



Fiscal Year Ended March 2020

Financial Results Explanatory Material

Nintendo Co., Ltd.

May 7, 2020

Information About Risks Related to COVID-19

- Impact on parts procurement, production, and shipments
- Impact on consumption activities
- Impact on research and development
- Impact of foreign exchange fluctuations

1. Consolidated Financial Results and Outlook

Consolidated Financial Highlights

	FY19	FY20	Comparison
Net sales	1,200.5 bn yen	1,308.5 bn yen	+9.0 %
Operating profit	249.7 bn yen	352.3 bn yen	+41.1 %
Operating profit ratio	20.8 %	26.9 %	+6.1 pt.
Ordinary profit	277.3 bn yen	360.4 bn yen	+30.0 %
Net profit	194.0 bn yen	258.6 bn yen	+33.3 %
Net profit ratio	16.2 %	19.8 %	+3.6 pt.

*Net profit: Profit attributable to owners of parent

*FY = Fiscal Year: FY20 indicates the period between April 1, 2019 and March 31, 2020.

Consolidated Sales

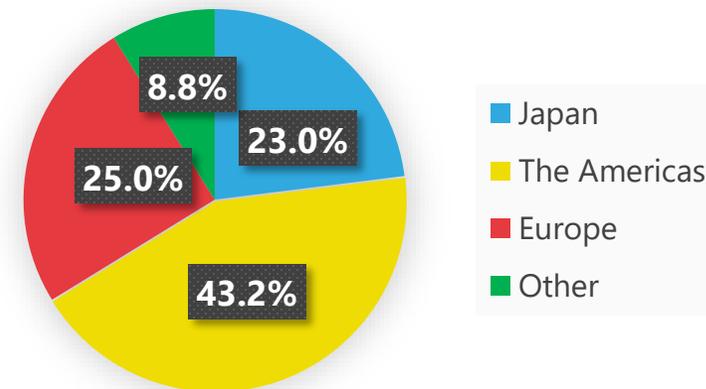
	FY19	FY20	Comparison
Net sales	1,200.5 bn yen	1,308.5 bn yen	+9.0 %
Dedicated video game platform*1	1,152.6 bn yen	1,254.1 bn yen	+8.8 %
Mobile, IP related income, etc.*2	46.0 bn yen	51.2 bn yen	+11.5 %
Playing cards, etc.	1.9 bn yen	3.0 bn yen	+57.1 %

*1 Each platform includes hardware, software (including downloadable versions of packaged software, download-only software, add-on content, and Nintendo Switch Online) and accessories.

*2 Includes income from smart-device content and royalty income.

Effect of changes in foreign exchange rates on net sales: -37.3 billion yen

FY20 Regional Sales Ratio



Proportion of overseas sales: 77.0%

Gross Profit

	FY19	FY20	Comparison
Gross profit	501.1 bn yen	641.7 bn yen	+28.0 %
Gross profit ratio	41.7 %	49.0 %	+7.3 pt.
Main Variable Factors			
	FY19	FY20	Comparison
Proportion of hardware sales*1	58.4 %	52.2 %	-6.2 pt.
Proportion of first-party software sales*2	83.8 %	82.8 %	-1.0 pt.
Proportion of digital sales*2	24.8 %	34.0 %	+9.2 pt.
Average exchange rate	1 USD 110.91 yen	108.74 yen	-2.17 yen
	1 Euro 128.41 yen	120.82 yen	-7.59 yen

*1 Proportion of sales to total dedicated video game platform sales

*2 Proportion of sales to total dedicated video game platform software sales

Selling, General and Administrative Expenses / Operating Profit

	FY19	FY20	Comparison
Selling, general and administrative expenses	251.4 bn yen	289.3 bn yen	+15.0 %
SG&A expenses-to-sales ratio	20.9 %	22.1 %	+1.2 pt.
Operating profit	249.7 bn yen	352.3 bn yen	+41.1 %
Operating profit ratio	20.8 %	26.9 %	+6.1 pt.

Effect of changes in foreign exchange rates on operating profit: approx. -20.0 billion yen

	FY19	FY20	Comparison
Research and development expenses	69.6 bn yen	84.1 bn yen	+20.9 %
Advertising expenses	75.4 bn yen	76.0 bn yen	+0.8 %

Ordinary Profit and Net Profit

	FY19	FY20	Comparison
Non-operating income	28.3 bn yen	25.5 bn yen	-9.7 %
included foreign exchange gains	5.4 bn yen	-	
Non-operating expenses	0.6 bn yen	17.4 bn yen	+2,541.9 %
included foreign exchange losses	-	15.8 bn yen	
Ordinary profit	277.3 bn yen	360.4 bn yen	+30.0 %
Net profit	194.0 bn yen	258.6 bn yen	+33.3 %
Net profit ratio	16.2 %	19.8 %	+3.6 pt.

