



3rd Quarter Results for  
Fiscal Year Ending March 2021  
Financial Results Explanatory Material

Nintendo Co., Ltd.  
Feb. 1, 2021

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## 1. Consolidated Financial Results and Outlook

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- We would like to talk about our consolidated financial results for the first nine months of the fiscal year ending March 2021.

## Consolidated Financial Highlights

	FY20/Q1-Q3	FY21/Q1-Q3	Comparison
Net sales	1,022.6 bn yen	<b>1,404.4 bn yen</b>	<b>+37.3 %</b>
Operating profit	262.9 bn yen	<b>521.1 bn yen</b>	<b>+98.2 %</b>
Operating profit ratio	25.7 %	<b>37.1 %</b>	<b>+11.4 pt.</b>
Ordinary profit	273.8 bn yen	<b>528.2 bn yen</b>	<b>+92.9 %</b>
Net profit	196.3 bn yen	<b>376.6 bn yen</b>	<b>+91.8 %</b>
Net profit ratio	19.2 %	<b>26.8 %</b>	<b>+7.6 pt.</b>

\*Net profit: Profit attributable to owners of parent

\*FY = Fiscal Year

FY21/Q1-Q3 indicates the period between April 1, 2020 and December 31, 2020.

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- Year-on-year, net sales for the first nine months rose by 37.3% to 1404.4 billion yen, operating profit rose by 98.2% to 521.1 billion yen, ordinary profit rose by 92.9% to 528.2 billion yen, and profit attributable to owners of parent rose by 91.8% to 376.6 billion yen.

## Consolidated Sales

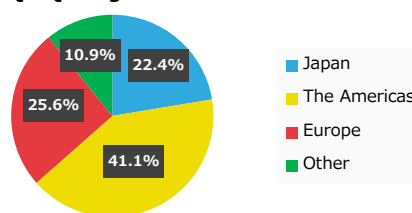
	FY20/Q1-Q3	FY21/Q1-Q3	Comparison
Net sales	1,022.6 bn yen	1,404.4 bn yen	+37.3 %
Dedicated video game platform*1	983.5 bn yen	1,361.0 bn yen	+38.4 %
Mobile, IP related income, etc.*2	36.9 bn yen	42.0 bn yen	+13.8 %
Playing cards, etc.	2.2 bn yen	1.3 bn yen	-38.1 %

\*1 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: -14.9 billion yen

FY21/Q1-Q3 Regional Sales Ratio



Proportion of overseas sales: 77.6%

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- Next, we would like to give a breakdown of consolidated sales.
- Sales from our dedicated video game business grew by 38.4% year-on-year to 1,361.0 billion yen.
- Sales of Nintendo Switch hardware and software both have performed well throughout the year, leading to an overall increase in sales. Nintendo Switch sales continue to be strong in the Asia region and in Australia, and the percentage of sales accounted for by other regions is increasing.
- Sales from mobile and IP related income increased year-on-year in both our smart-device business and royalty revenues, resulting in a 13.8% increase overall to 42.0 billion yen.
- The impact of the exchange rate on net sales was a reduction of 14.9 billion yen year-on-year.

## Gross Profit

	FY20/Q1-Q3	FY21/Q1-Q3	Comparison
Gross profit	466.0 bn yen	<b>768.8 bn yen</b>	+65.0 %
Gross profit ratio	45.6 %	<b>54.7 %</b>	+9.1 pt.
Main Variable Factors			
	FY20/Q1-Q3	FY21/Q1-Q3	Comparison
Proportion of hardware sales*1	55.6 %	<b>54.0 %</b>	-1.6 pt.
Proportion of first-party software sales*2	82.0 %	<b>81.6 %</b>	-0.4 pt.
Proportion of digital sales*2	28.6 %	<b>40.9 %</b>	+12.3 pt.
Average exchange rate	1 USD 1 Euro	108.67 yen 121.05 yen	106.04 yen 122.35 yen
			-2.63 yen +1.30 yen

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

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

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- Next, we would like to take an itemized look at profits.
- Gross profit increased by 65.0% year-on-year to 768.8 billion yen due to increased net sales.
- The gross profit margin increased by 9.1 percentage points year-on-year to 54.7%, boosted mainly by a rise in the proportion of software sales in the total sales, and also helped by an increase in the ratio of digital sales in software sales.

