

Nintendo Co., Ltd.

Earnings Release for the Nine-Month Period Ended December 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

	FY3/2016 Apr.-Dec.'15	FY3/2017 Apr.-Dec.'16	FY3/2018 Apr.-Dec.'17	FY3/2019 Apr.-Dec.'18	FY3/2020 Apr.-Dec.'19
Net sales	425,664	311,121	857,012	997,295	1,022,668
Cost of sales	242,364	171,055	530,707	588,222	556,578
Gross profit	183,299	140,065	326,305	409,073	466,089
(Gross profit ratio)	(43.1%)	(45.0%)	(38.1%)	(41.0%)	(45.6%)
Selling, general and administrative expenses	140,814	113,750	169,842	189,043	203,159
Operating profit	42,485	26,315	156,462	220,029	262,930
(Operating profit ratio)	(10.0%)	(8.5%)	(18.3%)	(22.1%)	(25.7%)
Non-operating income	12,993	23,837	38,874	20,469	19,826
(of which foreign exchange gains)	(1,801)	(1,405)	(20,264)	(4,349)	(-)
Non-operating expenses	183	1,043	772	230	8,915
(of which foreign exchange losses)	(-)	(-)	(-)	(-)	(8,099)
Ordinary profit	55,295	49,110	194,563	240,268	273,841
(Ordinary profit ratio)	(13.0%)	(15.8%)	(22.7%)	(24.1%)	(26.8%)
Extraordinary income	404	63,756	3,240	1	988
Extraordinary losses	940	193	1,428	703	103
Profit before income taxes	54,759	112,673	196,375	239,566	274,725
Income taxes	14,196	9,693	59,253	70,384	78,308
Profit	40,563	102,979	137,122	169,182	196,417
Profit attributable to non-controlling interests	4	10	1,957	396	27
Profit attributable to owners of parent	40,558	102,969	135,165	168,785	196,389
(Profit attributable to owners of parent ratio)	(9.5%)	(33.1%)	(15.8%)	(16.9%)	(19.2%)

Quarterly Consolidated Statements of Income Transition

million yen

	FY3/2019				FY3/2020			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Net sales	168,157	220,748	608,390	203,264	172,111	271,856	578,701	-
Cost of sales	85,249	131,637	371,335	111,147	88,693	142,170	325,714	-
Gross profit	82,907	89,110	237,055	92,116	83,417	129,685	252,986	-
(Gross profit ratio)	(49.3%)	(40.4%)	(39.0%)	(45.3%)	(48.5%)	(47.7%)	(43.7%)	-
Selling, general and administrative expenses	52,372	58,240	78,430	62,444	55,989	62,891	84,278	-
Operating profit	30,535	30,869	158,624	29,672	27,428	66,794	168,707	-
(Operating profit ratio)	(18.2%)	(14.0%)	(26.1%)	(14.6%)	(15.9%)	(24.6%)	(29.2%)	-
Non-operating income	13,389	17,328	-10,248	7,846	6,916	5,044	7,865	-
(of which foreign exchange gains)	(7,501)	(13,504)	(-16,656)	(1,077)	(-)	(-)	(-)	(-)
Non-operating expenses	58	132	40	431	12,112	8,897	-12,094	-
(of which foreign exchange losses)	(-)	(-)	(-)	(-)	(12,062)	(8,440)	(-12,403)	(-)
Ordinary profit	43,866	48,065	148,336	37,086	22,232	62,940	188,668	-
(Ordinary profit ratio)	(26.1%)	(21.8%)	(24.4%)	(18.2%)	(12.9%)	(23.2%)	(32.6%)	-
Extraordinary income	-	1	0	0	139	-0	848	-
Extraordinary losses	366	18	317	4,881	70	10	22	-
Profit before income taxes	43,499	48,048	148,018	32,206	22,301	62,930	189,494	-
Income taxes	12,919	14,338	43,126	6,820	5,697	17,528	55,082	-
Profit	30,580	33,709	104,892	25,386	16,603	45,401	134,412	-
Profit attributable to non-controlling interests	-19	-266	683	162	-0	-12	40	-
Profit attributable to owners of parent	30,600	33,976	104,209	25,224	16,604	45,413	134,371	-
(Profit attributable to owners of parent ratio)	(18.2%)	(15.4%)	(17.1%)	(12.4%)	(9.6%)	(16.7%)	(23.2%)	-

