



Financial Results Explanatory Material

3rd Quarter of Fiscal Year Ending March 2022

Nintendo Co., Ltd.

February 3, 2022

1. Consolidated Financial Results and Outlook

Consolidated Financial Highlights

	FY21/Q1-Q3	FY22/Q1-Q3	Comparison
Net sales	1,404.4 bn yen	1,320.2 bn yen	-6.0 %
Operating profit	521.1 bn yen	472.5 bn yen	-9.3 %
Operating profit ratio	37.1 %	35.8 %	-1.3 pt.
Ordinary profit	528.2 bn yen	513.7 bn yen	-2.7 %
Net profit	376.6 bn yen	367.3 bn yen	-2.5 %
Net profit ratio	26.8 %	27.8 %	+1.0 pt.

*Net profit: Profit attributable to owners of parent

*FY = Fiscal Year

FY22/Q1-Q3 indicates the period between April 1 and December 31, 2021.

Consolidated Sales

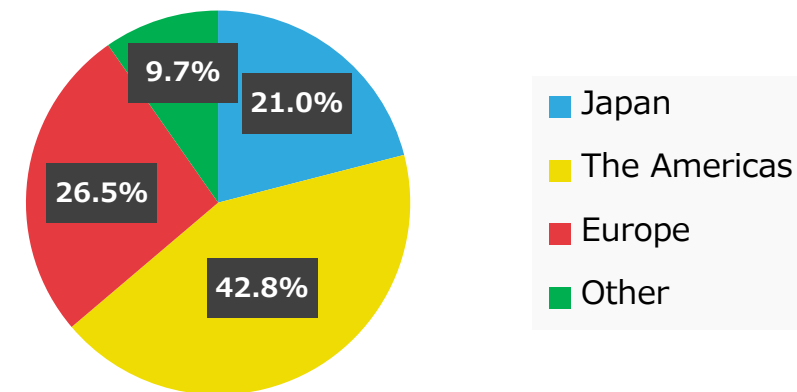
	FY21/Q1-Q3	FY22/Q1-Q3	Comparison
Net sales	1,404.4 bn yen	1,320.2 bn yen	-6.0 %
Dedicated video game platform*1	1,361.0 bn yen	1,278.2 bn yen	-6.1 %
Mobile, IP related income, etc.*2	42.0 bn yen	39.8 bn yen	-5.2 %
Playing cards, etc.	1.3 bn yen	2.1 bn yen	+57.8 %

*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: +59.8 billion yen

FY22/Q1-Q3 Regional Sales Ratio



Proportion of overseas sales: 79.0%

Gross Profit

	FY21/Q1-Q3	FY22/Q1-Q3	Comparison
Gross profit	768.8 bn yen	734.0 bn yen	-4.5 %
Gross profit ratio	54.7 %	55.6 %	+0.9 pt.

Main Variable Factors

	FY21/Q1-Q3	FY22/Q1-Q3	Comparison
Proportion of hardware sales*1	54.0 %	50.4 %	-3.6 pt.
Proportion of first-party software sales*2	81.6 %	77.7 %	-3.9 pt.
Proportion of digital sales*2	40.9 %	40.2 %	-0.7 pt.
Average exchange rate	1 USD 106.04 yen	111.06 yen	+5.02 yen
	1 Euro 122.35 yen	130.54 yen	+8.19 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

	FY21/Q1-Q3	FY22/Q1-Q3	Comparison
SG&A expenses	247.7 bn yen	261.4 bn yen	+5.6 %
SG&A expenses-to-sales ratio	17.6 %	19.8 %	+2.2 pt.
Operating profit	521.1 bn yen	472.5 bn yen	-9.3 %
Operating profit ratio	37.1 %	35.8 %	-1.3 pt.