## Selling, General and Administrative Expenses / Operating Profit

	FY20/Q1-Q3	FY21/Q1-Q3	Comparison
SG&A expenses	203.1 bn yen	<b>247.7 bn yen</b>	<b>+21.9 %</b>
SG&A expenses-to-sales ratio	19.9 %	<b>17.6 %</b>	<b>-2.3 pt.</b>
Operating profit	262.9 bn yen	<b>521.1 bn yen</b>	<b>+98.2 %</b>
Operating profit ratio	25.7 %	<b>37.1 %</b>	<b>+11.4 pt.</b>

\*SG&A expenses: Selling, general and administrative expenses

Effect of changes in foreign exchange rates on operating profit: approx. -5.0 billion yen

	FY20/Q1-Q3	FY21/Q1-Q3	Comparison
Research and development expenses	54.3 bn yen	<b>70.1 bn yen</b>	<b>+29.2 %</b>
Advertising expenses	61.0 bn yen	<b>64.8 bn yen</b>	<b>+6.2 %</b>

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- Selling, general and administrative expenses (referred to as SG&A expenses below) increased by 21.9% year-on-year to 247.7 billion yen, while our SG&A expenses-to-sales ratio declined by 2.3 percentage points to 17.6%.
- This was mainly due to an increase in research and development expenses and an increase in transaction fees and other costs related to the growth in digital sales, resulting in an overall increase in SG&A expenses.
- Operating profit rose by 98.2% to 521.1 billion yen year-on-year, due to the large increase in gross profit and the decline in the ratio of SG&A expenses to sales. The operating margin rose by 11.4 percentage points to 37.1%.
- The effect of change in foreign exchange rates at the operating profit level was a reduction of approximately 5.0 billion yen year-on-year.

## Ordinary Profit and Net Profit

	FY20/Q1-Q3	FY21/Q1-Q3	Comparison
Non-operating income	19.8 bn yen	<b>15.6 bn yen</b>	-20.9 %
Non-operating expenses	8.9 bn yen	<b>8.5 bn yen</b>	-4.0 %
included foreign exchange losses	8.0 bn yen	<b>7.4 bn yen</b>	-8.1 %
Ordinary profit	273.8 bn yen	<b>528.2 bn yen</b>	+92.9 %
Net profit	196.3 bn yen	<b>376.6 bn yen</b>	+91.8 %
Net profit ratio	19.2 %	<b>26.8 %</b>	+7.6 pt.

\*Net profit: Profit attributable to owners of parent

Exchange rate	FY20 (3/31/2020)	FY21/Q3 (12/31/2020)	Comparison
1USD	108.83 yen	<b>103.17 yen</b>	-5.66 yen
1Euro	119.55 Yen	<b>126.53 yen</b>	+6.98 yen

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- Year-on-year, ordinary profit rose by 92.9% to 528.2 billion yen and profit attributable to owners of parent rose by 91.8% to 376.6 billion yen, both thanks in large part to the significant increase in operating profit.

## FY21 Consolidated Financial Forecast

We have updated the consolidated earnings forecast (issued on November 5, 2020) on February 1, 2021.

	Previous Forecast	Updated Forecast	Comparison	FY20 Actual
Net sales	1,400.0 bn yen	<b>1,600.0 bn yen</b>	+14.3 %	1,308.5 bn yen
Operating profit	450.0 bn yen	<b>560.0 bn yen</b>	+24.4 %	352.3 bn yen
Ordinary profit	440.0 bn yen	<b>550.0 bn yen</b>	+25.0 %	360.4 bn yen
Net profit	300.0 bn yen	<b>400.0 bn yen</b>	+33.3 %	258.6 bn yen

\*Net profit: Profit attributable to owners of parent

\*Assumed exchange rates for FY21 (as of March 31, 2021) remain unchanged at 105 yen per U.S. dollar and 115 yen per euro.

	Previous Forecast	Updated Forecast	Comparison	FY20 Actual
Nintendo Switch				
Hardware	24.00 mil units	<b>26.50 mil units</b>	+10.4 %	21.03 mil units
Software	170.00 mil units	<b>205.00 mil units</b>	+20.6 %	168.72 mil units

\*While revised FY21 forecast software sales units include the quantity bundled with hardware, they do not include the quantity to be bundled with hardware. (Software sales units bundled with hardware were reflected in the November 5 revision as approximately 0.8 million units and updated to approximately 2.8 million units in the February 1 revision.)

