
1Q	2Q	3Q	4Q
19.5%	18.6%	12.8%	24.2%
19.1%			
15.5%			
17.3%			

FY3/2019		
1Q	2Q	3Q
24.2%	26.0%	19.6%
25.1%		
21.8%		

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

Million-Seller Titles of Nintendo Products

units in ten thousands

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

Nintendo Switch

Super Smash Bros. Ultimate	1,208	317	892	1,208
Pokémon: Let's Go, Pikachu! Pokémon: Let's Go, Eevee!	1,000	185	816	1,000
Mario Kart 8 Deluxe	580	71	509	1,502
Super Mario Party	530	105	425	530
SUPER MARIO ODYSSEY	335	29	306	1,376
The Legend of Zelda: Breath of the Wild	321	37	284	1,168
Mario Tennis Aces	253	52	200	253
Splatoon 2	225	72	153	827
Donkey Kong Country: Tropical Freeze	208	28	179	208
Kirby Star Allies	116	33	83	242
OCTOPATH TRAVELER *	108	-	108	108
Nintendo Labo Toy-Con 01: Variety Kit	106	32	74	106
Captain Toad: Treasure Tracker	105	23	83	105

Nintendo 3DS

Mario Kart 7	107	6	100	1,811
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[Notes] Software sales units include the quantity bundled with hardware.

Software sales units include their downloadable versions.

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

Launch Dates of Primary Nintendo Products by Region (Apr. 2018~Dec. 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	11/8/2018	Mario Tennis Aces	6/22/2018
	Mario & Luigi: Bowser's Inside Story + Bowser Jr.'s Journey	12/27/2018	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
			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 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
	Luigi's Mansion	10/12/2018	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	
		Super Mario Party	10/5/2018	
		The World Ends with You -Final Remix- *	10/12/2018	
		Pokémon: Let's Go, Pikachu!	11/16/2018	
		Pokémon: Let's Go, Eevee!	11/16/2018	
		Super Smash Bros. Ultimate	12/7/2018	
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
	Luigi's Mansion	10/19/2018	OCTOPATH TRAVELER *	7/13/2018
	YO-KAI WATCH 3 *	12/7/2018	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	
		Super Mario Party	10/5/2018	
		The World Ends with You -Final Remix- *	10/12/2018	
		Pokémon: Let's Go, Pikachu!	11/16/2018	
		Pokémon: Let's Go, Eevee!	11/16/2018	
		Super Smash Bros. Ultimate	12/7/2018	
		Fitness Boxing *	12/21/2018	

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

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Launch Schedule of Primary Nintendo Products by Region (extracts: Jan. 2019~)

Region (Category)	Nintendo 3DS		Nintendo Switch	
	Title	Launch Date	Title	Launch Date
Japan (Software)	Kirby's Extra Epic Yarn	3/7/2019	New Super Mario Bros. U Deluxe	1/11/2019
			Yoshi's Crafted World	3/29/2019
			Fire Emblem: Three Houses	Spring 2019
			Pokémon RPG for Nintendo Switch (temp.)	Late 2019
			Animal Crossing for Nintendo Switch (temp.)	2019
			Luigi's Mansion 3 (temp.)	2019
			MARVEL ULTIMATE ALLIANCE 3: The Black Order	2019
			Bayonetta 3	TBA
			Metroid Prime 4 (temp.)	TBA
The United States (Software)	Mario & Luigi: Bowser's Inside Story + Bowser Jr.'s Journey	1/11/2019	Fitness Boxing *	1/4/19
	YO-KAI WATCH 3 *	2/8/2019	New Super Mario Bros. U Deluxe	1/11/2019
	Kirby's Extra Epic Yarn	3/8/2019	Yoshi's Crafted World	3/29/2019
			Fire Emblem: Three Houses	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
MARVEL ULTIMATE ALLIANCE 3: The Black Order	2019			
Bayonetta 3	TBA			
Metroid Prime 4 (temp.)	TBA			
Europe (Software)	Mario & Luigi: Bowser's Inside Story + Bowser Jr.'s Journey	1/25/2019	New Super Mario Bros. U Deluxe	1/11/2019
	Kirby's Extra Epic Yarn	3/8/2019	Yoshi's Crafted World	3/29/2019
			Fire Emblem: Three Houses	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
			MARVEL ULTIMATE ALLIANCE 3: The Black Order	2019
Bayonetta 3	TBA			
Metroid Prime 4 (temp.)	TBA			

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

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Upcoming Software Publishers' Title Lineup (extracts: Jan. 2019~)

Nintendo Switch		
Region	Title	Publisher
Japan	GIRLS und PANZER DREAM TANK MATCH DX	BANDAI NAMCO Entertainment
	SUPER ROBOT WARS T	BANDAI NAMCO Entertainment
	Phoenix Wright: Ace Attorney Trilogy	CAPCOM
	The Caligula Effect: Overdose	FURYU Corporation
	Nobunaga's Ambition: Taishi with Power Up Kit	KOEI TECMO GAMES
	Kin iro no Koruda Octave	KOEI TECMO GAMES
	Winning Post 9	KOEI TECMO GAMES
	Atelier Lulua ~The Scion of Arland~	KOEI TECMO GAMES
	INAZUMA ELEVEN ARES	LEVEL-5
	YO-KAI WATCH 4	LEVEL-5
	DESTINY CONNECT	Nippon Ichi Software
	Chocobo's Mystery Dungeon EVERY BUDDY!	SQUARE ENIX
	DRAGON QUEST XI S	SQUARE ENIX
	DARIUS COZMIC COLLECTION	TAITO CORPORATION
ZOIDS WILD King of Blast	TAKARATOMY	
The United States	Tales of Vesperia: Definitive Edition	BANDAI NAMCO Entertainment
	Onimusha: Warlords	Capcom
	Wargroove	Chucklefish
	Goat Simulator: The GOATY	Coffee Stain Publishing
	When Ski Lifts Go Wrong	Curve Digital
	Pikuniku	Devolver Digital
	Travis Strikes Again: No More Heroes	Grasshopper Manufacture
	SMITE	Hi-Rez Studios
	Dragon Marked for Death	INTI CREATES
	Unruly Heroes	Magic Design Studios
	Final Fantasy XII The Zodiac Age	SQUARE ENIX
	Final Fantasy X/X-2 HD Remaster	SQUARE ENIX
	TRIALS RISING	Ubisoft
Mortal Kombat 11	Warner Bros.	
Europe	Tales of Vesperia: Definitive Edition	BANDAI NAMCO Entertainment
	Onimusha: Warlords	Capcom
	Wargroove	Chucklefish
	Goat Simulator: The GOATY	Coffee Stain Publishing
	When Ski Lifts Go Wrong	Curve Digital
	Pikuniku	Devolver Digital
	Travis Strikes Again: No More Heroes	Grasshopper Manufacture
	SMITE	Hi-Rez Studios
	Dragon Marked for Death	INTI CREATES
	Unruly Heroes	Magic Design Studios
	Final Fantasy XII The Zodiac Age	SQUARE ENIX
	Trials Rising	Ubisoft
	Mortal Kombat 11	Warner Bros.
Nintendo 3DS		
Region	Title	Publisher
Japan	Mobileball	mixi

[Notes] Software titles are based on the information as of January 31, 2019.
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.