*Net profit: Profit attributable to owners of parent

Exchange rate	FY19	FY20	Comparison	Dividends	FY19	FY20	Comparison
1 USD	110.99 yen	108.83 yen	-2.16 yen	Annual	810 yen	1,090 yen	+280 yen
1 Euro	124.56 yen	119.55 yen	-5.01 yen				

Consolidated Financial Forecast

	FY20 (Results)		FY21 (Forecast)		Comparison
Net sales	1,308.5	bn yen	1,200.0	bn yen	-8.3 %
Operating profit	352.3	bn yen	300.0	bn yen	-14.9 %
Ordinary profit	360.4	bn yen	290.0	bn yen	-19.5 %
Net profit	258.6	bn yen	200.0	bn yen	-22.7 %

*Net profit: Profit attributable to owners of parent

*Estimated exchange rate for FY21: 1 USD = 105 yen, 1 Euro = 115 yen

	FY20 (Results)		FY21 (Forecast)		Comparison
Dividends					
Annual	1,090	yen	840	yen	-250 yen

	FY20 (Results)		FY21 (Forecast)		Comparison
Nintendo Switch					
Hardware	21.03	mil units	19.00	mil units	-9.6 %
Software	168.72	mil units	140.00	mil units	-17.0 %

*Software sales units for FY20 include the quantity bundled with hardware (3.40 million units).

2. Business Highlights

Sales Status of Nintendo Switch (Sell-in)

	FY19		FY20		Comparison
Hardware	16.95	mil units	21.03	mil units	+24.0 %
Nintendo Switch	16.95	mil units	14.83	mil units	-12.5 %
Nintendo Switch Lite	-		6.19	mil units	-
Software	118.55	mil units	168.72	mil units	+42.3 %



Pokémon Sword/ Pokémon Shield
17.37 million units



Animal Crossing: New Horizons
11.77 million units



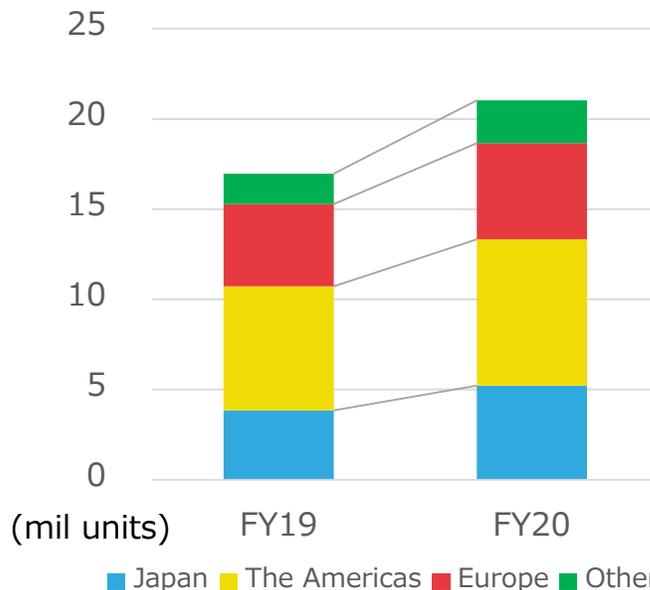
Mario Kart 8 Deluxe
8.08 million units

Number of million-seller titles (FY20)