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

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- Next, we would like to talk about changes to the consolidated financial forecast for the fiscal year ending March 2021.
- Based on the sales performance for the first nine months ended December 31, 2020 and after, we have modified our financial forecast for the fiscal year ending March 31, 2021 as follows: net sales to 1,600.0 billion yen, operating profit to 560.0 billion yen, ordinary profit to 550.0 billion yen and profit attributable to owners of parent to 400.0 billion yen. The assumed exchange rates as of March 31, 2021 remain unchanged at 105 yen per U.S. dollar and 115 yen per euro.
- We have also modified the forecast for unit sales, increasing the previous 24.00 million units for Nintendo Switch hardware by 2.50 million to 26.50 million units. The forecast for Nintendo Switch software is increased from 170.00 million units by 35.00 million to 205.00 million units.

Note: Appropriate Use of Earnings Forecasts Statements relating to future projections represent the judgments made by Nintendo management based on information that was available at the time they were written, and therefore include certain potential risks and uncertainties. Please be aware that such risks and uncertainties may cause actual results to be materially different from these forecasts (including but not limited to earnings forecasts and dividend forecasts).



## FY21 Dividend Forecast

This fiscal year, we are planning a special, one-time dividend increase in addition to the dividend calculated based on our dividend policy. The chart below describes the annual dividend amount based on our consolidated financial forecast updated on Feb. 1, 2021.

	Previous Forecast	Updated Forecast	Comparison (Previous Forecast)	FY20 Actual	Comparison (Year-on-Year)
Amount based on dividend policy	1,260 yen	<b>1,680 yen</b>	+420 yen	1,090 yen	+590 yen
Special, one-time increase		<b>200 yen</b>			
Total annual dividend	1,260 yen	<b>1,880 yen*</b>	+620 yen	1,090 yen	+790 yen

\*The dividend per share for the end of Q2 was 810 yen.

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- In addition to the modifications to the consolidated financial forecast, we have also revised the annual dividend forecast.
- Our policy has been to establish the annual dividend amount at the higher of either 33% of consolidated operating profit or 50% of consolidated profit attributable to owners of parent for the fiscal year. Based on this calculation, the amount of the annual dividend is expected to be 1,680 yen.
- This fiscal year, however, we are planning to add 200 yen per share to this amount, which will bring the total expected annual dividend per share to 1,880 yen.
- Let me take a moment to explain the rationale for the special dividend increase.
- We are engaged in the entertainment business, where trends are frequently profound, and the future is challenging to predict. In recent years, entertainment has become more diverse, and it has become more pronounced that we are in a business for which success is not guaranteed. In this environment, we need to conduct our business by taking more risks, so that we can continue our mission to deliver unique play and ultimately put smiles on the faces of our consumers around the world.
- We deeply appreciate our shareholders who have supported our company's philosophy and have invested for the mid-to-long term in an environment where the future is difficult to predict and the difference of the outcome between success and failure is magnified. After careful consideration following a fiscal year where results are expected to greatly exceed our plans, we felt that it is the right time to reward our shareholders, given the characteristics of our company and our

relationship with all of our stakeholders.

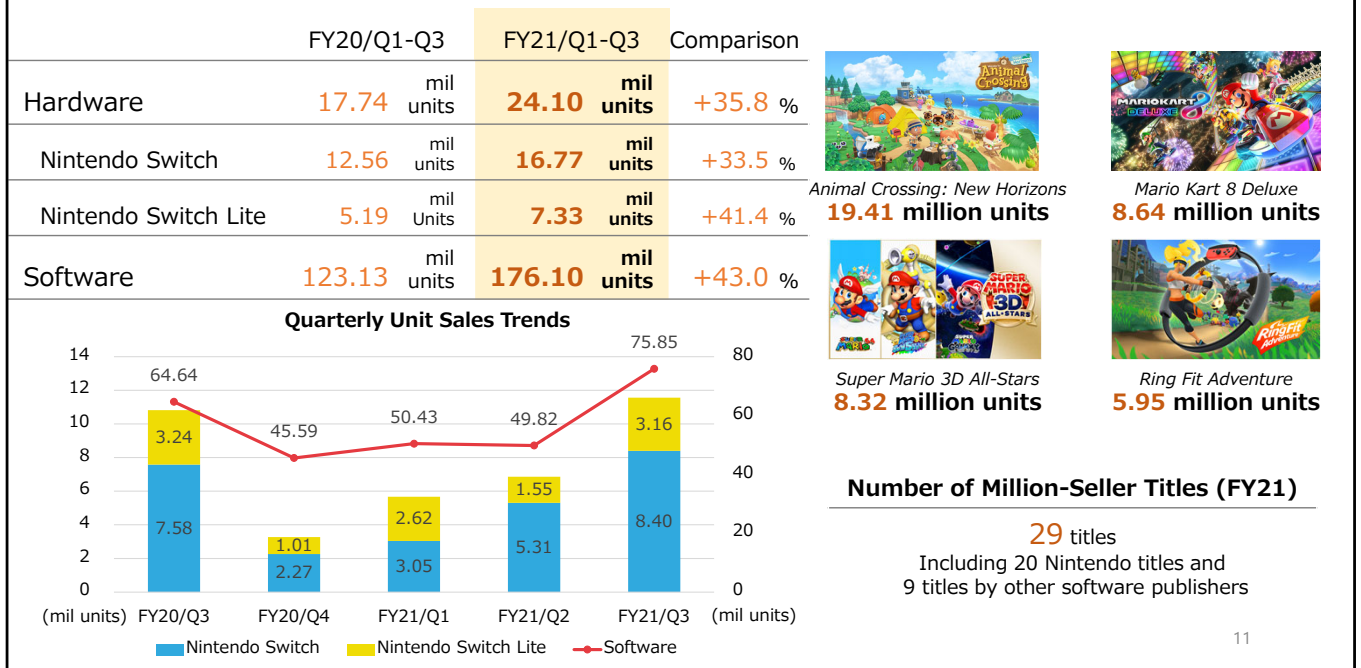
- For this reason, we would like to make a special, one-time dividend increase this fiscal year.

