

Nintendo Co., Ltd.

Earnings Release for Fiscal Year Ended March 2019

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
Net sales	549,780	504,459	489,095	1,055,682	1,200,560
Cost of sales	335,196	283,494	290,197	652,141	699,370
Gross profit	214,584	220,965	198,898	403,540	501,189
(Gross profit ratio)	(39.0%)	(43.8%)	(40.7%)	(38.2%)	(41.7%)
Selling, general and administrative expenses	189,814	188,083	169,535	225,983	251,488
Operating profit	24,770	32,881	29,362	177,557	249,701
(Operating profit ratio)	(4.5%)	(6.5%)	(6.0%)	(16.8%)	(20.8%)
Non-operating income	46,043	14,550	28,593	23,509	28,315
(of which foreign exchange gains)	(34,051)	(-)	(-)	(-)	(5,426)
Non-operating expenses	283	18,641	7,591	1,710	662
(of which foreign exchange losses)	(-)	(18,356)	(5,256)	(766)	(-)
Ordinary profit	70,530	28,790	50,364	199,356	277,355
(Ordinary profit ratio)	(12.8%)	(5.7%)	(10.3%)	(18.9%)	(23.1%)
Extraordinary income	3,737	407	64,775	3,240	1
Extraordinary losses	2,176	1,482	409	1,507	5,584
Profit before income taxes	72,091	27,715	114,730	201,090	271,772
Income taxes	30,228	11,197	12,147	60,144	77,204
Profit	41,862	16,518	102,582	140,945	194,568
Profit attributable to non-controlling interests	18	13	8	1,354	558
Profit attributable to owners of parent	41,843	16,505	102,574	139,590	194,009
(Profit attributable to owners of parent ratio)	(7.6%)	(3.3%)	(21.0%)	(13.2%)	(16.2%)

Quarterly Consolidated Statements of Income Transition

million yen

	FY3/2018					FY3/2019				
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
Net sales	154,069	219,971	482,971	198,669	1,055,682	168,157	220,748	608,390	203,264	1,200,560
Cost of sales	89,339	140,985	300,382	121,434	652,141	85,249	131,637	371,335	111,147	699,370
Gross profit	64,729	78,986	182,588	77,235	403,540	82,907	89,110	237,055	92,116	501,189
(Gross profit ratio)	(42.0%)	(35.9%)	(37.8%)	(38.9%)	(38.2%)	(49.3%)	(40.4%)	(39.0%)	(45.3%)	(41.7%)
Selling, general and administrative expenses	48,520	55,234	66,087	56,140	225,983	52,372	58,240	78,430	62,444	251,488
Operating profit	16,208	23,752	116,500	21,094	177,557	30,535	30,869	158,624	29,672	249,701
(Operating profit ratio)	(10.5%)	(10.8%)	(24.1%)	(10.6%)	(16.8%)	(18.2%)	(14.0%)	(26.1%)	(14.6%)	(20.8%)
Non-operating income	15,105	15,117	8,651	-15,364	23,509	13,389	17,328	-10,248	7,846	28,315
(of which foreign exchange gains)	(7,139)	(9,206)	(3,917)	(-20,264)	(-)	(7,501)	(13,504)	(-16,656)	(1,077)	(5,426)
Non-operating expenses	353	239	179	937	1,710	58	132	40	431	662
(of which foreign exchange losses)	(-)	(-)	(-)	(766)	(766)	(-)	(-)	(-)	(-)	(-)
Ordinary profit	30,960	38,630	124,972	4,792	199,356	43,866	48,065	148,336	37,086	277,355
(Ordinary profit ratio)	(20.1%)	(17.6%)	(25.9%)	(2.4%)	(18.9%)	(26.1%)	(21.8%)	(24.4%)	(18.2%)	(23.1%)
Extraordinary income	409	2,361	469	0	3,240	-	1	0	0	1
Extraordinary losses	6	1,147	274	78	1,507	366	18	317	4,881	5,584
Profit before income taxes	31,363	39,844	125,167	4,714	201,090	43,499	48,048	148,018	32,206	271,772
Income taxes	9,568	8,967	40,716	891	60,144	12,919	14,338	43,126	6,820	77,204
Profit	21,795	30,876	84,450	3,822	140,945	30,580	33,709	104,892	25,386	194,568
Profit attributable to non-controlling interests	534	634	789	-603	1,354	-19	-266	683	162	558
Profit attributable to owners of parent	21,260	30,242	83,661	4,425	139,590	30,600	33,976	104,209	25,224	194,009
(Profit attributable to owners of parent ratio)	(13.8%)	(13.7%)	(17.3%)	(2.2%)	(13.2%)	(18.2%)	(15.4%)	(17.1%)	(12.4%)	(16.2%)