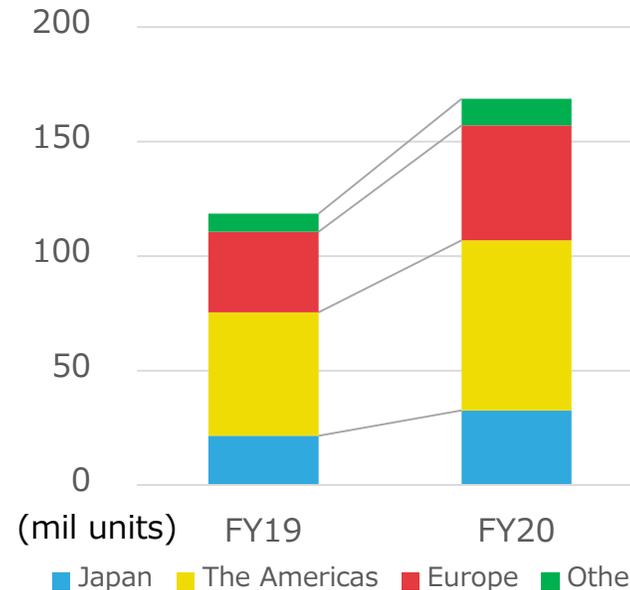
27 titles

include 18 Nintendo titles and
9 titles by other software publishers

Regional Hardware Unit Sales



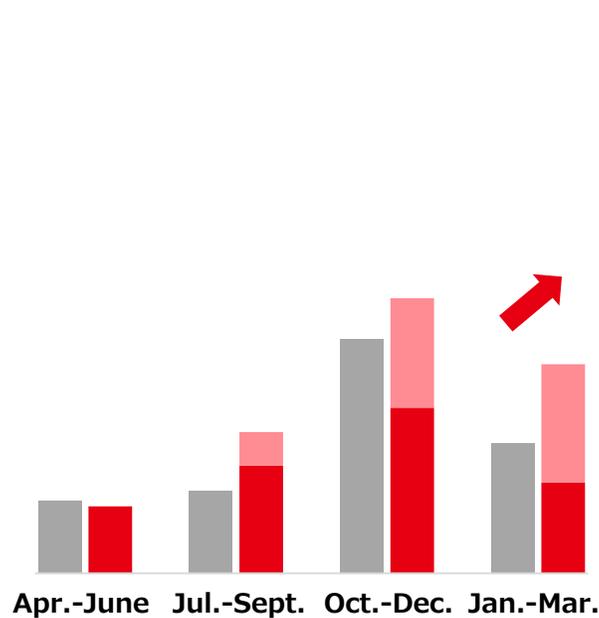
Regional Software Unit Sales



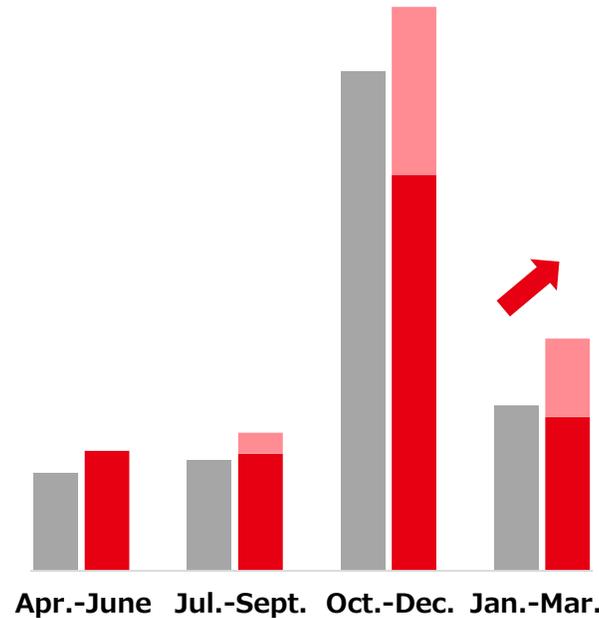
Nintendo Switch System Family Sell-Through

Note: *Sell-through* refers to units sold by retailers to consumers.