## 2. Business Highlights

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- We would like to turn now to our business highlights.

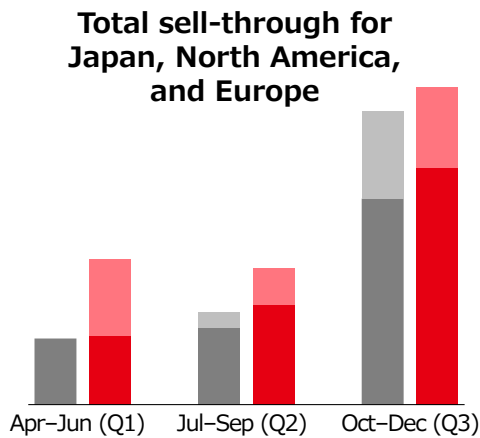
## Sales Status of Nintendo Switch (Sell-In)



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- First let's talk about Nintendo Switch sales.
- Hardware unit sales for the entire Nintendo Switch family of systems rose by 35.8% year-on-year to 24.10 million units. Broken down, that's sales of 16.77 million units of Nintendo Switch and 7.33 million units of Nintendo Switch Lite.
- Regarding software, *Animal Crossing: New Horizons*, released last fiscal year, posted sales of 19.41 million units for a cumulative sales total of 31.18 million units, contributing greatly to the overall growth in software sales. Among titles released this fiscal year, *Super Mario 3D All-Stars* sales showed continued growth, reaching 8.32 million units, while *Mario Kart Live: Home Circuit* posted sales of 1.08 million units and *Pikmin 3 Deluxe* sales of 1.94 million units. In addition, evergreen titles that were released through the end of the previous fiscal year continued to sell well. Sales of titles from other software publishers also continued to grow steadily, and the total number of million-seller titles during this fiscal year reached 29, including titles from other software publishers.
- As a result of these factors, total software sales grew by 43.0% year-on-year to 176.10 million units.

## Nintendo Switch Family Sell-Through



- **Q3 results exceeded the same period last year, for the largest showing since launch**
- **Coming out of the fourth holiday season, global cumulative sell-through has now surpassed 74 million units**

(Internal estimates, including Asia, Latin America, and other regions, as of the 4th week of December 2020)



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The graph shows the 13-week total for each period. / Source: Nintendo, Media Create

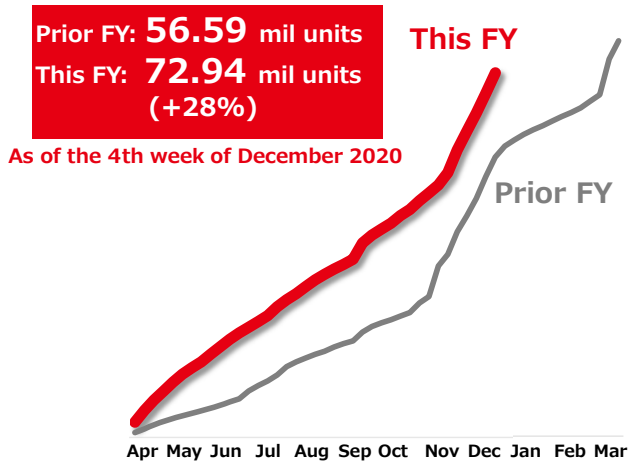
- So far, we have been talking about sell-in, or unit sales by the Nintendo group to our business partners. Here we turn the discussion to sell-through, which is the number of units purchased by consumers.
- This graph presents a comparison of quarterly sell-through for the overall Nintendo Switch family in the first through third quarters of this fiscal year and last fiscal year. The lighter portions represent sell-through of Nintendo Switch Lite.
- Sell-through for the overall Nintendo Switch family in this third quarter exceeded the strong showing seen in the same period of last fiscal year, bringing sell-through to the highest level since launch. The release of software titles like *Animal Crossing: New Horizons* this fiscal year encouraged more new consumers to purchase Nintendo Switch family hardware, and also encouraged more families that already owned the hardware to purchase a second one.
- Coming out of its fourth holiday season, global cumulative sell-through of the overall Nintendo Switch family has now surpassed 74 million units.