Foreign Currency Transaction Information

Consolidated Net Sales in Foreign Currencies

	FY3/2019				FY3/2020			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
USD	0.6 billion				0.6 billion			
	1.4 billion				1.6 billion			
	3.7 billion				3.8 billion			
	4.5 billion				—			
Euro	0.2 billion				0.3 billion			
	0.6 billion				0.8 billion			
	1.9 billion				2.1 billion			
	2.3 billion				—			

Non-Consolidated Purchases in U.S. Dollars

	FY3/2019				FY3/2020			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
	1.5 billion				0.7 billion			
	3.1 billion				2.4 billion			
	4.1 billion				3.4 billion			
	4.5 billion				—			

Average Exchange Rates

	FY3/2019				FY3/2020			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
1 USD	109.07				109.90			
	110.26				108.63			
	111.14				108.67			
	110.91				—			
1 Euro	130.06				123.49			
	129.85				121.42			
	129.49				121.05			
	128.41				—			

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

	FY3/2019 3/31/2019	FY3/2020 million dollars/euros			
		6/30/2019	9/30/2019	12/31/2019	3/31/2020
Cash and deposits (USD)	3,060	2,893	2,493	2,595	—
Accounts receivable-trade (USD)	172	427	1,373	1,001	—
Accounts payable-trade (USD)	228	621	1,114	842	—
Borrowings from subsidiaries (USD)	300	300	300	200	—
Cash and deposits (Euro)	837	564	689	417	—
Accounts receivable-trade (Euro)	216	449	1,106	687	—

Exchange Rates

	FY3/2019 3/31/2019	FY3/2020 yen			
		6/30/2019	9/30/2019	12/31/2019	3/31/2020
1 USD	110.99	107.79	107.92	109.56	—
1 Euro	124.56	122.49	118.02	122.54	—

Key Indicators

Proportion of Overseas Sales

FY3/2019				FY3/2020			
1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
76.6%	78.7%	77.7%	78.7%	76.5%	76.9%	78.6%	—
77.8%				76.8%			
77.7%				77.8%			
77.9%				—			

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

Proportion of Hardware Sales

FY3/2019				FY3/2020			
1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
51.7%	62.4%	61.2%	51.1%	50.5%	54.9%	57.4%	—
57.8%				53.2%			
59.9%				55.6%			
58.4%				—			

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

Proportion of First-Party Software Sales

FY3/2019				FY3/2020			
1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
82.9%	71.0%	89.8%	80.3%	74.1%	76.0%	87.4%	—
76.8%				75.2%			
84.6%				82.0%			
83.8%				—			

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

Digital Sales Indicators

Digital Sales in Japanese Yen

FY3/2019				FY3/2020			
1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
18.5 billion	20.6 billion	45.0 billion	34.6 billion	30.6 billion	40.9 billion	53.2 billion	—
39.1 billion				71.6 billion			
84.2 billion				124.9 billion			
118.8 billion				—			

* Digital sales include a) downloadable versions of packaged software, b) download-only software, c) add-on content and d) Nintendo Switch Online, etc.

* "Downloadable versions of packaged software" indicates the downloadable version of software that is offered both physically and digitally.

Proportion of Digital Sales

FY3/2019				FY3/2020			
1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
24.2%	26.0%	19.6%	37.2%	38.3%	34.8%	22.3%	—
25.1%				36.2%			
21.8%				28.6%			
24.8%				—			

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

Proportion of Downloadable Versions of Packaged Software Sales

FY3/2019				FY3/2020			
1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
59.3%	59.1%	78.7%	62.6%	56.4%	64.5%	71.7%	—
59.2%				61.0%			
69.6%				65.6%			
67.6%				—			

* Proportion of downloadable versions of packaged software sales to total digital sales as indicated above: $a/(a+b+c+d)$

[Regarding digital sales recognition]

In principle, sales of Nintendo software are recognized as gross sales while sales of software released by other software publishers are recognized as net sales*.