Foreign Currency Transaction Information

Consolidated Net Sales in Foreign Currencies

	FY3/2018				FY3/2019			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
USD	0.5 billion				0.6 billion			
	1.2 billion				1.4 billion			
	3.0 billion				3.7 billion			
	3.7 billion				4.5 billion			
Euro	0.2 billion				0.2 billion			
	0.7 billion				0.6 billion			
	1.7 billion				1.9 billion			
	2.0 billion				2.3 billion			

Non-Consolidated Purchases in U.S. Dollars

	FY3/2018				FY3/2019			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
	0.8 billion				1.5 billion			
	2.3 billion				3.1 billion			
	4.2 billion				4.1 billion			
	5.7 billion				4.5 billion			

Average Exchange Rates

	FY3/2018				FY3/2019				yen
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	
1 USD	111.09				109.07				
	111.06				110.26				
	111.70				111.14				
	110.85				110.91				
1 Euro	122.19				130.06				
	126.29				129.85				
	128.53				129.49				
	129.70				128.41				

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

	FY3/2018	FY3/2019				million dollars/euros
	3/31/2018	6/30/2018	9/30/2018	12/31/2018	3/31/2019	
Cash and deposits (USD)	2,069	2,055	2,191	2,212	3,060	
Accounts receivable-trade (USD)	1,853	813	1,123	1,188	172	
Accounts payable-trade (USD)	1,058	1,243	1,320	837	228	
Borrowings from subsidiaries (USD)	300	300	300	300	300	
Cash and deposits (Euro)	571	612	575	975	837	
Accounts receivable-trade (Euro)	403	403	930	665	216	

Exchange Rates

	FY3/2018	FY3/2019				yen
	3/31/2018	6/30/2018	9/30/2018	12/31/2018	3/31/2019	
1 USD	106.24	110.54	113.57	111.00	110.99	
1 Euro	130.52	127.91	132.14	127.00	124.56	

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	4Q
76.6%	78.7%	77.7%	78.7%
77.8%			
77.7%			
77.9%			

※ 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	4Q
51.7%	62.4%	61.2%	51.1%
57.8%			
59.9%			
58.4%			

※ 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	4Q
82.9%	71.0%	89.8%	80.3%
76.8%			
84.6%			
83.8%			

※ 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	4Q
18.5 billion	20.6 billion	45.0 billion	34.6 billion
39.1 billion			
84.2 billion			
118.8 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			
1Q	2Q	3Q	4Q
19.5%	18.6%	12.8%	24.2%
19.1%			
15.5%			
17.3%			

FY3/2019			
1Q	2Q	3Q	4Q
24.2%	26.0%	19.6%	37.2%
25.1%			
21.8%			
24.8%			

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

Million-Seller Titles of Nintendo Products

units in ten thousands

FY3/2019 (Apr.'18-Mar.'19)			Life-to-date
Global	of which		Global
	Japan	Overseas	