Note: *Sell-in* refers to units sold by the Nintendo group to entities outside of the group. This includes units sold to corporate business partners as well as those sold to individual consumers through Nintendo's direct-sales sites or as downloadable software.

*Sell-through* refers to unit sales to individual consumers. This includes units sold to consumers by retailers as well as those sold to individual consumers through Nintendo's direct-sales sites or as downloadable software.

## Nintendo Switch First-Party Software Sell-Through

### Total sell-through for Japan, North America, and Europe



### Total sell-through for Japan, North America, and Europe of individual titles (April - December)



*Hyrule Warriors: Age of Calamity* is only sold by Nintendo in markets outside of Japan, so it is counted in the sell-through for North America and Europe. (It is sold in Japan by KOEI TECMO GAMES) / Source: Nintendo, Media Create

- Let's move on to software. The graph on the left shows the sell-through trend for first-party Nintendo Switch software in Japan, North America, and Europe during the months of April through December compared to the previous fiscal year. In the second quarter Financial Results Briefing, we noted that sales were strong not only for new titles, but also for titles released in previous fiscal years. The same trend of rising sales continued in the holiday season. And with the Super Mario Bros. 35th Anniversary campaign this fiscal year, sales have been especially strong for titles starring Mario. Sell-through of first-party titles for April through December rose by 28% above the previous period to 72.94 million units, of which 17 titles exceeded 1 million units in Japan, North America, and Europe combined.
- During the four years since launch, the lineup of Nintendo Switch titles has grown and expanded into offerings that can be enjoyed by many consumers, from titles that individuals can immerse themselves in to titles that everyone can have fun playing together. Different regions have seen slight differences in best-selling titles and different sales trends. We believe that this demonstrates Nintendo Switch has been embraced by many types of consumers.

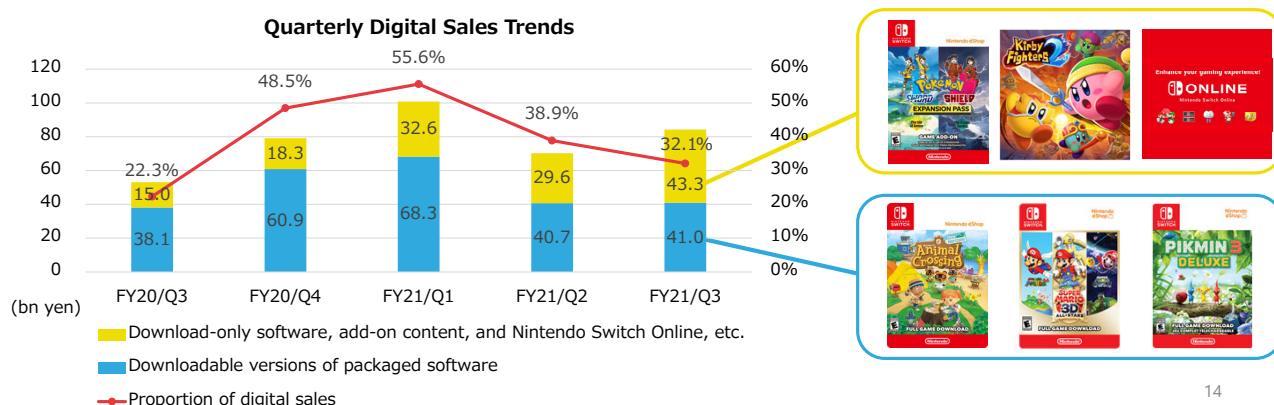
Note: *Pokémon Sword* and *Pokémon Shield* are calculated together in the total as a single title.