* Sales commissions, which Nintendo receives based on contracts with other software publishers etc., are recognized as revenue.

Million-Seller Titles of Nintendo Products

units in ten thousands

FY3/2020 (Apr.-Dec.'19)			Life-to-date
Global	of which		Global
	Japan	Overseas	

Nintendo Switch

Pokémon Sword/Pokémon Shield

Mario Kart 8 Deluxe

Luigi's Mansion 3

Super Mario Maker 2

The Legend of Zelda: Link's Awakening

Super Smash Bros. Ultimate

The Legend of Zelda: Breath of the Wild

Super Mario Party

Fire Emblem: Three Houses

New Super Mario Bros. U Deluxe

Ring Fit Adventure

SUPER MARIO ODYSSEY

Pokémon: Let's Go, Pikachu!
Pokémon: Let's Go, Eevee!

Splatoon 2

ASTRAL CHAIN

MARVEL ULTIMATE ALLIANCE 3:
The Black Order

1,606	421	1,185	1,606
627	68	559	2,296
537	73	465	537
504	112	392	504
419	42	377	419
387	69	318	1,768
356	35	321	1,634
272	46	226	912
258	53	204	258
254	26	228	585
217	63	154	217
215	16	199	1,659
113	12	100	1,176
110	34	76	981
103	16	87	103
102	4	98	102

[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. 2019~Dec. 2019)

Region	(Category)	Title	Launch Date
Japan	(Hardware)	Nintendo Switch Lite	9/20/2019
	(Software)	Nintendo Labo Toy-Con 04: VR Kit	4/12/2019
		Super Mario Maker 2	6/28/2019
		MARVEL ULTIMATE ALLIANCE 3: The Black Order	7/19/2019
		Fire Emblem: Three Houses	7/26/2019
		TETRIS 99	8/9/2019
		ASTRAL CHAIN	8/30/2019
		The Legend of Zelda: Link's Awakening	9/20/2019
		Ring Fit Adventure	10/18/2019
		Luigi's Mansion 3	10/31/2019
		Pokémon Sword	11/15/2019
		Pokémon Shield	11/15/2019
		Dr. Kawashima's Brain Training for Nintendo Switch	12/27/2019
The United States	(Hardware)	Nintendo Switch Lite	9/20/2019
	(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
		MARVEL ULTIMATE ALLIANCE 3: The Black Order	7/19/2019
		Fire Emblem: Three Houses	7/26/2019
		ASTRAL CHAIN	8/30/2019
		TETRIS 99	9/6/2019
		DAEMON X MACHINA *	9/13/2019
		The Legend of Zelda: Link's Awakening	9/20/2019
		DRAGON QUEST XI S: Echoes of an Elusive Age - Definitive Edition *	9/27/2019
		Ring Fit Adventure	10/18/2019
		Luigi's Mansion 3	10/31/2019
Pokémon Sword	11/15/2019		
Pokémon Shield	11/15/2019		
Europe	(Hardware)	Nintendo Switch Lite	9/20/2019
	(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
		MARVEL ULTIMATE ALLIANCE 3: The Black Order	7/19/2019
		Fire Emblem: Three Houses	7/26/2019
		ASTRAL CHAIN	8/30/2019
		DAEMON X MACHINA *	9/13/2019
		The Legend of Zelda: Link's Awakening	9/20/2019
		TETRIS 99	9/20/2019
		DRAGON QUEST XI S: Echoes of an Elusive Age - Definitive Edition *	9/27/2019
		Ring Fit Adventure	10/18/2019
		Luigi's Mansion 3	10/31/2019
Pokémon Sword	11/15/2019		
Pokémon Shield	11/15/2019		

[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: Jan. 2020～)