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

Effect of changes in foreign exchange rates on operating profit: approx. +36.0 billion yen

	FY21/Q1-Q3	FY22/Q1-Q3	Comparison
Research and development expenses	70.1 bn yen	68.9 bn yen	-1.7 %
Advertising expenses	64.8 bn yen	75.1 bn yen	+15.8 %

Ordinary Profit and Net Profit

	FY21/Q1-Q3	FY22/Q1-Q3	Comparison
Non-operating income	15.6 bn yen	41.7 bn yen	+166.5 %
included foreign exchange gains	- bn yen	16.8 bn yen	
Non-operating expenses	8.5 bn yen	0.5 bn yen	-93.7 %
included foreign exchange losses	7.4 bn yen	- bn yen	
Ordinary profit	528.2 bn yen	513.7 bn yen	-2.7 %
Net profit	376.6 bn yen	367.3 bn yen	-2.5 %
Net profit ratio	26.8 %	27.8 %	+1.0 pt.

*Net profit: Profit attributable to owners of parent

Exchange rate	FY21 (3/31/2021)	FY22/Q3 (12/31/2021)	Comparison
1USD	110.70 yen	115.09 yen	+4.39 yen
1Euro	129.82 yen	130.55 yen	+0.73 yen

FY22 Consolidated Financial Forecast

We have revised the consolidated earnings forecast (issued on November 4, 2021) on February 3, 2022.

	Previous Forecast	Modified Forecast	Comparison
Net sales	1,600.0 bn yen	1,650.0 bn yen	+3.1 %
Operating profit	520.0 bn yen	560.0 bn yen	+7.7 %
Ordinary profit	500.0 bn yen	570.0 bn yen	+14.0 %
Net profit	350.0 bn yen	400.0 bn yen	+14.3 %

*Net profit: Profit attributable to owners of parent

*For FY22, the estimated exchange rate for USD has been revised from 1 USD = 105 yen to 110 yen, and the rate for Euros remains 1 Euro = 125 yen.

	Previous Forecast	Modified Forecast	Comparison
Dividend			
Annual	1,490 yen	1,700 yen	+210 yen

	Previous Forecast	Modified Forecast	Comparison
Nintendo Switch			
Hardware	24.00 mil units	23.00 mil units	-4.2 %
Software	200.00 mil units	220.00 mil units	+10.0 %

*While revised FY22 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 4 revision as approximately 0.10 million units and updated to approximately 1.40 million units in the February 3 revision.)

2. Business Highlights

Sales Status of Nintendo Switch (Sell-In)

	FY21/Q1-Q3		FY22/Q1-Q3		Comparison
Hardware	24.10	mil units	18.95	mil units	-21.4 %
Nintendo Switch	16.77	mil Units	11.79	mil units	-29.7 %
Nintendo Switch – OLED Model	-	mil Units	3.99	mil units	-
Nintendo Switch Lite	7.33	mil Units	3.17	mil units	-56.8 %
Software	176.10	mil units	179.29	mil units	+1.8 %



