

Nintendo Co., Ltd.

Earnings Release for Fiscal Year Ended March 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

	FY3/2013	FY3/2014	FY3/2015	FY3/2016	FY3/2017
Net sales	635,422	571,726	549,780	504,459	489,095
Cost of sales	495,068	408,506	335,196	283,494	290,197
Gross profit	140,354	163,219	214,584	220,965	198,898
(Gross profit ratio)	(22.1%)	(28.5%)	(39.0%)	(43.8%)	(40.7%)
Selling, general and administrative expenses	176,764	209,645	189,814	188,083	169,535
Operating profit	-36,410	-46,425	24,770	32,881	29,362
(Operating profit ratio)	(-5.7%)	(-8.1%)	(4.5%)	(6.5%)	(6.0%)
Non-operating income	48,485	53,136	46,043	14,550	28,593
(of which foreign exchange gains)	(39,506)	(39,287)	(34,051)	(-)	(-)
Non-operating expenses	1,592	624	283	18,641	7,591
(of which foreign exchange losses)	(-)	(-)	(-)	(18,356)	(5,256)
Ordinary profit	10,482	6,086	70,530	28,790	50,364
(Ordinary profit ratio)	(1.6%)	(1.1%)	(12.8%)	(5.7%)	(10.3%)
Extraordinary income	2,957	4,922	3,737	407	64,775
Extraordinary losses	3,243	79	2,176	1,482	409
Income before income taxes and minority interests	10,197	10,929	72,091	27,715	114,730
Income taxes	3,029	34,132	30,228	11,197	12,147
Profit	7,168	-23,202	41,862	16,518	102,582
Profit attributable to non-controlling interests	68	20	18	13	8
Profit attributable to owners of parent	7,099	-23,222	41,843	16,505	102,574
(Profit attributable to owners of parent ratio)	(1.1%)	(-4.1%)	(7.6%)	(3.3%)	(21.0%)

Quarterly Consolidated Statements of Income Transition

million yen

	F Y 3/2016					F Y 3/2017				
	1 Q	2 Q	3 Q	4 Q	Total	1 Q	2 Q	3 Q	4 Q	Total
Net sales	90,223	113,959	221,481	78,795	504,459	61,969	74,843	174,308	177,974	489,095
Cost of sales	47,537	62,957	131,869	41,130	283,494	31,436	43,796	95,823	119,141	290,197
Gross profit	42,685	51,001	89,612	37,665	220,965	30,532	31,047	78,485	58,832	198,898
(Gross profit ratio)	(47.3%)	(44.8%)	(40.5%)	(47.8%)	(43.8%)	(49.3%)	(41.5%)	(45.0%)	(33.1%)	(40.7%)
Selling, general and administrative expenses	41,536	43,173	56,104	47,269	188,083	35,667	31,860	46,222	55,785	169,535
Operating profit	1,149	7,828	33,508	-9,604	32,881	-5,134	-812	32,262	3,047	29,362
(Operating profit ratio)	(1.3%)	(6.9%)	(15.1%)	(-12.2%)	(6.5%)	(-8.3%)	(-1.1%)	(18.5%)	(1.7%)	(6.0%)
Non-operating income	13,173	-5,636	5,456	1,557	14,550	1,869	13,709	8,259	4,755	28,593
(of which foreign exchange gains)	(10,818)	(-10,098)	(1,082)	(-1,801)	(-)	(-)	(-)	(1,405)	(-1,405)	(-)
Non-operating expenses	35	41	106	18,457	18,641	35,409	5,105	-39,471	6,547	7,591
(of which foreign exchange losses)	(-)	(-)	(-)	(18,356)	(18,356)	(35,003)	(4,907)	(-39,911)	(5,256)	(5,256)
Ordinary profit	14,286	2,149	38,858	-26,504	28,790	-38,674	7,791	79,993	1,254	50,364
(Ordinary profit ratio)	(15.8%)	(1.9%)	(17.5%)	(-33.6%)	(5.7%)	(-62.4%)	(10.4%)	(45.9%)	(0.7%)	(10.3%)
Extraordinary income	3	2	398	3	407	5	62,947	803	1,018	64,775
Extraordinary losses	5	17	917	541	1,482	18	7	167	215	409
Income before income taxes and minority interests	14,285	2,134	38,340	-27,043	27,715	-38,688	70,731	80,629	2,057	114,730
Income taxes	6,003	-1,036	9,229	-2,998	11,197	-14,157	7,895	15,955	2,453	12,147
Profit	8,281	3,171	29,110	-24,044	16,518	-24,530	62,835	64,673	-396	102,582
Profit attributable to non-controlling interests	-2	-11	18	8	13	4	1	4	-1	8
Profit attributable to owners of parent	8,284	3,182	29,092	-24,053	16,505	-24,534	62,833	64,669	-394	102,574
(Profit attributable to owners of parent ratio)	(9.2%)	(2.8%)	(13.1%)	(-30.5%)	(3.3%)	(-39.6%)	(84.0%)	(37.1%)	(-0.2%)	(21.0%)

