

# Nintendo Co., Ltd.

## Financial Results Briefing for Fiscal Year Ended March 2012

(Briefing Date: 4/27/2012)

### 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

	FY3/2008	FY3/2009	FY3/2010	FY3/2011	FY3/2012
Net sales	1,672,423	1,838,622	1,434,365	1,014,345	647,652
Cost of sales	972,362	1,044,981	859,131	626,379	493,997
Gross profit	700,060	793,641	575,234	387,965	153,654
(Gross profit ratio)	(41.9%)	(43.2%)	(40.1%)	(38.2%)	(23.7%)
Selling, general and administrative expenses	212,840	238,378	218,666	216,889	190,975
Operating income	487,220	555,263	356,567	171,076	-37,320
(Operating income ratio)	(29.1%)	(30.2%)	(24.9%)	(16.9%)	(-5.8%)
Non-operating income	48,564	32,159	11,082	8,602	9,825
(of which foreign exchange gains)	(-)	(-)	(-)	(-)	(-)
Non-operating expenses	94,977	138,727	3,325	51,577	33,368
(of which foreign exchange losses)	(92,346)	(133,908)	(204)	(49,429)	(27,768)
Ordinary income	440,807	448,695	364,324	128,101	-60,863
(Ordinary income ratio)	(26.4%)	(24.4%)	(25.4%)	(12.6%)	(-9.4%)
Extraordinary income	3,934	339	5,399	186	84
Extraordinary loss	10,966	902	2,282	353	98
Income before income taxes and minority interests	433,775	448,132	367,442	127,934	-60,877
Income taxes	176,532	169,134	138,896	50,262	-17,659
Income before minority interests	-	-	-	77,671	-43,217
Minority interests in income	-99	-91	-89	50	-13
Net income	257,342	279,089	228,635	77,621	-43,204
(Net income ratio)	(15.4%)	(15.2%)	(15.9%)	(7.7%)	(-6.7%)

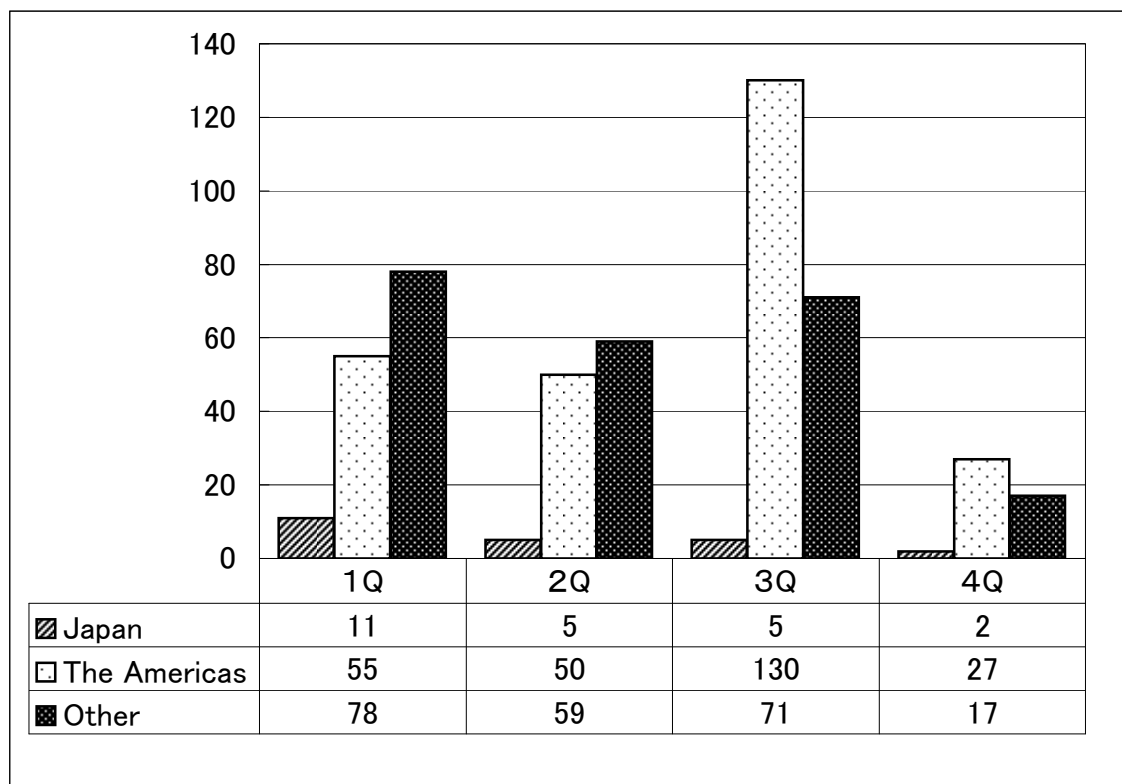
## Quarterly Consolidated Statements of Income Transition

