

# Nintendo Co., Ltd.

## Earnings Release for the Six-Month Period Ended September 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.-Sept.'15	FY3/2017 Apr.-Sept.'16	FY3/2018 Apr.-Sept.'17	FY3/2019 Apr.-Sept.'18	FY3/2020 Apr.-Sept.'19
Net sales	204,182	136,812	374,041	388,905	443,967
Cost of sales	110,495	75,232	230,325	216,887	230,864
Gross profit	93,687	61,580	143,716	172,018	213,103
(Gross profit ratio)	(45.9%)	(45.0%)	(38.4%)	(44.2%)	(48.0%)
Selling, general and administrative expenses	84,709	67,527	103,755	110,613	118,880
Operating profit	8,977	-5,947	39,961	61,405	94,222
(Operating profit ratio)	(4.4%)	(-4.3%)	(10.7%)	(15.8%)	(21.2%)
Non-operating income	7,536	15,578	30,222	30,717	11,960
(of which foreign exchange gains)	(719)	(-)	(16,346)	(21,006)	(-)
Non-operating expenses	77	40,514	593	190	21,009
(of which foreign exchange losses)	(-)	(39,911)	(-)	(-)	(20,503)
Ordinary profit	16,436	-30,883	69,591	91,931	85,173
(Ordinary profit ratio)	(8.1%)	(-22.6%)	(18.6%)	(23.6%)	(19.2%)
Extraordinary income	6	62,953	2,771	1	139
Extraordinary losses	23	25	1,153	385	81
Profit before income taxes	16,419	32,043	71,208	91,547	85,231
Income taxes	4,966	-6,261	18,536	27,258	23,225
Profit	11,452	38,305	52,672	64,289	62,005
Profit attributable to non-controlling interests	-13	5	1,168	-286	-12
Profit attributable to owners of parent	11,466	38,299	51,503	64,576	62,018
(Profit attributable to owners of parent ratio)	(5.6%)	(28.0%)	(13.8%)	(16.6%)	(14.0%)

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

## 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				—			
	4.5 billion				—			
Euro	0.2 billion				0.3 billion			
	0.6 billion				0.8 billion			
	1.9 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				—			
	4.5 billion				—			

## Average Exchange Rates

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

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

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

## Exchange Rates

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

## 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%	—	—
77.8%				76.8%			
77.7%				—			
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%	—	—
57.8%				53.2%			
59.9%				—			
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%	—	—
76.8%				75.2%			
84.6%				—			
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	—	—
39.1 billion				71.6 billion			
84.2 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%	—	—
25.1%				36.2%			
21.8%				—			
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%	—	—
59.2%				61.0%			
69.6%				—			
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.-Sept.'19)			Life-to-date
Global	of which		Global
	Japan	Overseas	

## Nintendo Switch

Super Mario Maker 2

The Legend of Zelda: Link's Awakening

Mario Kart 8 Deluxe

Fire Emblem: Three Houses

Super Smash Bros. Ultimate

The Legend of Zelda: Breath of the Wild

New Super Mario Bros. U Deluxe

Super Mario Party

<b>393</b>	88	305	<b>393</b>
<b>313</b>	35	278	<b>313</b>
<b>232</b>	34	199	<b>1,901</b>
<b>229</b>	48	182	<b>229</b>
<b>190</b>	37	153	<b>1,571</b>
<b>176</b>	22	154	<b>1,454</b>
<b>128</b>	17	111	<b>459</b>
<b>120</b>	18	102	<b>759</b>

[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~Sept. 2019)

		Nintendo Switch	
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
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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
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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

[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: Oct. 2019~)