Pokémon Brilliant Diamond/ Pokémon Shining Pearl

13.97 million units

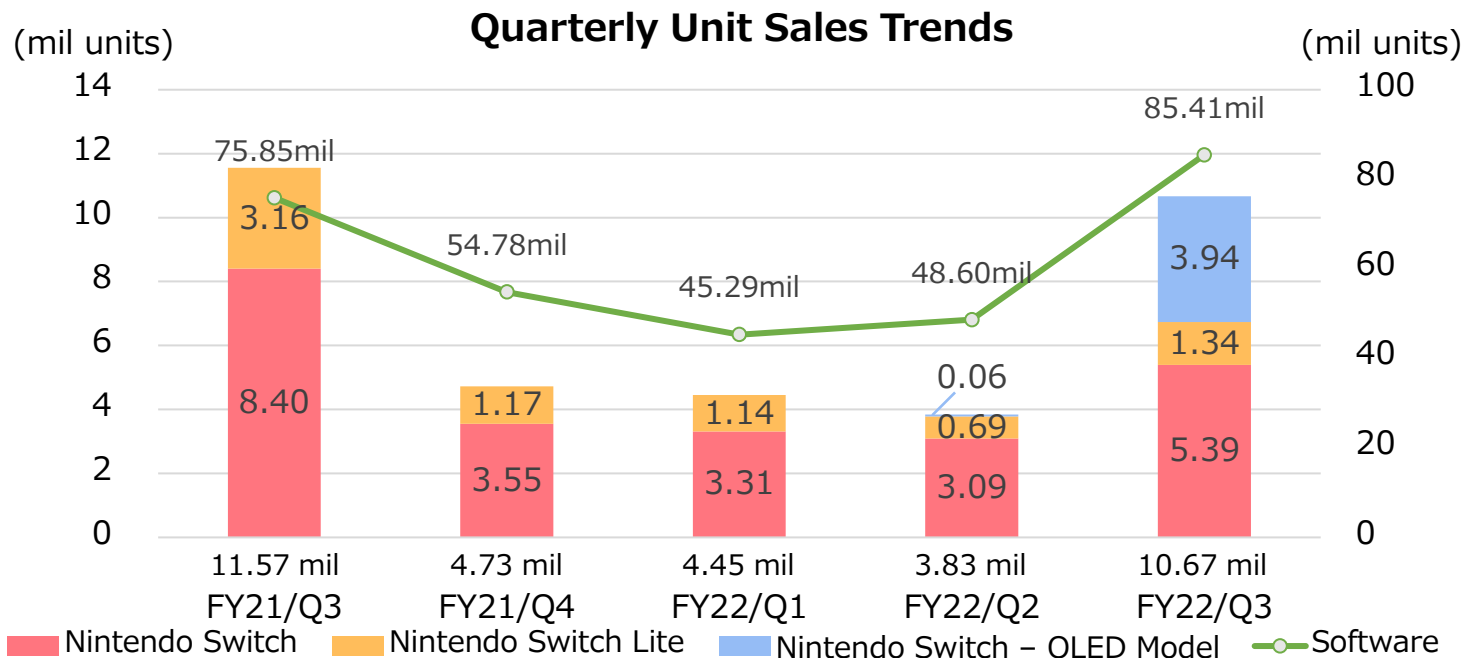


Mario Kart 8 Deluxe

7.96 million units

Mario Party Super Stars

5.43 million units



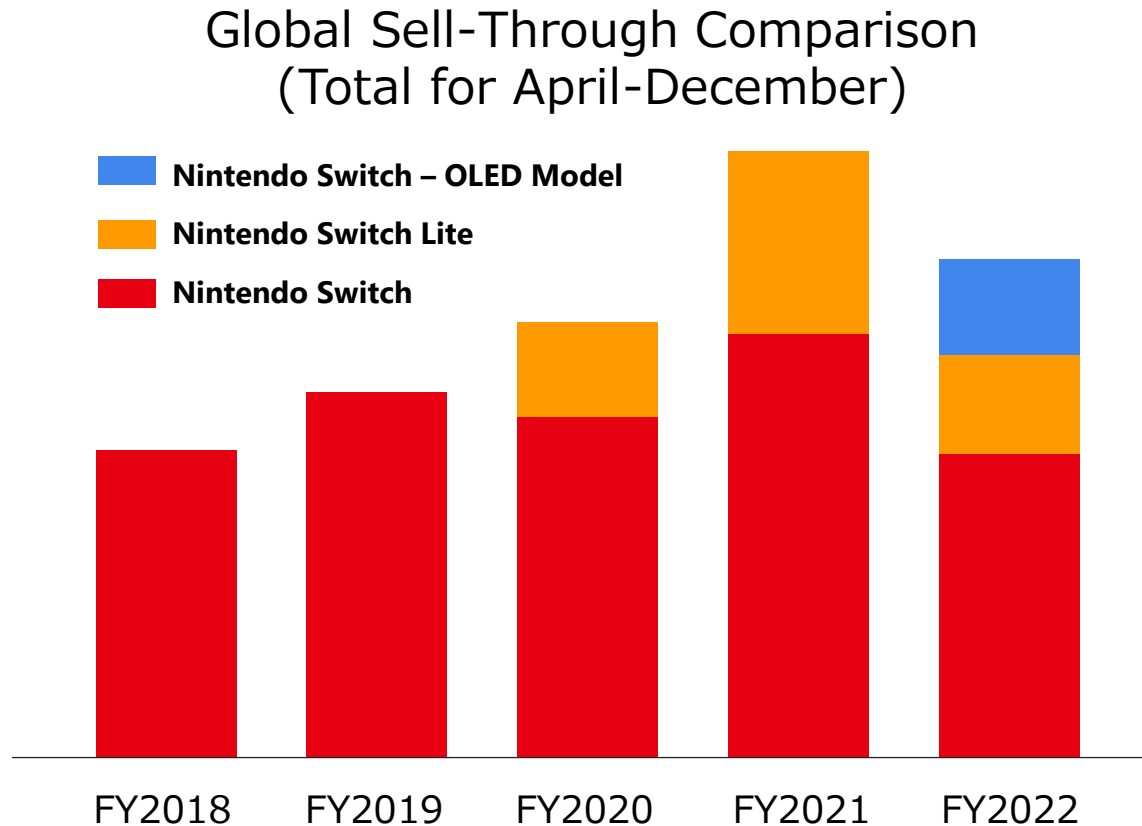
Number of Million-Seller Titles (FY22)