million yen

	FY3/2011					FY3/2012				
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
Net sales	188,646	174,513	444,830	206,354	1,014,345	93,928	121,809	340,428	91,485	647,652
Cost of sales	118,298	96,070	273,206	138,803	626,379	82,897	100,823	241,343	68,932	493,997
Gross profit	70,348	78,442	171,624	67,550	387,965	11,030	20,985	99,085	22,552	153,654
(Gross profit ratio)	(37.3%)	(44.9%)	(38.6%)	(32.7%)	(38.2%)	(11.7%)	(17.2%)	(29.1%)	(24.7%)	(23.7%)
Selling, general and administrative expenses	47,005	47,553	67,060	55,269	216,889	48,743	40,620	58,146	43,465	190,975
Operating income	23,342	30,889	104,563	12,281	171,076	-37,712	-19,634	40,938	-20,912	-37,320
(Operating income ratio)	(12.4%)	(17.7%)	(23.5%)	(6.0%)	(16.9%)	(-40.2%)	(-16.1%)	(12.0%)	(-22.9%)	(-5.8%)
Non-operating income	2,169	2,680	2,477	1,274	8,602	2,348	2,492	2,528	2,456	9,825
(of which foreign exchange gains)	(-)	(-)	(-)	(-)	(-)	(-)	(-)	(-)	(-)	(-)
Non-operating expenses	71,567	-8,332	22,400	-34,057	51,577	7,187	48,178	1,622	-23,620	33,368
(of which foreign exchange losses)	(70,594)	(-8,419)	(22,228)	(-34,973)	(49,429)	(5,065)	(47,368)	(1,292)	(-25,957)	(27,768)
Ordinary income	-46,055	41,902	84,641	47,613	128,101	-42,551	-65,320	41,844	5,164	-60,863
(Ordinary income ratio)	(-24.4%)	(24.0%)	(19.0%)	(23.1%)	(12.6%)	(-45.3%)	(-53.6%)	(12.3%)	(5.6%)	(-9.4%)
Extraordinary income	134	56	-75	71	186	-	50	-1	35	84
Extraordinary loss	17	1	14	319	353	19	42	10	25	98
Income before income taxes and minority interests	-45,938	41,956	84,551	47,364	127,934	-42,571	-65,312	41,832	5,174	-60,877
Income taxes	-20,687	18,727	32,980	19,242	50,262	-17,055	-20,537	19,918	15	-17,659
Income before minority interests	-25,250	23,229	51,571	28,121	77,671	-25,515	-44,774	21,914	5,158	-43,217
Minority interests in income	-33	24	1	57	50	0	-18	-7	12	-13
Net income	-25,216	23,205	51,569	28,064	77,621	-25,516	-44,756	21,921	5,146	-43,204
(Net income ratio)	(-13.4%)	(13.3%)	(11.6%)	(13.6%)	(7.7%)	(-27.2%)	(-36.7%)	(6.4%)	(5.6%)	(-6.7%)

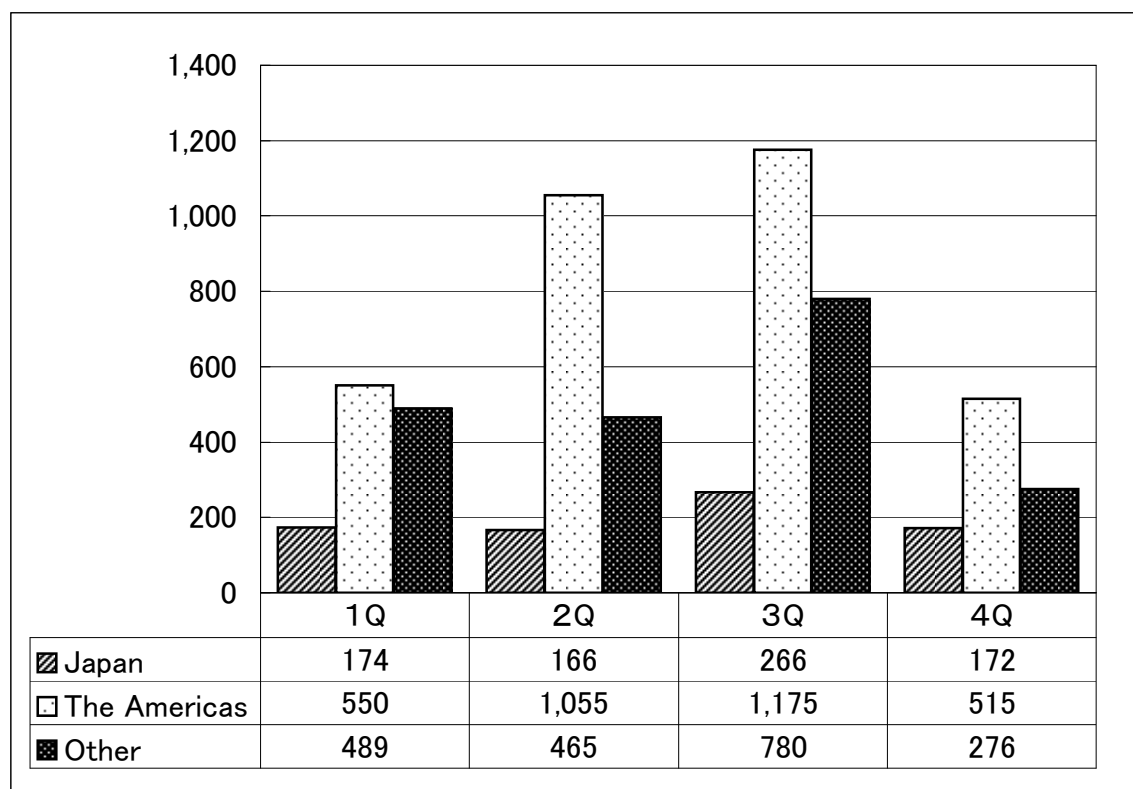
## Consolidated Sales Units of "Nintendo DS" (FY3/2012)