Foreign Currency Transaction Information

Consolidated Net Sales in Foreign Currencies

	FY3/2016				FY3/2017			
	1 Q	2 Q	3 Q	4 Q	1 Q	2 Q	3 Q	4 Q
USD	0.2 billion				0.2 billion			
	0.6 billion				0.4 billion			
	1.4 billion				1.0 billion			
	1.7 billion				1.7 billion			
Euro	0.1 billion				0.1 billion			
	0.3 billion				0.3 billion			
	0.8 billion				0.7 billion			
	0.9 billion				1.0 billion			

Non-Consolidated Purchases in U.S. Dollars

	FY3/2016				FY3/2017			
	1 Q	2 Q	3 Q	4 Q	1 Q	2 Q	3 Q	4 Q
	0.1 billion				0.1 billion			
	0.6 billion				0.3 billion			
	1.0 billion				0.8 billion			
	1.1 billion				1.5 billion			

Average Exchange Rates

	FY3/2016				FY3/2017				yen
	1 Q	2 Q	3 Q	4 Q	1 Q	2 Q	3 Q	4 Q	
1 USD =	121.36				108.14				
	121.80				105.29				
	121.70				106.63				
	120.14				108.38				
1 Euro =	134.16				122.02				
	135.07				118.15				
	134.36				118.02				
	132.58				118.79				

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

	FY3/2016 3/31/2016	million dollars/euros			
		6/30/2016	9/30/2016	12/31/2016	3/31/2017
Cash and deposits (USD)	2,196	2,133	2,162	2,158	2,181
Accounts receivable-trade (USD)	149	79	223	268	500
Accounts payable-trade (USD)	66	91	251	363	531
Loans payable to subsidiaries (USD)	—	—	—	300	300
Cash and deposits (Euro)	665	725	731	580	495
Accounts receivable-trade (Euro)	111	98	160	249	333

Exchange Rates

	FY3/2016 3/31/2016	yen			
		6/30/2016	9/30/2016	12/31/2016	3/31/2017
1 USD =	112.68	102.91	101.12	116.49	112.19
1 Euro =	127.70	114.39	113.36	122.70	119.79

Million-Seller Titles of Nintendo Products

units in ten thousands

FY3/2017(Apr.'16-Mar.'17)			Life-to-date
Global	of which		Global
	Japan	Overseas	

Nintendo 3DS

Pokémon Sun/Pokémon Moon	1,544	383	1,161	1,544
Super Mario Maker for Nintendo 3DS	234	108	125	234
Mario Kart 7	197	12	185	1,522
Pokémon Omega Ruby/Pokémon Alpha Sapphire	190	18	171	1,374
Pokémon X/Pokémon Y	141	7	134	1,611
Kirby: Planet Robobot	136	59	77	136
New Super Mario Bros. 2	103	10	92	1,127

Wii U

The Legend of Zelda: Breath of the Wild	108	12	96	108
---	------------	----	----	------------

Nintendo Switch

The Legend of Zelda: Breath of the Wild	276	39	237	276
---	------------	----	-----	------------

[Note] Software sales units include the quantity bundled with hardware.

Software sales units include their downloadable versions.

Nintendo Co., Ltd.

- 5 -

Launch Schedule of Primary Nintendo Products by Region (extracts: Apr. 2017～)