Nintendo Switch

Super Smash Bros. Ultimate	1,381	353	1,028	1,381
Pokémon: Let's Go, Pikachu! Pokémon: Let's Go, Eevee!	1,063	193	870	1,063
Mario Kart 8 Deluxe	747	89	657	1,669
Super Mario Party	640	122	518	640
The Legend of Zelda: Breath of the Wild	430	47	383	1,277
SUPER MARIO ODYSSEY	404	34	370	1,444
New Super Mario Bros. U Deluxe	331	69	263	331
Splatoon 2	269	83	186	870
Mario Tennis Aces	264	55	209	264
Donkey Kong Country: Tropical Freeze	225	29	196	225
Kirby Star Allies	130	36	94	256
Captain Toad: Treasure Tracker	118	24	94	118
OCTOPATH TRAVELER *	117	-	117	117
Yoshi's Crafted World	111	14	96	111
Nintendo Labo Toy-Con 01: Variety Kit	109	33	76	109

Nintendo 3DS

Mario Kart 7	121	7	115	1,826
--------------	-----	---	-----	-------

[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~Mar. 2019)

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
	Kirby's Extra Epic Yarn	3/7/2019	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
			New Super Mario Bros. U Deluxe	1/11/2019
		Yoshi's Crafted World	3/29/2019	
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
	Mario & Luigi: Bowser's Inside Story + Bowser Jr.'s Journey	1/11/2019	Captain Toad: Treasure Tracker	7/13/2018
	YO-KAI WATCH 3 *	2/8/2019	GO VACATION *	7/27/2018
	Kirby's Extra Epic Yarn	3/8/2019	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 *	1/4/2019	
		New Super Mario Bros. U Deluxe	1/11/2019	
		Yoshi's Crafted World	3/29/2019	
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
	Mario & Luigi: Bowser's Inside Story + Bowser Jr.'s Journey	1/25/2019	GO VACATION*	7/27/2018
	Kirby's Extra Epic Yarn	3/8/2019	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	
		New Super Mario Bros. U Deluxe	1/11/2019	
		Yoshi's Crafted World	3/29/2019	

[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: Apr. 2019～)

Region	(Category)	Nintendo Switch Title	Launch Date
Japan	(Software)	Nintendo Labo Toy-Con 04: VR Kit	4/12/2019
		Super Mario Maker 2	6/28/2019
		Fire Emblem: Three Houses	7/26/2019
		ASTRAL CHAIN	8/30/2019
		MARVEL ULTIMATE ALLIANCE 3: The Black Order	Summer 2019
		Pokémon Sword	Winter 2019
		Pokémon Shield	Winter 2019
		Animal Crossing for Nintendo Switch (temp.)	2019
		Luigi's Mansion 3 (temp.)	2019
		The Legend of Zelda: Link's Awakening	2019
		Bayonetta 3	TBA
		Metroid Prime 4 (temp.)	TBA
The United States	(Software)	Nintendo Labo Toy-Con 04: VR Kit	4/12/2019
		Super Mario Maker 2	6/28/2019
		DRAGON QUEST BUILDERS 2 *	7/12/2019
		Fire Emblem: Three Houses	7/26/2019
		ASTRAL CHAIN	8/30/2019
		MARVEL ULTIMATE ALLIANCE 3: The Black Order	Summer 2019
		DAEMON X MACHINA *	Summer 2019
		DRAGON QUEST XI S: Echoes of an Elusive Age - Definitive Edition *	Fall 2019
		Pokémon Sword	Late 2019
		Pokémon Shield	Late 2019
		Animal Crossing for Nintendo Switch (temp.)	2019
		Luigi's Mansion 3 (temp.)	2019
The Legend of Zelda: Link's Awakening	2019		
Bayonetta 3	TBA		
Metroid Prime 4 (temp.)	TBA		
Europe	(Software)	Nintendo Labo Toy-Con 04: VR Kit	4/12/2019
		Super Mario Maker 2	6/28/2019
		DRAGON QUEST BUILDERS 2 *	7/12/2019
		Fire Emblem: Three Houses	7/26/2019
		ASTRAL CHAIN	8/30/2019
		MARVEL ULTIMATE ALLIANCE 3: The Black Order	Summer 2019
		DAEMON X MACHINA *	Summer 2019
		DRAGON QUEST XI S: Echoes of an Elusive Age - Definitive Edition *	Fall 2019
		Pokémon Sword	Late 2019
		Pokémon Shield	Late 2019
		Animal Crossing for Nintendo Switch (temp.)	2019
		Luigi's Mansion 3 (temp.)	2019
The Legend of Zelda: Link's Awakening	2019		
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 Software Publishers' Title Lineup (extracts: Apr. 2019~)