### 1. Hardware (Nintendo DS, Nintendo DS Lite, Nintendo DSi, and Nintendo DSi XL) units in ten thousands



### 2. Software

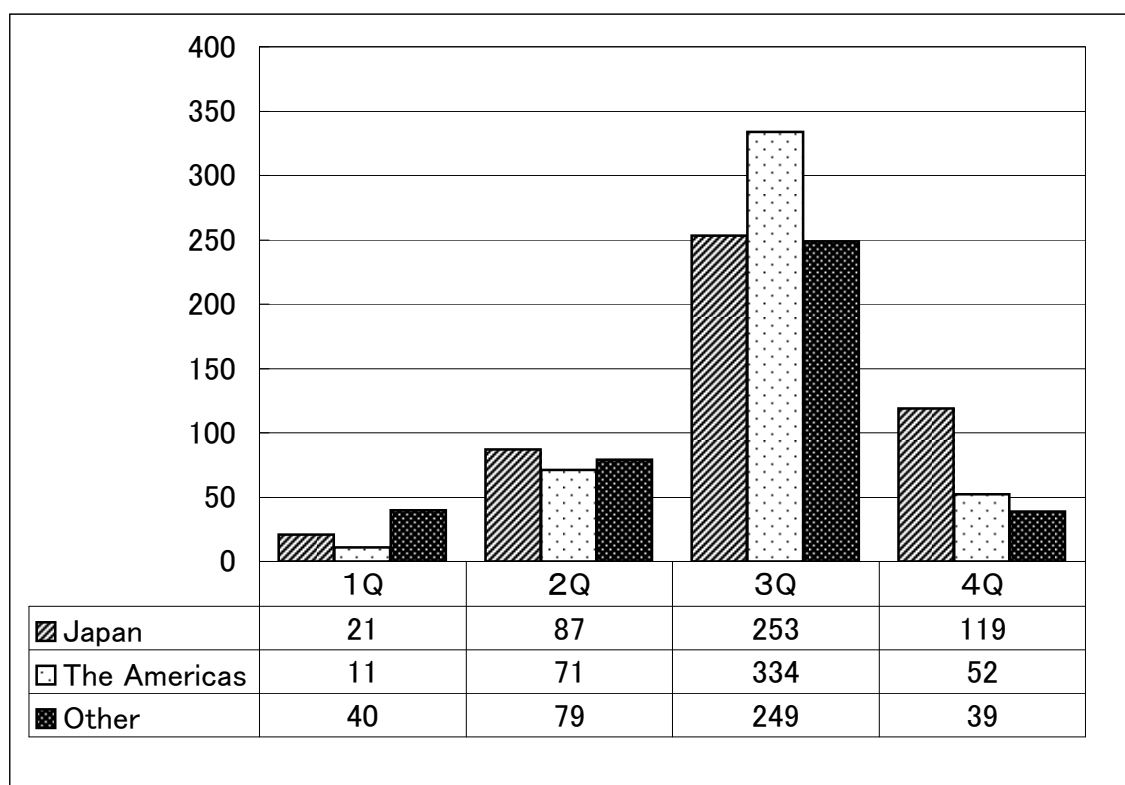
units in ten thousands



## Consolidated Sales Units of "Nintendo 3DS" (FY3/2012)

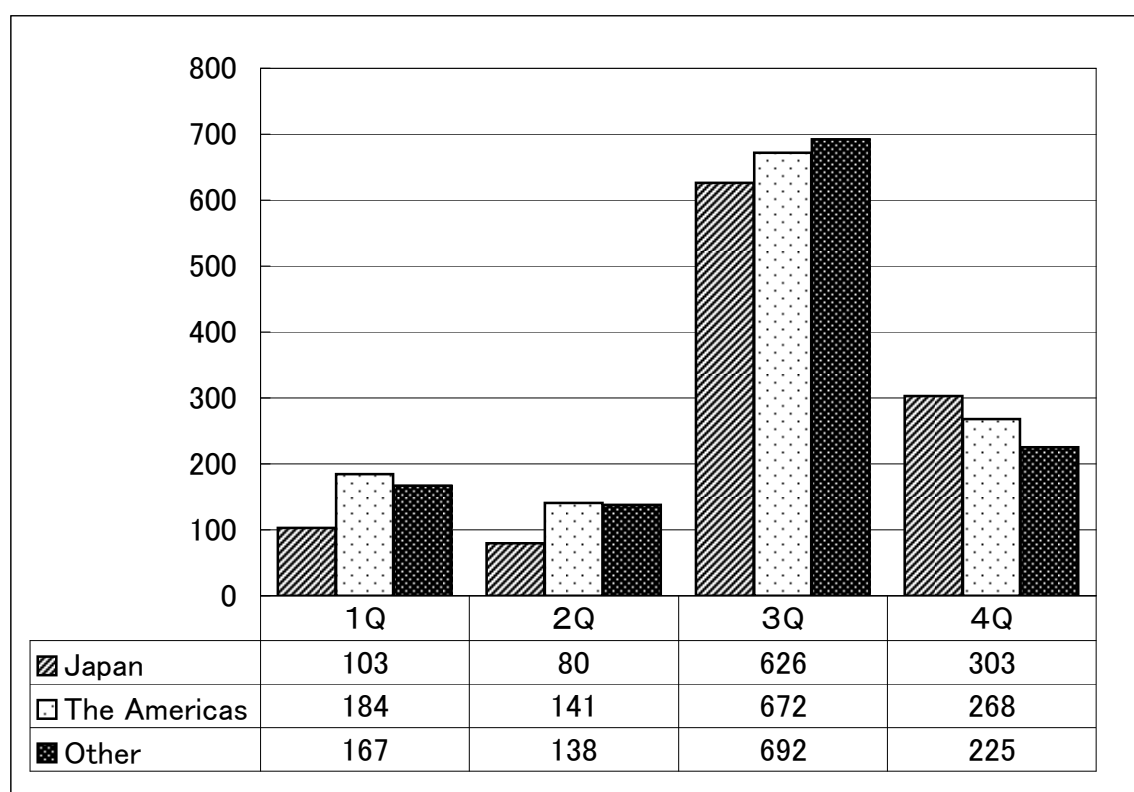
### 1. Hardware

units in ten thousands



### 2. Software

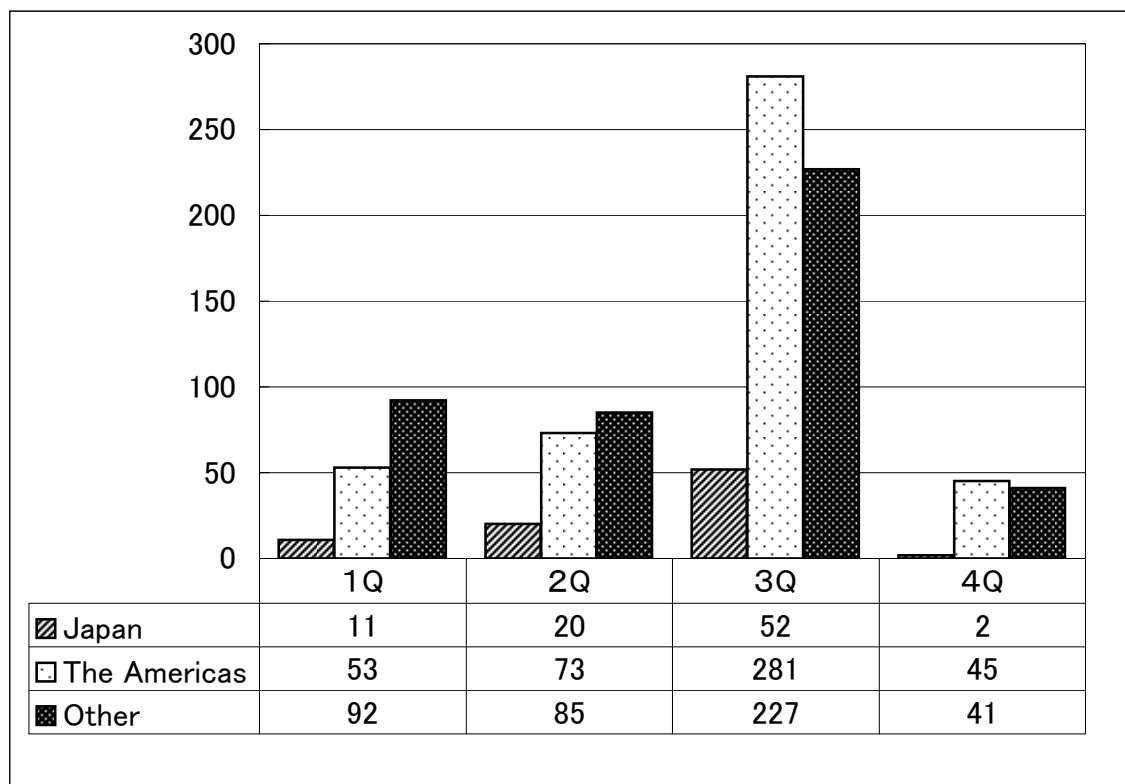
units in ten thousands



## Consolidated Sales Units of "Wii" (FY3/2012)

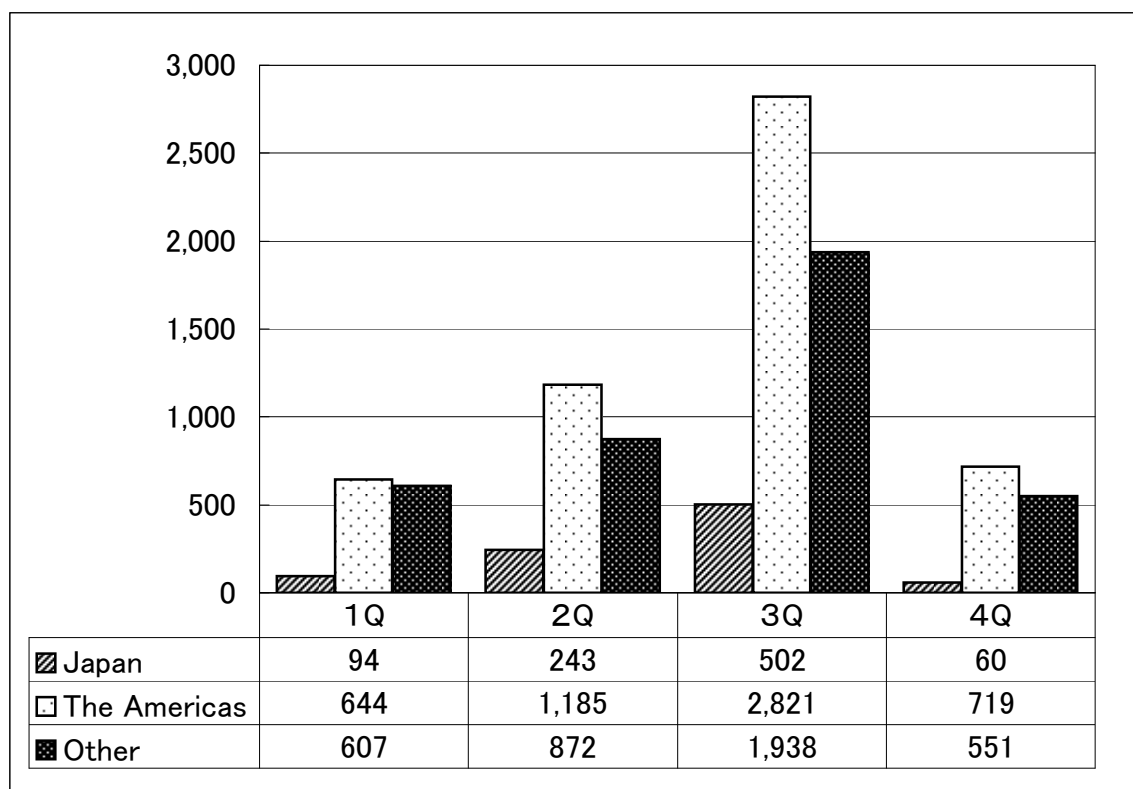
### 1. Hardware

units in ten thousands



### 2. Software

units in ten thousands



## Million-Seller Titles of NINTENDO Products

units in ten thousands

	FY3/2012(Apr.'11-Mar.'12)			Life-to-date
	Global	of which		Global
		Japan	Overseas	
<b>Nintendo DS</b>				
Pokémon Black Version/White Version	<b>320</b>	24	296	<b>1,471</b>
New Super Mario Bros.	<b>221</b>	15	206	<b>2,909</b>