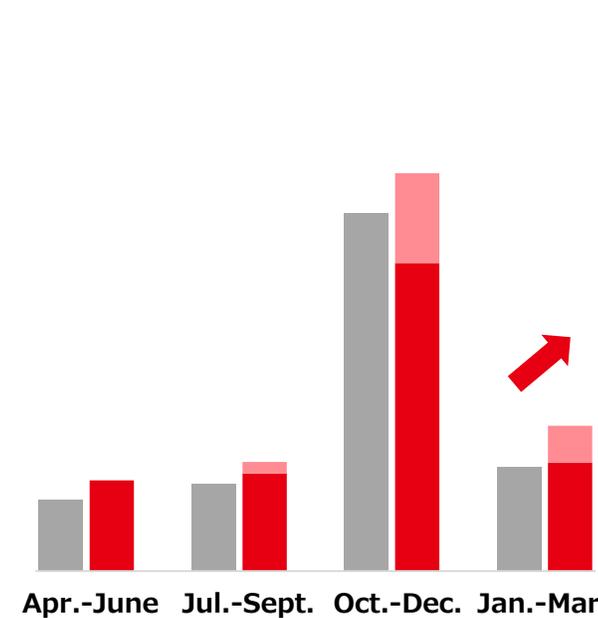
Japan



North America



Europe

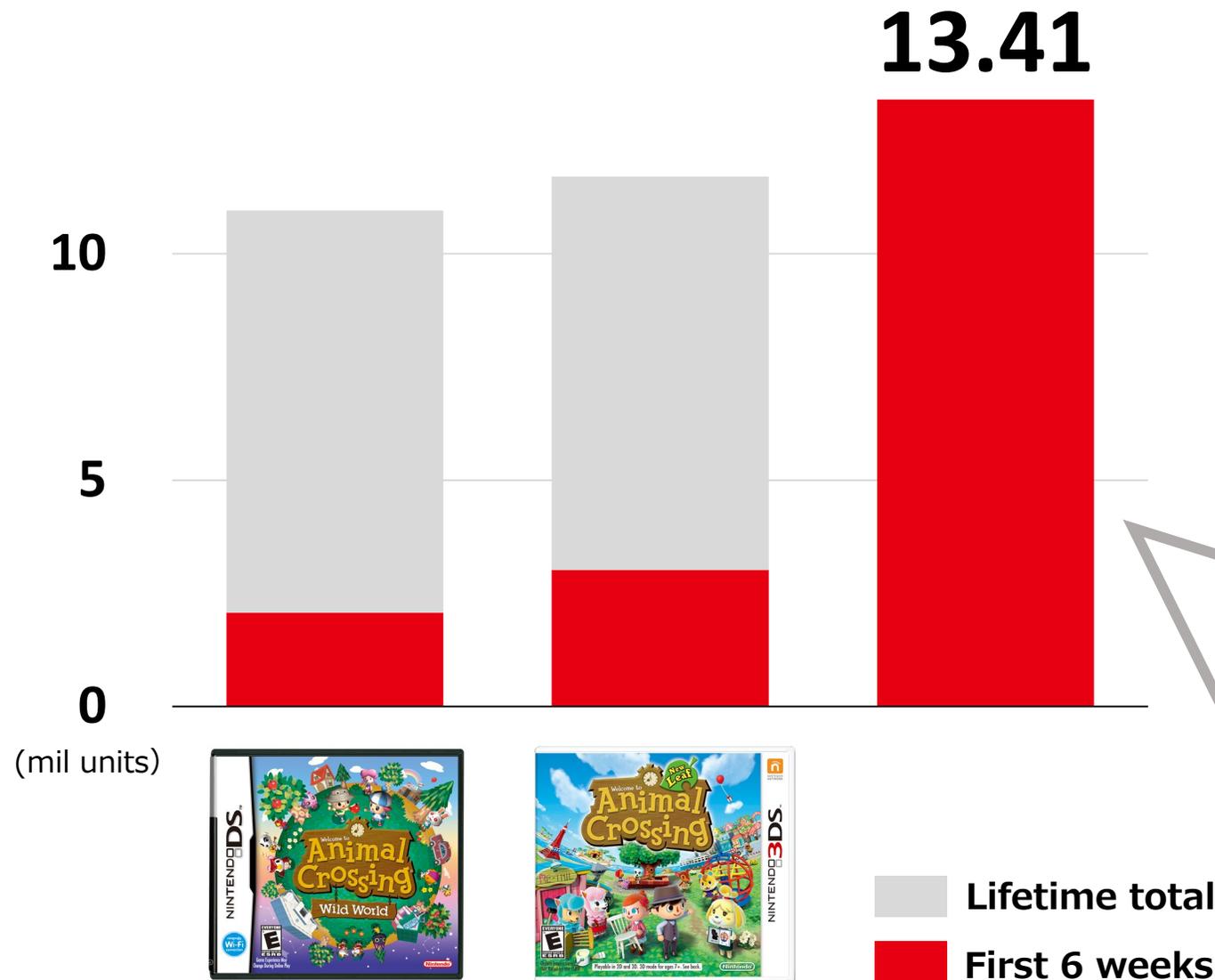


Previous: 3.80 mil units
Current: 5.06 mil units
(+33%)

Previous: 6.35 mil units
Current: 7.67 mil units
(+20%)

Previous: 4.49 mil units
Current: 5.37 mil units
(+19%)

Animal Crossing Series Comparative Sell-Through (JP/US/EUR)