## Digital Sales

	FY20/Q1-Q3	FY21/Q1-Q3	Comparison
Digital sales*1	124.9 bn yen	256.0 bn yen	+104.9 %
Proportion of digital sales*2	28.6 %	40.9 %	+12.3 pt.

\*1 Sales of downloadable versions of packaged software, download-only software, add-on content and Nintendo Switch Online, etc.

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



- Next, let's talk about our digital business on dedicated video game platforms.
- Digital sales for this fiscal year grew by 104.9% year-on-year to 256.0 billion yen. Software sales on our dedicated video game platforms made up 40.9% of total digital sales.
- Downloadable versions of packaged software, especially Nintendo Switch software, made up 58.7% of overall digital sales, and greatly contributed to growth.
- Sales of downloadable content such as *Pokémon Sword Expansion Pass*, *Pokémon Shield Expansion Pass*, and *Fighter Pass Vol. 2* for *Super Smash Bros. Ultimate* also increased.
- In addition to the growth in sales of indie titles and other download-only software without corresponding physical versions, Nintendo Switch Online sales have been steady.

[Regarding calculation of digital sales]

In principle, sales of first-party software are recognized as gross sales while sales of software released by other software publishers are recognized as net sales.

Note: Sales commissions, which Nintendo receives on other publishers' software based on contracts, are recognized as sales revenue.



## Main Products Announced For January - March 2021 (Including Products from Other Companies)



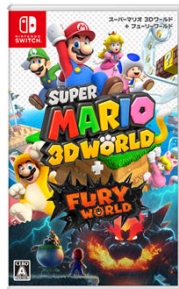
February 12



March 26



January 29



February 12



February 25



February 26



March 26

- As a new product for the fourth quarter, *Buddy Mission: BOND* was released on January 29 in Japan. In this new adventure game, players swap buddies to solve the problems. In addition, two products are set for release on February 12 as part of the Super Mario Bros. 35th Anniversary campaign: A special Mario-themed Nintendo Switch – Mario Red & Blue Edition and *Super Mario 3D World + Bowser's Fury*, which adds new features to *Super Mario 3D World*, originally released for Wii U.
- Other software publishers are also releasing a variety of titles. A brand-new entry in the STORY OF SEASONS series, *STORY OF SEASONS: Pioneers of Olive Town*, will be released on February 25. *BRAVELY DEFAULT II* will be released on February 26 for Nintendo Switch as a completely new addition to the *BRAVELY* series. And *MONSTER HUNTER RISE* will be released on March 26, alongside Nintendo Switch MONSTER HUNTER RISE Edition and Nintendo Switch Pro Controller MONSTER HUNTER RISE Edition.

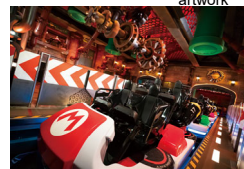
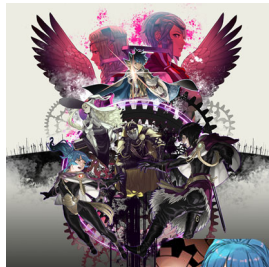
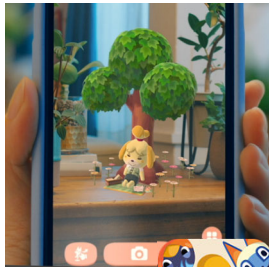
Note: *STORY OF SEASONS: Pioneers of Olive Town* will be released on March 23, 2021 in North America and on March 26 in Europe and Australia.



## Mobile, IP Related Income, etc.

	FY20/Q1-Q3	FY21/Q1-Q3	Comparison
Mobile, IP related income, etc.	36.9 bn yen	42.0 bn yen	+13.8 %

\*Includes income from smart-device content and royalty income



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- Mobile and IP related income grew by 13.8 % year-on-year to 42.0 billion yen.
- For our mobile business, we continue to operate services for six games, and both engagement and sales remain steady. Gameplay using AR (augmented reality) was added to *Animal Crossing: Pocket Camp* in November, providing for a different kind of interactive experience with the animal characters. And Book V was added to *Fire Emblem Heroes* in December, giving players a new setting in which to enjoy the story.
- In our IP related business, Universal Studios Japan is moving forward with preparations for opening Super Nintendo World, where people can experience living in the world of Mario. It has been announced that the grand opening will be postponed from the originally scheduled date of February 4, but we believe that we will be able to create opportunities for many consumers to interact with Nintendo IP after the opening. In addition to Japan, there are also plans to open Super Nintendo World at the Universal Studios theme parks in Hollywood and Orlando in the U.S., and in Singapore in Asia.
- We are also conducting various other initiatives, as we continue to work to expand the number of people who have access to Nintendo IP, both through and beyond our dedicated video game platform business.