Region	(Category)	Nintendo 3DS		Nintendo Switch	
		Title	Launch Date	Title	Launch
Japan	(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
		Kirby for Nintendo 3DS (temp.)	Winter 2017	SUPER MARIO ODYSSEY	Holiday 2017
				Xenoblade Chronicles 2	2017
				Fire Emblem for Nintendo Switch (temp.)	2018
The United States	(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
		Fire Emblem Warriors *	Fall 2017	Fire Emblem Warriors *	Fall 2017
		Monster Hunter Stories *	Fall 2017	SUPER MARIO ODYSSEY	Holiday 2017
		YO-KAI WATCH 2: Psychic Specters *	Fall 2017	Xenoblade Chronicles 2	2017
		Kirby for Nintendo 3DS (temp.)	Holiday 2017	Fire Emblem for Nintendo Switch (temp.)	2018
		Miitopia	2017		
Europe	(Software)	YO-KAI WATCH 2: Bony Spirits *	4/7/2017	Mario Kart 8 Deluxe	4/28/2017
		YO-KAI WATCH 2: Fleshy 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	Fire Emblem Warriors *	Fall 2017
		Hey! PIKMIN	7/28/2017	SUPER MARIO ODYSSEY	Holiday 2017
		Dr Kawashima's Devilish Brain Training: Can you stay focused?	7/28/2017	Xenoblade Chronicles 2	2017
		Fire Emblem Warriors *	Fall 2017	Fire Emblem for Nintendo Switch (temp.)	2018
		Kirby for Nintendo 3DS (temp.)	Winter 2017		
		Miitopia	2017		

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: Apr. 2017~)

Region	Nintendo 3DS		Nintendo Switch	
	Title	Publisher	Title	Publisher
Japan	Cube Creator DX	ARC SYSTEM WORKS	DRAGONBALL XENOVERSE 2 (temp.)	BANDAI NAMCO Entertainment
	rajiantohisutoria pafuekutokuronorogi	ATLUS	ULTRA STREET FIGHTER® II The Final Challengers	CAPCOM
	sekaijutofushiginodanjon2	ATLUS	Fire Emblem Warriors	KOEI TECMO GAMES
	DRAGONBALL HEROES ULTIMATE MISSION X	BANDAI NAMCO Entertainment	Fate/EXTELLA	Marvelous
	Daigyakutensaiban 2 -NaruhodouRyuunosuke no kakugo-	CAPCOM	Minecraft: Nintendo Switch Edition	Microsoft/Mojang
	THE ALLIANCE ALIVE	FURYU Corporation	Sonic Forces	SEGA
	Fire Emblem Warriors	KOEI TECMO GAMES	Minna de waiwai! SPELUNKER	SQUARE ENIX
	Shingeki no Kyojin Shichi kara no Dassyutsu	KOEI TECMO GAMES	SEIKEN DENSETSU COLLECTION	SQUARE ENIX
	LAYTON'S MYSTERY JOURNEY? Katrielle and the Millionaires' Conspiracy	LEVEL-5	CARS 3: DRIVEN TO WIN	Warner Bros. Japan
	SNACK WORLD TREJARERS	LEVEL-5	LEGO® CITY UNDERCOVER	Warner Bros. Japan
	Sumikkogurashi Koko Dokonandesu?	NIPPON COLUMBIA		
	DRAGON QUEST XI	SQUARE ENIX		
The United States	Runbow Pocket	13AM Games	NAMCO MUSEUM™	BANDAI NAMCO Entertainment America
	Farming Simulator 18	Focus Home Interactive	ULTRA STREET FIGHTER® II: The Final Challengers	Capcom
	RPG Maker Fes	NIS America	RiME	Grey Box
	Elliot Quest	PlayEveryWare	Celeste	MattMakesGames
	Cooking Mama: Sweet Shop	Rising Star Games	Minecraft: Nintendo Switch Edition	Mojang
	Urban Trial FREESTYLE 2	Tate Multimedia	Cave Story+	Nicalis
			Disgaea® 5 Complete	NIS America
			Puyo Puyo™ Tetris®	SEGA
			Minecraft: Story Mode	Telltale Games
			LEGO® CITY Undercover	Warner Bros. Interactive Entertainment
Europe	Runbow Pocket	13AM Games	NAMCO MUSEUM™	BANDAI NAMCO Entertainment Europe
	Farming Simulator 18	Focus Home Interactive	ULTRA STREET FIGHTER® II: The Final Challengers	Capcom
	RPG Maker Fes	NIS America	Puyo Puyo Tetris	Deep Silver
	Elliot Quest	PlayEveryWare	Farming Simulator	Focus Home Interactive
	Cooking Mama: Sweet Shop	Rising Star Games	RiME	Grey Box
	Harvest Moon: Skytree Village	Rising Star Games	The Binding of Isaac: Afterbirth+	Headup Games
			Fate/EXTELLA: The Umbral Star	Marvelous
			Celeste	MattMakesGames
			Minecraft: Nintendo Switch Edition	Mojang
			Cave Story+	Nicalis
			Disgaea™ 5 Complete	NIS America
			Minecraft: Story Mode - The Complete Adventure	Telltale Games
			LEGO® CITY Undercover	Warner Bros. Interactive Entertainment

Notes: Software titles are based on the information as of April 27, 2017.

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.