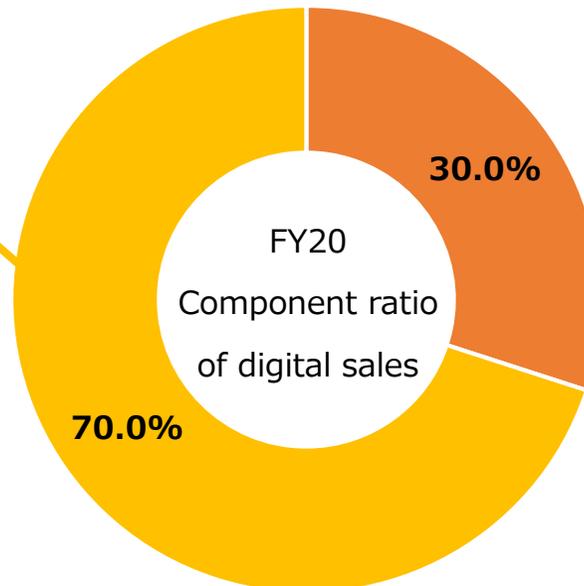
Digital Sales

	FY19	FY20	Comparison
Digital sales	118.8 bn yen	204.1 bn yen	+71.8 %
Proportion of digital sales	24.8 %	34.0 %	+9.2 pt.

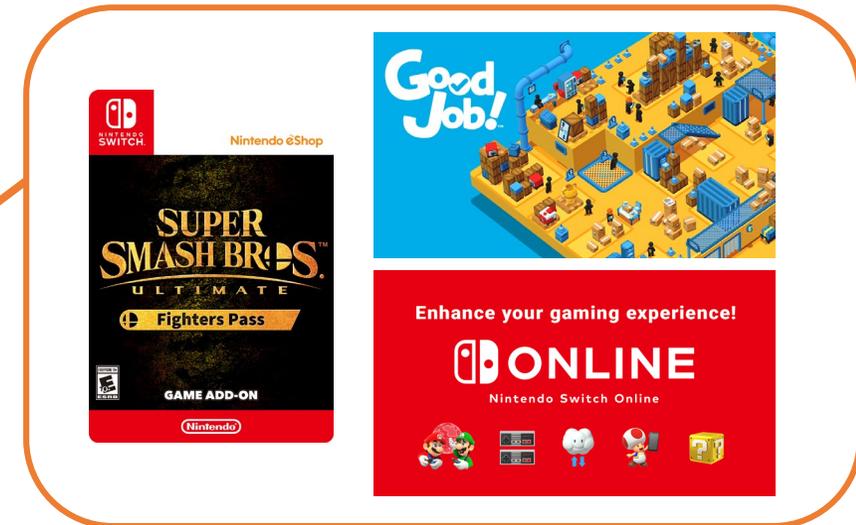
*Proportion to total dedicated video game platform software sales

*Sales of downloadable versions of packaged software, download-only software, add-on content and Nintendo Switch Online, etc.

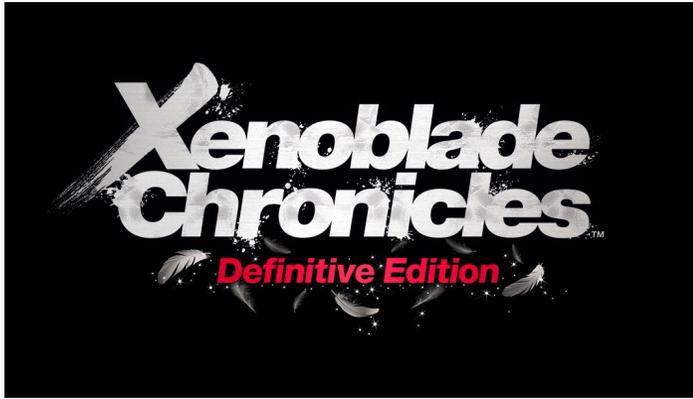
Downloadable versions of packaged software



Download-only software, add-on content and Nintendo Switch Online, etc.