		Nintendo Switch	
Region	(Category)	Title	Launch Date
Japan	(Software)	Tokyo Mirage Sessions #FE Encore	1/17/2020
		Pokémon Mystery Dungeon: Rescue Team DX	3/6/2020
		Animal Crossing: New Horizons	3/20/2020
		Xenoblade Chronicles Definitive Edition	2020
		Famicom Tantei Club: Kieta Koukeisha	2020
		Famicom Tantei Club: Ushiro ni Tatsu Shoujo	2020
		Bayonetta 3	TBA
		Metroid Prime 4 (temp.)	TBA
		The sequel to The Legend of Zelda: Breath of the Wild (temp.)	TBA
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The United States	(Software)	Tokyo Mirage Sessions #FE Encore	1/17/2020
		Pokémon Mystery Dungeon: Rescue Team DX	3/6/2020
		Animal Crossing: New Horizons	3/20/2020
		Xenoblade Chronicles Definitive Edition	2020
		BRAVELY DEFAULT II *	2020
		Bayonetta 3	TBA
		Metroid Prime 4 (temp.)	TBA
		The sequel to The Legend of Zelda: Breath of the Wild (temp.)	TBA
		<hr/>	
Europe	(Software)	Dr Kawashima's Brain Training for Nintendo Switch	1/3/2020
		Tokyo Mirage Sessions #FE Encore	1/17/2020
		Pokémon Mystery Dungeon: Rescue Team DX	3/6/2020
		Animal Crossing: New Horizons	3/20/2020
		Xenoblade Chronicles Definitive Edition	2020
		BRAVELY DEFAULT II *	2020
		Bayonetta 3	TBA
		Metroid Prime 4 (temp.)	TBA
		The sequel to The Legend of Zelda: Breath of the Wild (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.

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Upcoming Software Publishers' Title Lineup (extracts: Jan. 2020~)

Region	Title	Publisher
Japan	Nintendo Switch	
	Persona 5 Scramble: The Phantom Strikers	ATLUS
	MY HERO ONE'S JUSTICE2	BANDAI NAMCO Entertainment
	ONE PIECE: PIRATE WARRIORS 4	BANDAI NAMCO Entertainment
	Kotoba no Puzzle: Mojipittan Encore	BANDAI NAMCO Entertainment
	NARUTO SHIPPUNDEN ULTIMATE NINJA STORM4 ROAD TO BORUTO	BANDAI NAMCO Entertainment
	Utano Prince Sama	
	Amazing Aria & Sweet Serenade LOVE for Nintendo Switch	BROCCOLI
	Mega Man Zero/ZX Legacy Collection	CAPCOM
	Minecraft Dungeons	Mojang/Microsoft Japan
	THE LEGEND OF HEROES TRAILS OF COLD STEEL III	Nippon Ichi Software
	Hatsune Miku: Project DIVA Mega Mix	SEGA Games
	Trials of Mana	SQUARE ENIX
	JUST DANCE 2020	Ubisoft
	The United States	Kentucky Route Zero: TV Edition
Mega Man Zero/ZX Legacy Collection		Capcom
Eastward		Chucklefish
Swimsanity!		Decoy Games
The Dark Crystal: Age of Resistance Tactics		En Masse Entertainment
Panzer Dragoon: Remake		Forever Entertainment
SNACK WORLD: The Dungeon Crawl - GOLD		LEVEL-5
Minecraft Dungeons		Mojang Synergies / Xbox Game Studios
Oddworld Stranger's Wrath		Oddworld Inhabitants
The Outer Worlds		Private Division
One Finger Death Punch 2		Silver Dollar Games
SAMURAI SHODOWN		SNK
Trials of Mana		Square Enix
Europe	Kentucky Route Zero: TV Edition	Annapurna Games
	ONE PIECE: PIRATE WARRIORS 4	Bandai Namco Entertainment Europe
	Mega Man Zero/ZX Legacy Collection	Capcom
	Thronebreaker: The Witcher Tales	CD PROJEKT
	Eastward	Chucklefish
	Swimsanity!	Decoy Games
	The Dark Crystal: Age of Resistance Tactics	En Masse Entertainment
	Panzer Dragoon: Remake	Forever Entertainment
	SAMURAI SHODOWN	Koch Media
	Metro Redux	Koch Media
	SNACK WORLD: The Dungeon Crawl - GOLD	LEVEL-5
	Minecraft Dungeons	Mojang Synergies / Xbox Game Studios
	Oddworld Stranger's Wrath	Oddworld Inhabitants
	The Outer Worlds	Private Division
	Trials of Mana	Square Enix

[Notes] Software titles are based on the information as of January 30, 2020.

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.