29 titles

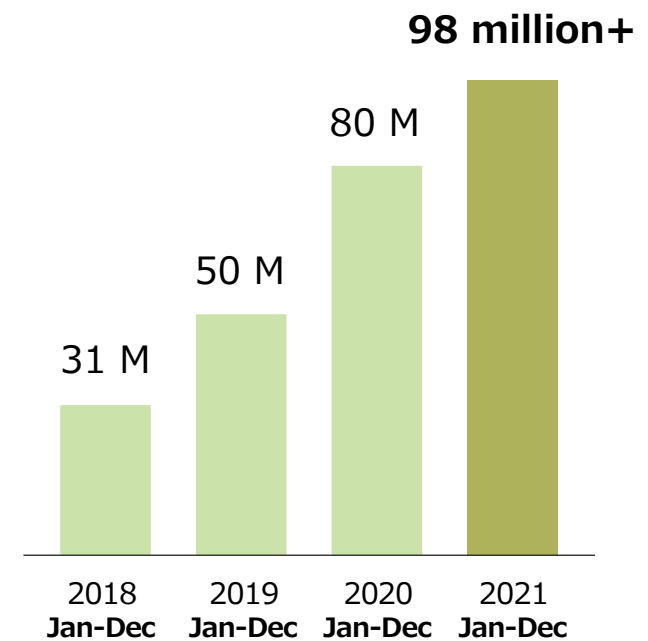
Including 22 Nintendo titles and 7 titles by other software publishers

Nintendo Switch Hardware Sell-Through

- **Cumulative global Nintendo Switch family sell-through has surpassed 100 million units.**
- **Sales rising to the second-highest level ever, despite scarcity due to delays in production and distribution (especially in North America) since Black Friday.**