Mario Kart DS	<b>153</b>	13	140	<b>2,257</b>
Professor Layton and the Last Specter*	<b>125</b>	–	125	<b>125</b>
Kirby Mass Attack	<b>106</b>	41	64	<b>106</b>
<b>Nintendo 3DS</b>				
SUPER MARIO 3D LAND	<b>584</b>	157	427	<b>584</b>
Mario Kart 7	<b>524</b>	166	358	<b>524</b>
The Legend of Zelda: Ocarina of Time 3D	<b>261</b>	60	201	<b>261</b>
Pokémon Rumble Blast	<b>108</b>	32	76	<b>108</b>
<b>Wii</b>				
Mario Kart Wii	<b>543</b>	37	507	<b>3,244</b>
New Super Mario Bros. Wii	<b>432</b>	18	414	<b>2,626</b>
The Legend of Zelda: Skyward Sword	<b>352</b>	36	315	<b>352</b>
Wii Sports	<b>284</b>	2	283	<b>7,960</b>
Wii Sports Resort	<b>246</b>	67	178	<b>3,014</b>
Wii Party	<b>217</b>	50	167	<b>794</b>
Wii Fit Plus	<b>200</b>	15	184	<b>2,048</b>
Super Mario Galaxy	<b>136</b>	0	136	<b>1,068</b>
Kirby's Return to Dream Land	<b>131</b>	67	64	<b>131</b>
Wii Play: Motion	<b>126</b>	16	110	<b>126</b>