Region	Nintendo Switch Title	Publisher
Japan	DORAEMON STORY OF SEASONS	BANDAI NAMCO Entertainment
	GOD EATER 3	BANDAI NAMCO Entertainment
	Resident Evil Origins Collection	CAPCOM
	Attack on Titan 2: Final Battle	KOEI TECMO GAMES
	JIKKYOU PAWAFURU PUROYAKYU	KONAMI
	YO-KAI Watch 4	LEVEL-5
	Rune Factory 4 Special	Marvelous
	DAEMON X MACHINA	Marvelous
	TEAM SONIC RACING	SEGA Games
	Olympic Games Tokyo 2020 - The Official Video Game	SEGA Games
	Mario & Sonic at the Olympic Games Tokyo 2020	SEGA Games
	PixARK	Spike Chunsoft
	Cadence of Hyrule : Crypt of the NecroDancer featuring The Legend of Zelda	Spike Chunsoft
	ONINAKI	SQUARE ENIX
	DRAGON QUEST XI S: Echoes of an Elusive Age – Definitive Edition	SQUARE ENIX
	Assassin's Creed III Remastered	Ubisoft
	The United States	Bloodstained: Ritual of the Night
Crash Team Racing Nitro-Fueled		Activision Publishing
SUPER DRAGON BALL HEROES WORLD MISSION		BANDAI NAMCO Entertainment
Phoenix Wright: Ace Attorney Trilogy		Capcom
Resident Evil Origins Collection		Capcom
Resident Evil 4		Capcom
Katana Zero		Devolver Digital
My Friend Pedro		Devolver Digital
Hellblade: Senua's Sacrifice		Ninja Theory
Team Sonic Racing		SEGA of America
Final Fantasy X/X-2 HD Remaster		SQUARE ENIX
Final Fantasy XII The Zodiac Age		SQUARE ENIX
Cuphead		Studio MDHR
Super Meat Boy Forever		Team Meat
Assassin's Creed III Remastered	Ubisoft	
Mortal Kombat 11	Warner Bros.	
Europe	Bloodstained: Ritual of the Night	505 Games
	Crash Team Racing Nitro-Fueled	Activision Publishing
	SUPER DRAGON BALL HEROES WORLD MISSION	BANDAI NAMCO Entertainment
	Phoenix Wright: Ace Attorney Trilogy	Capcom
	Resident Evil Origins Collection	Capcom
	Resident Evil 4	Capcom
	Dragon's Dogma: Dark Arisen	Capcom
	SAINTS ROW: THE THIRD - THE FULL PACKAGE	Deep Silver
	Katana Zero	Devolver Digital
	My Friend Pedro	Devolver Digital
	Hellblade: Senua's Sacrifice	Ninja Theory
	Team Sonic Racing	SEGA Europe
	PixARK	Snail Games USA
	Final Fantasy X/X-2 HD Remaster	SQUARE ENIX
	Final Fantasy XII The Zodiac Age	SQUARE ENIX
	Cuphead	Studio MDHR
	Super Meat Boy Forever	Team Meat
Darksiders Warmastered Edition	THQ Nordic	
SteamWorld Quest: Hand Of Gilgamech	Thunderful Publishing	
Assassin's Creed III Remastered	Ubisoft	
Mortal Kombat 11	Warner Bros.	

[Notes] Software titles are based on the information as of April 25, 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.