### 3. Reference

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#### [Disclaimers]

The contents of these materials are based upon the information available and the judgments which can be made at the time of the announcement. Nintendo is not responsible for updating or changing these materials if the information presented changes due to future circumstances or for other reasons.

Also, forecasts referred to in these materials involve known and unknown risks and uncertainties. Please note that such risks and uncertainties may cause actual results to be materially different from the forecasts.

## Million-Seller Nintendo First-Party Titles

units in ten thousands

### Nintendo Switch

Animal Crossing: New Horizons  
 Mario Kart 8 Deluxe  
 Super Mario 3D All-Stars  
 Ring Fit Adventure  
 The Legend of Zelda: Breath of the Wild  
 Super Smash Bros. Ultimate  
 Super Mario Party  
 New Super Mario Bros. U Deluxe  
 Paper Mario: The Origami King  
 Pokémon Sword/Pokémon Shield  
 Hyrule Warriors: Age of Calamity\*  
 SUPER MARIO ODYSSEY  
 Luigi's Mansion 3  
 Clubhouse Games: 51 Worldwide Classics  
 Pikmin 3 Deluxe  
 Splatoon 2  
 Xenoblade Chronicles Definitive Edition  
 Super Mario Maker 2  
 Mario Kart Live: Home Circuit  
 Pokémon: Let's Go, Pikachu!  
 Pokémon: Let's Go, Eevee!

FY21 (Apr.-Dec. '20)			Life-to-date
Global	inc. Japan	inc. Overseas	Global
1,941	535	1,405	3,118
864	103	761	3,341
832	88	744	832
595	158	437	868
404	36	368	2,145
401	74	327	2,285
372	51	321	1,382
322	24	298	982
305	47	257	305
298	47	250	2,035
284	-	284	284
281	16	265	2,023
281	15	266	913
262	103	160	262
194	82	112	194
177	66	111	1,190
148	32	116	148
143	24	119	691
108	21	87	108
103	8	95	1,300

[Note] Software sales units include the quantity bundled with hardware. Software sales units include their downloadable versions.  
 \*This title is licensed to be sold as a Nintendo product overseas.

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## Key Indicators

### Proportion of Overseas Sales

FY21			
Q1	Q2	Q3	Q4
76.3%	78.6%	77.7%	
77.5%			
77.6%			

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

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

### Proportion of Hardware Sales

FY21			
Q1	Q2	Q3	Q4
47.2%	54.4%	57.5%	
51.1%			
54.0%			

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

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

### Proportion of First-Party Software Sales

FY21			
Q1	Q2	Q3	Q4
82.5%	81.2%	81.1%	
81.9%			
81.6%			

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

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

## Digital Sales Indicators

### Digital Sales

(yen)

FY21			
Q1	Q2	Q3	Q4
101.0 bn	70.4 bn	84.4 bn	
171.5 bn			
256.0 bn			

### Proportion of Digital Sales

FY21			
Q1	Q2	Q3	Q4
55.6%	38.9%	32.1%	
47.2%			
40.9%			

### Proportion of Downloadable Versions of Packaged Software Sales

FY21			
Q1	Q2	Q3	Q4
67.7%	57.8%	48.6%	
63.6%			
58.7%			

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			

\*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.

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

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

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

\*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.

### Financial Results Announcement/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 7)

Launch Dates of Primary Nintendo Products by Region (Apr. 2020~Dec. 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 Games	6/5/2020
Paper Mario: The Origami King	7/17/2020	Paper Mario: The Origami King	7/17/2020	Paper Mario: The Origami King	7/17/2020
Super Mario 3D All-Stars	9/18/2020	Super Mario 3D All-Stars	9/18/2020	Super Mario 3D All-Stars	9/18/2020
Mario Kart Live: Home Circuit	10/16/2020	Mario Kart Live: Home Circuit	10/16/2020	Mario Kart Live: Home Circuit	10/16/2020
Pikmin 3 Deluxe	10/30/2020	Cadence of Hyrule – Crypt of the NecroDancer Featuring The Legend of Zelda *	10/23/2020	Cadence of Hyrule – Crypt of the NecroDancer Featuring The Legend of Zelda *	10/23/2020
		Pikmin 3 Deluxe	10/30/2020	Pikmin 3 Deluxe	10/30/2020
		Hyrule Warriors: Age of Calamity *	11/20/2020	Hyrule Warriors: Age of Calamity *	11/20/2020
		Fitness Boxing 2: Rhythm & Exercise *	12/4/2020	Fitness Boxing 2: Rhythm & Exercise *	12/4/2020
		Fire Emblem: Shadow Dragon & the Blade of Light	12/4/2020	Fire Emblem: Shadow Dragon & the Blade of Light	12/4/2020