[Reference] Global sales units of Wii Balance Board bundled with Wii Fit or Wii Fit Plus are nearly 37 million units on a life-to-date basis.

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

\*This title is licensed to be sold as a Nintendo product overseas. Global units (both FY3/2012 and Life-to-date) do not include units sold in Japan.

## Foreign Currency Transaction Information

### Consolidated Net Sales in Foreign Currencies

	FY3/2011				FY3/2012			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
USD	0.9 billion	1.6 billion	4.0 billion	4.9 billion	0.3 billion	0.8 billion	2.5 billion	2.9 billion
Euro	0.4 billion	0.9 billion	2.2 billion	2.9 billion	0.3 billion	0.7 billion	1.7 billion	2.0 billion

### Non-Consolidated Purchases in U.S. Dollars

	FY3/2011				FY3/2012			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
	0.3 billion	0.8 billion	1.3 billion	1.6 billion	0.5 billion	1.3 billion	2.4 billion	2.8 billion

### Average Exchange Rates

	FY3/2011				FY3/2012				yen
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	
1 USD =	92.01	88.95	86.85	85.72	81.74	79.82	79.01	79.08	
1 Euro =	116.99	113.85	113.31	113.12	117.40	113.79	110.64	108.98	

### Major Assets and Liabilities in Foreign Currencies Influenced by Exchange Rate Fluctuations (Non-Consolidated)

	FY3/2011 3/31/2011	FY3/2012				million dollars/euros
		6/30/2011	9/30/2011	12/31/2011	3/31/2012	
Cash and deposits (USD)	3,541	3,633	3,147	2,348	1,226	
Accounts receivable-trade (USD)	776	309	506	1,151	295	
Accounts payable-trade (USD)	112	409	897	1,096	312	
Cash and deposits (Euro)	1,996	1,597	1,631	1,594	1,576	
Accounts receivable-trade (Euro)	661	477	389	679	262	

### Exchange Rates

	FY3/2011 3/31/2011	FY3/2012				yen
		6/30/2011	9/30/2011	12/31/2011	3/31/2012	
1 USD =	83.15	80.73	76.65	77.74	82.19	
1 Euro =	117.57	116.84	104.11	100.71	109.80	