Announced Title Releases for FY21



May 29



June 5



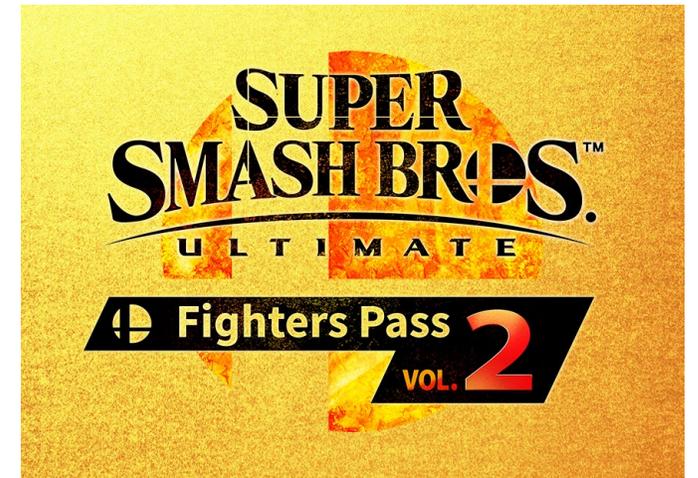
2020 in Japan



Release continuous updates



Part 1: Release by end of June 2020
Part 2: Release in fall of 2020



Releases from June 2020 onward

Mobile, IP Related Income, etc.

	FY19	FY20	Comparison
Mobile, IP related income, etc.	46.0 bn yen	51.2 bn yen	+ 11.5%

* Includes income from smart-device content and royalty income



- Addition of monthly subscription service
- Large increase in active players



- Addition of multiplayer feature
- More than one third of all sales in US

IP Expansion Initiatives



3. Reference

Million-Seller Nintendo First-Party Titles

units in ten thousands

Nintendo Switch

Pokémon Sword/Pokémon Shield
 Animal Crossing: New Horizons
 Mario Kart 8 Deluxe
 Luigi's Mansion 3
 Super Mario Maker 2
 Super Smash Bros. Ultimate
 The Legend of Zelda: Breath of the Wild
 The Legend of Zelda: Link's Awakening
 Super Mario Party
 New Super Mario Bros. U Deluxe
 SUPER MARIO ODYSSEY
 Fire Emblem: Three Houses
 Ring Fit Adventure
 Splatoon 2
 Pokémon: Let's Go, Pikachu! Pokémon: Let's Go, Eevee!
 Pokémon Mystery Dungeon: Rescue Team DX
 MARVEL ULTIMATE ALLIANCE 3: The Black Order
 ASTRAL CHAIN

Global	FY20		Life-to-date
	including Japan	Overseas	Global
1,737	452	1,285	1,737
1,177	384	793	1,177
808	93	715	2,477
633	83	550	633
548	116	432	548
503	90	413	1,884
464	45	418	1,741
438	43	395	438
370	62	309	1,010
329	33	296	660
297	21	275	1,741
287	58	229	287
273	89	184	273
143	45	98	1,013
134	14	120	1,197
126	36	89	126
108	4	104	108
108	16	91	108

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

Key Indicators

Proportion of Overseas Sales

FY20			
Q1	Q2	Q3	Q4
76.5%	76.9%	78.6%	74.0%
76.8%			
77.8%			
77.0%			

FY19			
Q1	Q2	Q3	Q4
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

FY20			
Q1	Q2	Q3	Q4
50.5%	54.9%	57.4%	39.6%
53.2%			
55.6%			
52.2%			

FY19			
Q1	Q2	Q3	Q4
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

FY20			
Q1	Q2	Q3	Q4
74.1%	76.0%	87.4%	85.1%
75.2%			
82.0%			
82.8%			

FY19			
Q1	Q2	Q3	Q4
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 platform software sales

Digital Sales Indicators

Digital Sales

in yen

FY20			
Q1	Q2	Q3	Q4
30.6 bn	40.9 bn	53.2 bn	79.2 bn
71.6 bn			
124.9 bn			
204.1 bn			

Proportion of Digital Sales

FY20			
Q1	Q2	Q3	Q4
38.3%	34.8%	22.3%	48.5%
36.2%			
28.6%			
34.0%			

Proportion of Downloadable Versions of Packaged Software Sales

FY20			
Q1	Q2	Q3	Q4
56.4%	64.5%	71.7%	76.9%
61.0%			
65.6%			
70.0%			

FY19			
Q1	Q2	Q3	Q4
18.5 bn	20.6 bn	45.0 bn	34.6 bn
39.1 bn			
84.2 bn			
118.8 bn			

FY19			
Q1	Q2	Q3	Q4
24.2%	26.0%	19.6%	37.2%
25.1%			
21.8%			
24.8%			

FY19			
Q1	Q2	Q3	Q4
59.3%	59.1%	78.7%	62.6%
59.2%			
69.6%			
67.6%			

*Digital sales include (a) downloadable version of packaged software (the downloadable version of software that is offered both physically and digitally), (b) download-only software, (c) add-on content and (d) Nintendo Switch Online, etc.