Region	(Category)	Nintendo Switch Title	Launch Date
Japan	(Software)	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
		Tokyo Mirage Sessions #FE Encore	1/17/2020
		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
The United States	(Software)	Ring Fit Adventure	10/18/2019
		Luigi's Mansion 3	10/31/2019
		Pokémon Sword	11/15/2019
		Pokémon Shield	11/15/2019
		Tokyo Mirage Sessions #FE Encore	1/17/2020
		Animal Crossing: New Horizons	3/20/2020
		Xenoblade Chronicles Definitive Edition	2020
		Bayonetta 3	TBA
		Metroid Prime 4 (temp.)	TBA
		The sequel to The Legend of Zelda: Breath of the Wild (temp.)	TBA
Europe	(Software)	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	1/3/2020
		Tokyo Mirage Sessions #FE Encore	1/17/2020
		Animal Crossing: New Horizons	3/20/2020
		Xenoblade Chronicles Definitive Edition	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.

## Upcoming Software Publishers' Title Lineup (extracts: Oct. 2019~)

Region	Title	Publisher	
Japan	PERSONA 5 STRIKERS	ATLUS	
	SD GUNDAM GGENERATION CROSS RAYS	BANDAI NAMCO Entertainment	
	SUPER ROBOT WARS X	BANDAI NAMCO Entertainment	
	Utano Prince Sama Repeat LOVE for Nintendo Switch	BROCCOLI	
	Resident Evil Triple Pack	CAPCOM	
	MEGAMAN ZERO/ZX LEGACY COLLECTION	CAPCOM	
	Fortnite Darkfire Bundle	Epic Games	
	WARRIORS OROCHI 4 Ultimate	KOEI TECMO GAMES	
	Yo-Kai Watch4++	LEVEL-5	
	Eiga Sumikkogurashi Tobidasu ehonto Himitsuno ko Game de asobou ! Ehonno sekai	NIPPON COLUMBIA	
	Super Monkey Ball Banana Blitz HD	SEGA Games	
	Mario & Sonic at the Olympic Games Tokyo 2020	SEGA Games	
	Hatsune Miku: Project DIVA Mega Mix	SEGA Games	
	SAMURAI SHODOWN	SNK	
	Gods & Monsters	Ubisoft	
	The United States	Return of the Obra Dinn	3090
		Overwatch Legendary Edition	Blizzard Entertainment
Resident Evil Triple Pack		CAPCOM	
The Witcher 3: Wild Hunt - Complete Edition		CD PROJEKT RED	
Neo Cab		Fellow Traveller	
Little Town Hero		GAME FREAK	
LAYTON'S MYSTERY JOURNEY: Katrielle and the Millionaires' Conspiracy Deluxe Edition		LEVEL-5	
Killer Queen Black		Liquid Bit	
Dauntless		Phoenix Labs	
New Super Lucky's Tale		Playful Studios	
Mario & Sonic at the Olympic Games Tokyo 2020		SEGA	
Yooka Laylee and the Impossible Lair		Team17 Digital	
Just Dance 2020		Ubisoft	
Assassin's Creed: Rebel Collection		Ubisoft	
Shovel Knight: King of Cards		Yacht Club Games	
Europe	Return of the Obra Dinn	3090	
	Overwatch Legendary Edition	Blizzard Entertainment	
	The Witcher 3: Wild Hunt - Complete Edition	CD PROJEKT RED	
	Neo Cab	Fellow Traveller	
	Little Town Hero	GAME FREAK	
	LAYTON'S MYSTERY JOURNEY: Katrielle and the Millionaires' Conspiracy Deluxe Edition	LEVEL-5	
	Killer Queen Black	Liquid Bit	
	Dauntless	Phoenix Labs	
	New Super Lucky's Tale	Playful Studios	
	Mario & Sonic at the Olympic Games Tokyo 2020	SEGA	
	Yooka Laylee and the Impossible Lair	Team17 Digital	
	Just Dance 2020	Ubisoft	
	Assassin's Creed: Rebel Collection	Ubisoft	
	Shovel Knight: King of Cards	Yacht Club Games	

[Notes] Software titles are based on the information as of October 31, 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.