## Launch Dates of Primary NINTENDO Products by Region (Apr. 2011~Mar. 2012)

		Nintendo 3DS		Wii	
Region	Category	Title	Launch Date	Title	Launch Date
Japan	(Software)	Pilotwings Resort	4/14/2011	Pandora's Tower	5/26/2011
		Steel Diver	5/12/2011	GoldenEye 007*	6/30/2011
		The Legend of Zelda: Ocarina of Time 3D	6/16/2011	Wii Play: Motion	7/7/2011
		Star Fox 64 3D	7/14/2011	Rhythm Heaven Fever	7/21/2011
		Pokémon Rumble Blast	8/11/2011	Disney Epic Mickey*	8/4/2011
		Hana to Ikimono Rittai Zukan	9/29/2011	JUST DANCE Wii*	10/13/2011
		SUPER MARIO 3D LAND	11/3/2011	Kirby's Return to Dream Land	10/27/2011
		Mario Kart 7	12/1/2011	PokéPark 2: Wonders Beyond	11/12/2011
		Spirit Camera: The Cursed Memoir	1/12/2012	The Legend of Zelda: Skyward Sword	11/23/2011
		Mario & Sonic at the London 2012 Olympic Games™*	3/1/2012	Mario & Sonic at the London 2012 Olympic Games™*	12/8/2011
Kid Icarus: Uprising	3/22/2012	Kikitorikku	1/19/2012		
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The United States	(Software)	The Legend of Zelda: Ocarina of Time 3D	6/19/2011	Wii Play: Motion	6/13/2011
		Star Fox 64 3D	9/9/2011	Mystery Case Files: The Malgrave Incident	6/27/2011
		TETRIS AXIS**	10/2/2011	Kirby's Return to Dream Land	10/24/2011
		Pokémon Rumble Blast	10/24/2011	The Legend of Zelda: Skyward Sword	11/20/2011
		SUPER MARIO 3D LAND	11/13/2011	Fortune Street**	12/5/2011
		Mario Kart 7	12/4/2011	Rhythm Heaven Fever	2/13/2012
		Kid Icarus: Uprising	3/23/2012	PokéPark 2: Wonders Beyond	2/27/2012
				Mario Party 9	3/11/2012
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Europe	(Software)	Steel Diver	5/6/2011	Wii Play: Motion	6/24/2011
		The Legend of Zelda: Ocarina of Time 3D	6/17/2011	Xenoblade Chronicles	8/19/2011
		Star Fox 64 3D	9/9/2011	Mystery Case Files: The Malgrave Incident	9/9/2011
		SUPER MARIO 3D LAND	11/18/2011	The Legend of Zelda: Skyward Sword	11/18/2011
		Super Pokémon Rumble	12/2/2011	Kirby's Adventure Wii	11/25/2011
		Mario Kart 7	12/2/2011	Boom Street**	12/28/2011
		Kid Icarus: Uprising	3/23/2012	The Last Story	2/24/2012
				Mario Party 9	3/2/2012
				PokéPark 2: Wonders Beyond	3/23/2012
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		Nintendo DS			
Region	Category	Title	Launch Date		
Japan	(Software)	Battle & Get! Pokémon Typing DS	4/21/2011		
		Kirby Mass Attack	8/4/2011		
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The United States	(Software)	Dragon Quest Monsters: Joker 2**	9/19/2011		
		Kirby Mass Attack	9/19/2011		
		Professor Layton and the Last Specter**	10/17/2011		
		Fossil Fighters: Champions	11/14/2011		
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Europe	(Software)	DRAGON QUEST VI: Realms of Reverie**	5/20/2011		
		Inazuma Eleven**	8/26/2011		
		Dragon Quest Monsters: Joker 2**	10/7/2011		
		Kirby Mass Attack	10/28/2011		
		Professor Layton and the Spectre's Call**	11/25/2011		
		Inazuma Eleven 2: Firestorm**	3/16/2012		
		Inazuma Eleven 2: Blizzard**	3/16/2012		

Notes: Launch dates may differ within the United States and European regions.

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## Launch Schedule of Primary NINTENDO Products by Region (Apr. 2012~)

		Nintendo 3DS		Wii	
Region	Category	Title	Launch Date	Title	Launch Date
Japan	(Software)	Fire Emblem Kakusei	4/19/2012	Mario Party 9	4/26/2012
		Mario Tennis Open	5/24/2012	Project Zero 2: Wii Edition	6/28/2012
		Culdcept®	6/28/2012	JUST DANCE Wii 2*	Jul. 2012
		Pocket Soccer League Calciobit	7/12/2012		
		New Super Mario Bros. 2	Aug. 2012		
		Onitore (temp.)	Summer 2012		
		Animal Crossing (temp.)	Fall 2012		
		Paper Mario (temp.)	2012		
		Luigi's Mansion 2 (temp.)	2012		
		GIRLS MODE (temp.)	2012		
Tomodachi Collection (temp.)	TBD				
The United States	(Software)	Spirit Camera: The Cursed Memoir	4/13/2012	Xenoblade Chronicles	4/6/2012
		Mario Tennis Open	5/20/2012		
		New Super Mario Bros. 2	Aug. 2012		
		LEGO® City (temp.)**	2012		
		Luigi's Mansion 2 (temp.)	2012		
		Animal Crossing (temp.)	TBD		
		Paper Mario (temp.)	TBD		
Europe	(Software)	Mario Tennis Open	5/25/2012	Pandora's Tower	4/13/2012
		Spirit Camera: The Cursed Memoir	6/29/2012	Project Zero 2: Wii Edition	6/29/2012
		New Super Mario Bros. 2	Aug. 2012	Beat the Beat: Rhythm Paradise	7/6/2012
		Luigi's Mansion 2 (temp.)	2012		
		Professor Layton 5 (temp.)**	2012		
		Animal Crossing (temp.)	TBD		
		Paper Mario (temp.)	TBD		
		Nintendo DS			
Region	Category	Title	Launch Date		
Japan	(Software)	Pokémon Black Version 2	6/23/2012		
		Pokemon White Version 2	6/23/2012		
The United States	(Software)	Pokémon Conquest**	6/18/2012		
		Pokémon Black Version 2	Fall 2012		
		Pokemon White Version 2	Fall 2012		
Europe	(Software)	Pokémon Black Version 2	Fall 2012		
		Pokemon White Version 2	Fall 2012		

Notes: Launch dates and titles, etc. are subject to change.