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

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

Supplementary Information on Our Website

Earnings Releases, etc.

- Earning Releases
- Timely Disclosure of Information, etc.

IR Events

- Corporate Management Policy Briefing Presentation Materials
- Financial Results Explanatory Materials, etc.

Financial Highlights

- Consolidated Statements of Income (Annual/ Quarterly)
- Consolidated Balance Sheet (Annual/ Quarterly)
- Consolidated Cash Flows (Annual)
- Key Figures per Share (Annual)
- Geographical Sales Breakdown (Annual/ Quarterly)
- Sales Breakdown by Category (Annual/ Quarterly)

Dedicated Video Game Sales Units

- Total Unit Sales (Life-to-date)
- Unit Sales (Annual/ Quarterly)
- Number of Titles Released (Annual)

Top Selling Title Sales Units

- Top selling Nintendo software sales units on an accumulated basis

Historical Data (Updated at fiscal year-end)

- Consolidated Statements of Income Transition
- Consolidated Sales Transition by Region
- Number of Software Titles Released

*Corresponding pages on our website can be accessed by clicking on the titles above.

*Financial Highlights will be updated **within 2 business days** of our financial announcement.

*Information previously available in *Supplementary Information* can be found at the following locations:

- Consolidated Statements of Income Transition → Financial Highlights
- Foreign Currency Transaction Information → Earnings Releases (Others, page 13)

Launch Dates of Primary Nintendo Products by Region (Apr. 2019~Mar. 2020)

Nintendo Switch

Japan		The United States		Europe	
Title	Launch Date	Title	Launch Date	Title	Launch Date
(Hardware)		(Hardware)		(Hardware)	
Nintendo Switch Lite	9/20/2019	Nintendo Switch Lite	9/20/2019	Nintendo Switch Lite	9/20/2019
(Software)		(Software)		(Software)	
Nintendo Labo Toy-Con 04: VR Kit	4/12/2019	Nintendo Labo Toy-Con 04: VR Kit	4/12/2019	Nintendo Labo Toy-Con 04: VR Kit	4/12/2019
Super Mario Maker 2	6/28/2019	Super Mario Maker 2	6/28/2019	Super Mario Maker 2	6/28/2019
MARVEL ULTIMATE ALLIANCE 3: The Black Order	7/19/2019	DRAGON QUEST BUILDERS 2 *	7/12/2019	DRAGON QUEST BUILDERS 2 *	7/12/2019
Fire Emblem: Three Houses	7/26/2019	MARVEL ULTIMATE ALLIANCE 3: The Black Order	7/19/2019	MARVEL ULTIMATE ALLIANCE 3: The Black Order	7/19/2019
TETRIS 99	8/9/2019	Fire Emblem: Three Houses	7/26/2019	Fire Emblem: Three Houses	7/26/2019
ASTRAL CHAIN	8/30/2019	ASTRAL CHAIN	8/30/2019	ASTRAL CHAIN	8/30/2019
The Legend of Zelda: Link's Awakening	9/20/2019	TETRIS 99	9/6/2019	DAEMON X MACHINA *	9/13/2019
Ring Fit Adventure	10/18/2019	DAEMON X MACHINA *	9/13/2019	The Legend of Zelda: Link's Awakening	9/20/2019
Luigi's Mansion 3	10/31/2019	The Legend of Zelda: Link's Awakening	9/20/2019	TETRIS 99	9/20/2019
Pokémon Sword	11/15/2019	DRAGON QUEST XI S:	9/27/2019	DRAGON QUEST XI S:	9/27/2019
Pokémon Shield	11/15/2019	Echoes of an Elusive Age - Definitive Edition *		Echoes of an Elusive Age - Definitive Edition *	
Dr. Kawashima's Brain Training for Nintendo Switch	12/27/2019	Ring Fit Adventure	10/18/2019	Ring Fit Adventure	10/18/2019
Tokyo Mirage Sessions #FE Encore	1/17/2020	Luigi's Mansion 3	10/31/2019	Luigi's Mansion 3	10/31/2019
Pokémon Mystery Dungeon: Rescue Team DX	3/6/2020	Pokémon Sword	11/15/2019	Pokémon Sword	11/15/2019
Animal Crossing: New Horizons	3/20/2020	Pokémon Shield	11/15/2019	Pokémon Shield	11/15/2019
		Tokyo Mirage Sessions #FE Encore	1/17/2020	Dr. Kawashima's Brain Training for Nintendo Switch	1/3/2020
		Pokémon Mystery Dungeon: Rescue Team DX	3/6/2020	Tokyo Mirage Sessions #FE Encore	1/17/2020
		Animal Crossing: New Horizons	3/20/2020	Pokémon Mystery Dungeon: Rescue Team DX	3/6/2020
				Animal Crossing: New Horizons	3/20/2020