Others

Japan		The United States		Europe	
Title	Launch Date	Title	Launch Date	Title	Launch Date
Game & Watch: Super Mario Bros.	11/13/2020	Game & Watch: Super Mario Bros.	11/13/2020	Game & Watch: Super Mario Bros.	11/13/2020

[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: Jan. 2021~)

Nintendo Switch

Japan		The United States		Europe	
Title	Launch Date	Title	Launch Date	Title	Launch Date
(Software)		(Software)		(Software)	
Buddy Mission BOND	1/29/2021	Super Mario 3D World + Bowser's Fury	2/12/2021	Super Mario 3D World + Bowser's Fury	2/12/2021
Super Mario 3D World + Bowser's Fury	2/12/2021	BRAVELY DEFAULT II **	2/26/2021	BRAVELY DEFAULT II **	2/26/2021
New Pokémon Snap *	4/30/2021	New Pokémon Snap **	4/30/2021	New Pokémon Snap **	4/30/2021
Famicom Tantei Club: Kieta Koukeisha	2021	Bayonetta 3	TBA	Bayonetta 3	TBA
Famicom Tantei Club: Ushiro ni Tatsu Shoujo	2021	Metroid Prime 4 (temp.)	TBA	Metroid Prime 4 (temp.)	TBA
Bayonetta 3	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
Metroid Prime 4 (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.  
Launch dates may differ within the United States and Europe regions depending on territories or countries.  
\*This title is published by The Pokémon Company.  
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Upcoming Software Publishers' Title Lineup (extracts: Jan. 2021~)

Nintendo Switch

Japan		The United States		Europe	
Title	Publisher	Title	Publisher	Title	Publisher
A-Train: All Aboard! Tourism	ARTDINK	Little Nightmares II	BANDAI NAMCO Entertainment America	Little Nightmares II	BANDAI NAMCO Entertainment Europe
Little Nightmares II	BANDAI NAMCO Entertainment	Capcom Arcade Stadium	Capcom	Capcom Arcade Stadium	Capcom
JACKJEANNE	BROCCOLI	Ghosts 'n Goblins Resurrection	Capcom	Ghosts 'n Goblins Resurrection	Capcom
Capcom Arcade Stadium	CAPCOM	MONSTER HUNTER RISE	Capcom	MONSTER HUNTER RISE	Capcom
Ghosts 'n Goblins Resurrection	CAPCOM	Olja	Devolver Digital	Gods Will Fall	Deep Silver
MONSTER HUNTER RISE	CAPCOM	Apex Legends	Electronic Arts	Olja	Devolver Digital
Apex Legends	Electronic Arts	Curse of the Dead Gods	Focus Home Interactive	Apex Legends	Electronic Arts
Angelique Luminarise	KOEI TECMO GAMES	HITMAN 3 - Cloud Version	IO Interactive	Curse of the Dead Gods	Focus Home Interactive
STORY OF SEASONS: Pioneers of Olive Town	Marvelous	Atelier Ryza 2: Lost Legends & the Secret Fairy	KOEI TECMO GAMES	HITMAN 3 - Cloud Version	IO Interactive
Rune Factory 5	Marvelous	STORY OF SEASONS: Pioneers of Olive Town	XSEED Games / Marvelous USA	Atelier Ryza 2: Lost Legends & the Secret Fairy	KOEI TECMO GAMES
BRAVELY DEFAULT II	SQUARE ENIX	Persona 5 Strikers	SEGA	STORY OF SEASONS: Pioneers of Olive Town	Marvelous Europe
BALAN WONDERWORLD	SQUARE ENIX	Re:ZERO - Starting Life In Another World -		Persona 5 Strikers	SEGA
DENSHADEGO!! HASHIROUYAMANOTESEN	SQUARE ENIX	The Prophecy of the Throne	Spike Chunsoft	Rogue Heroes: Ruins of Tasos	Team 17
Hades	Supergiant Games	Haven	The Game Bakers	Haven	The Game Bakers
Sky: Children of the Light	thatgamecompany	Scott Pilgrim vs. The World: The Game - Complete Edition	Ubisoft	Scott Pilgrim vs. The World: The Game - Complete Edition	Ubisoft
		Cyber Shadow	Yacht Club Games	Cyber Shadow	Yacht Club Games

[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.