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## Upcoming Third-Party Software Lineup (extracts: Apr. 2012~)

		Nintendo 3DS		Wii	
Region	Category	Title	Publisher	Title	Publisher
Japan	(Software)	Sekaiju no MeikyūIV Denshou no Kyojin	Index	DRAGON QUEST X Online	SQUARE ENIX
		GUILD01	LEVEL-5 Inc.		
		Danballsenki baku-boost	LEVEL-5 Inc.		
		RuneFactory 4	Marvelous AQL Inc.		
		Tosochu Shijosaikyo no Huntertachi kara nigekire!	NAMCO BANDAI Games Inc.		
		Taiko no Tatsujin Chibi Dragon to Hushigina Orb	NAMCO BANDAI Games Inc.		
		DRAGON QUEST MONSTERS: Terry in Wonderland 3D	SQUARE ENIX		
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The United States	(Software)	BATTLESHIP	Activision	BATTLESHIP	Activision
		The Amazing Spider-Man	Activision	The Amazing Spider-Man	Activision
		Roller Coaster Tycoon 3D	Atari	Madagascar 3: The Video Game	D3Publisher
		Disney Epic Mickey: Power of Illusion	Disney	LEGO Batman 2: DC Super Heroes	Warner Brothers
		Madagascar 3: The Video Game	D3Publisher	The Last Story	Xseed Games
		CRUSH3D	SEGA		
		Rhythm Thief & the Emperor's Treasure	SEGA		
		Heroes of Ruin	Square Enix		
		Kingdom Hearts 3D [Dream Drop Distance]	Square Enix		
		LEGO Batman 2: DC Super Heroes	Warner Brothers		
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Europe	(Software)	BATTLESHIP	Activision	BATTLESHIP	Activision
		The Amazing Spider-Man	Activision	Men in Black Alien Crisis	Activision
		Roller Coaster Tycoon 3D	Atari	The Amazing Spider-Man	Activision
		Disney Epic Mickey: Power of Illusion	Disney	Quiz Party	CK Games
		Harvest Moon: The Tale of Two Towns	Rising Star Games	Brave: The Video Game	Disney
		Rhythm Thief & the Emperor's Treasure	SEGA	LEGO Batman 2: DC Super Heroes	Warner Brothers
		Heroes of Ruin	Square Enix		
		Kingdom Hearts 3D [Dream Drop Distance]	Square Enix		
		THEATRHYTHM FINAL FANTASY	Square Enix		
		PurrPals Purrfection	THQ		
		Rayman Origins	Ubisoft		
		LEGO Batman 2: DC Super Heroes	Warner Brothers		

Notes: Launch titles are listed by publisher alphabetically.

Launch schedules etc. are subject to change.

## URL Reference

The URLs listed below include information such as earnings releases and other information which helps you to understand the Company's view and directions.

### ■ IR Information

<http://www.nintendo.co.jp/ir/en/index.html>

### ■ IR events

<http://www.nintendo.co.jp/ir/en/library/events/index.html>

IR Information > IR Library > IR Events

- Corporate Management Policy Briefing / Financial Results Briefing (for the Nine Months Ended December 2011) (1/27/2012)
- Financial Results Briefing (for the Six Months Ended September 2011) (10/28/2011)
- Financial Results Briefing (for the Three Months Ended June 2011) (7/29/2011)
- 2011 E3 Expo Analyst Q&A Session (6/8/2011)
- Past financial results briefings and other events

### ■ Stock Information

<http://www.nintendo.co.jp/ir/en/stock/index.html>

IR Information > Stock Information

- The 71st Annual General Meeting of Shareholders Q & A (6/29/2011)  
Stock Information > General Meeting of Shareholders > Q&A

### ■ Other information

- Nintendo Direct

[http://www.nintendo.com/nintendo\\_direct](http://www.nintendo.com/nintendo_direct) (For the U.S. Market)

[http://www.nintendo.co.uk/NOE/en\\_GB/news/nintendo\\_direct\\_47764.html](http://www.nintendo.co.uk/NOE/en_GB/news/nintendo_direct_47764.html) (For the European Market)

- E3 2011 (June 2011)

<http://e3.nintendo.com/>

- President's speech at Game Developers Conference held in San Francisco (3/2/2011)

<http://gdc2011.nintendo.com/>

- Iwata Asks Links

Links to some of Nintendo's product websites that host "Iwata Asks," a series of interviews where our worldwide president asks the development staff to hear the background and history behind some of our projects

<http://www.nintendo.com/corp/iwataasks.jsp>

\*Availability may change without notice.