[Note] 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. 2020~)

Nintendo Switch

Japan		The United States		Europe	
Title	Launch Date	Title	Launch Date	Title	Launch Date
(Software)		(Software)		(Software)	
Xenoblade Chronicles Definitive Edition	5/29/2020	Xenoblade Chronicles Definitive Edition	5/29/2020	Xenoblade Chronicles Definitive Edition	5/29/2020
Clubhouse Games: 51 Worldwide Classics	6/5/2020	Clubhouse Games: 51 Worldwide Classics	6/5/2020	51 Worldwide Classics	6/5/2020
Famicom Tantei Club: Kieta Koukeisha	2020	BRAVELY DEFAULT II *	2020	BRAVELY DEFAULT II *	2020
Famicom Tantei Club: Ushiro ni Tatsu Shoujo	2020	Bayonetta 3	TBA	Bayonetta 3	TBA
Bayonetta 3	TBA	Metroid Prime 4 (temp.)	TBA	Metroid Prime 4 (temp.)	TBA
Metroid Prime 4 (temp.)	TBA	The sequel to The Legend of Zelda: Breath of the Wild (temp.)	TBA	The sequel to The Legend of Zelda: Breath of the Wild (temp.)	TBA
The sequel to The Legend of Zelda: Breath of the Wild (temp.)	TBA				

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

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

Nintendo Switch

Japan		The United States		Europe	
Title	Publisher	Title	Publisher	Title	Publisher
KOWLOON YOHMA GAKUENKI: ORIGIN OF ADVENTURE	ARC SYSTEM WORKS	Borderlands Legendary Collection	2K	Borderlands Legendary Collection	2K
Catherine: Full Body for Nintendo Switch	ATLUS	Bioshock: The Collection	2K	Bioshock: The Collection	2K
Kotoba no Puzzle: Mojipittan Encore	BANDAI NAMCO Entertainment	XCOM 2 Collection	2K	XCOM 2 Collection	2K
NAMCOT COLLECTION	BANDAI NAMCO Entertainment	Levelhead	Butterscotch Shenanigans	SuperMash	Digital Continue
Mr. DRILLER DrillLand	BANDAI NAMCO Entertainment	SuperMash	Digital Continue	Streets of Rage 4	Dotemu
Utano Prince Sama		Streets of Rage 4	Dotemu	Burnout Paradise Remastered	Electronic Arts
Amazing Aria & Sweet Serenade LOVE for Nintendo Switch	BROCCOLI	Burnout Paradise Remastered	Electronic Arts	Ninjala	GungHo Online Entertainment
BRIGANDINE The Legend of Runersia	HAPPINET	Ninjala	GungHo Online Entertainment	Minecraft Dungeons	Mojang Synergies / Xbox Game Studios
Hakuoki Shinkai Ginseinoshō	IDEA FACTORY	Minecraft Dungeons	Mojang Synergies / Xbox Game Studios	The Outer Worlds	Private Division
Harukanaru Toki no Naka de 7	KOEI TECMO GAMES	The Outer Worlds	Private Division	Trials of Mana	Square Enix
FAIRY TAIL	KOEI TECMO GAMES	Trials of Mana	Square Enix	Moving Out	Team17
eBASEBALL PAWAFURU PUROYAKYU 2020	KONAMI	Moving Out	Team17	NARUTO SHIPPUDEN: Ultimate Ninja STORM 4 ROAD TO BORUTO	Bandai Namco Entertainment
Rodents 2	NIPPON COLUMBIA			Ghost of a Tale	Plug In Digital
Zumba Burn It Up!	SEGA			The Elder Scrolls: Blades	Bethesda Softworks
Trials of Mana	SQUARE ENIX			Railway Empire - Nintendo Switch Edition	Kalypso Media Group
SYNAPTIC DRIVE	Yunuo International				

[Note] Launch schedules, software names etc. are subject to change.

Launch titles are listed by publisher alphabetically.

This list includes titles that are released as download-only software.