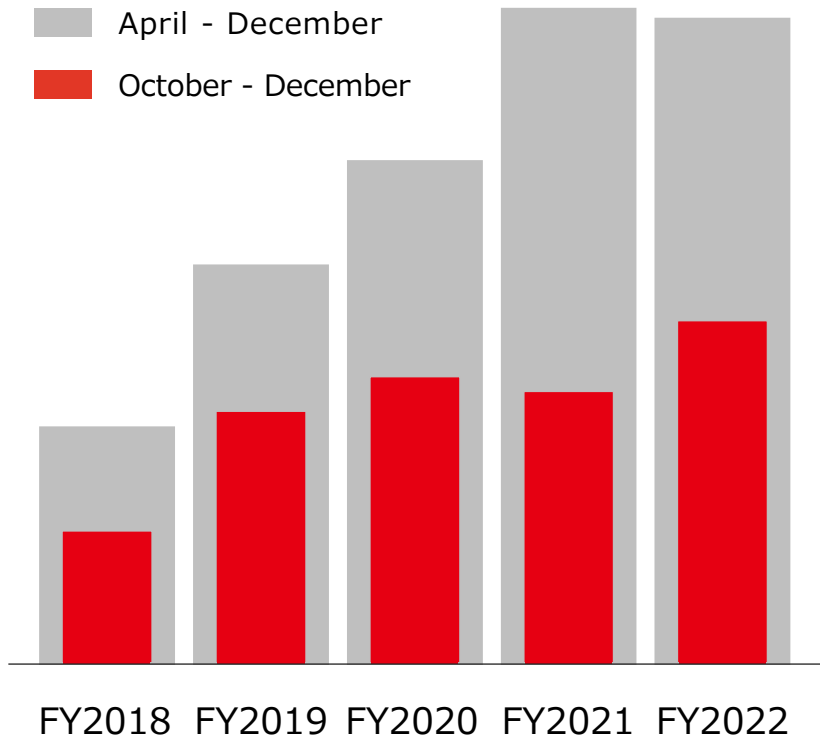
Annual Playing Users



Nintendo Switch First-Party Software Sell-Through

- Sell-through (Oct. - Dec. '21) saw the highest quarterly sales since the launch of Nintendo Switch
- Sell-through grew, with a continued good balance of new titles and previously released titles

Global Sell-Through Comparison



Global Sell-Through by Title (April-December)

New Titles



Previously Released Titles



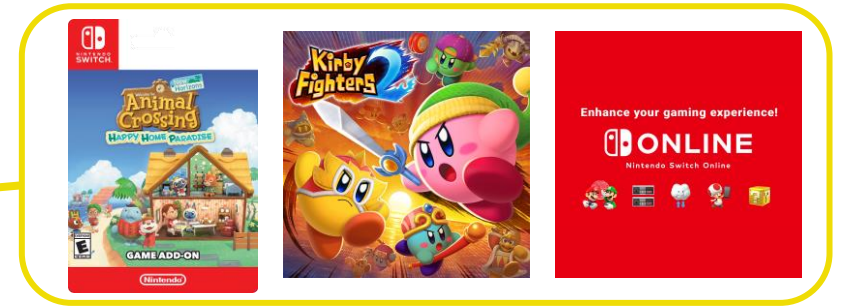
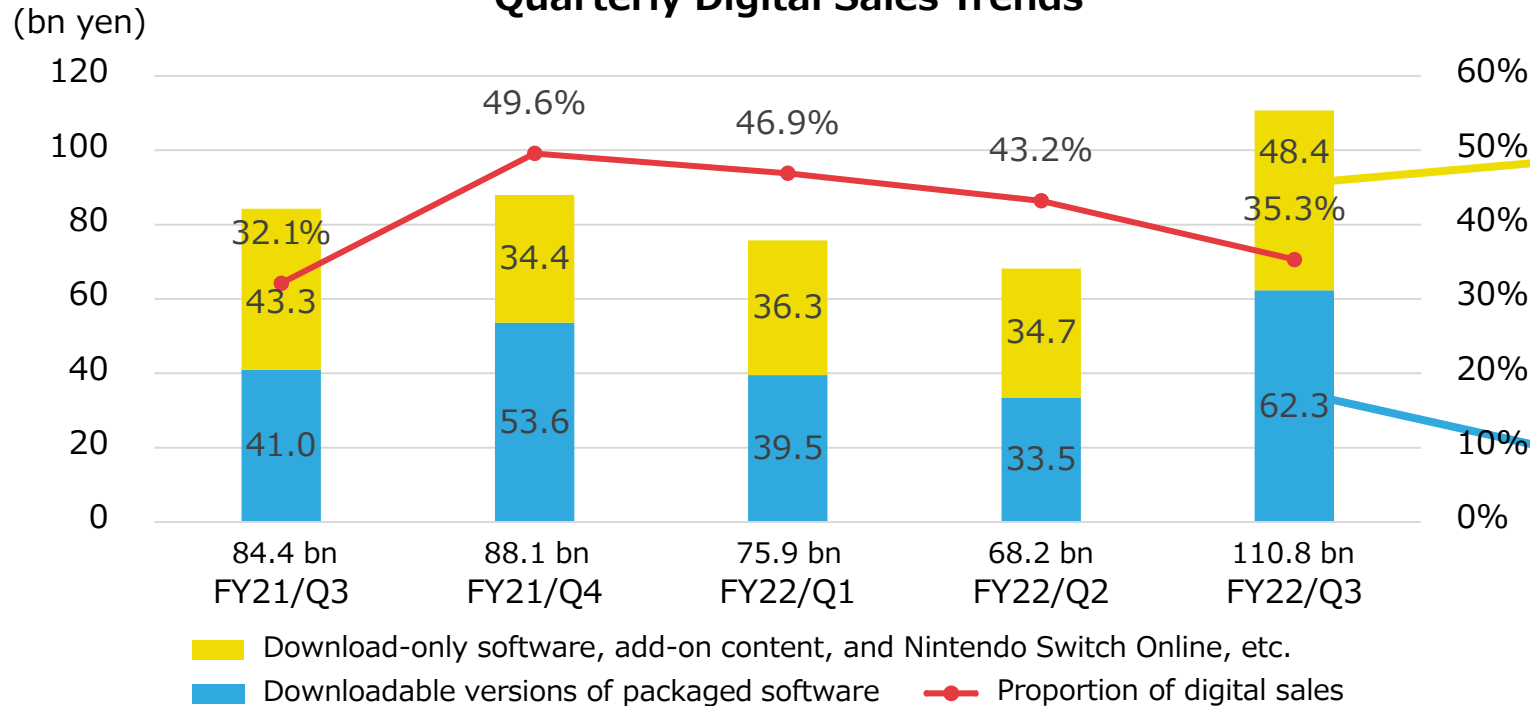
Digital Sales

	FY21/Q1-Q3	FY22/Q1-Q3	Comparison
Digital sales*1	256.0 bn yen	255.0 bn yen	-0.4 %
Proportion of digital sales*2	40.9 %	40.2 %	-0.7 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

Quarterly Digital Sales Trends



Announced Nintendo Products (January-March 2022)



January 28



March 25

3. Reference

Million-Seller Nintendo First-Party Titles

units in ten thousands

Nintendo Switch

	FY22 (Apr. '21 ~ Dec. '21)			Life-to-date
	Global	incl. Japan	incl. Overseas	Global
Pokémon Brilliant Diamond/ Pokémon Shining Pearl	1,397	379	1,018	1,397
Mario Kart 8 Deluxe	796	86	710	4,335
Mario Party Superstars	543	113	430	543
Animal Crossing: New Horizons	499	70	430	3,762
The Legend of Zelda: Skyward Sword HD	385	44	340	385
Super Smash Bros. Ultimate	356	77	279	2,740
The Legend of Zelda: Breath of the Wild	352	40	311	2,580
Ring Fit Adventure	342	80	262	1,353
Super Mario 3D World + Bowser's Fury	326	54	272	885
Pokémon Sword/ Pokémon Shield	280	42	238	2,390
Metroid Dread	274	26	248	274

	FY22 (Apr. '21 ~ Dec. '21)			Life-to-date
	Global	incl. Japan	incl. Overseas	Global
Super Mario Party	259	29	230	1,739
New Pokémon Snap *	236	-	236	236
New Super Mario Bros. U Deluxe	228	14	213	1,272
Mario Golf: Super Rush	226	30	196	226
SUPER MARIO ODYSSEY	219	15	204	2,302
Miitopia	163	38	125	163
Luigi's Mansion 3	145	9	136	1,104
Big Brain Academy: Brain vs. Brain	128	38	90	128
WarioWare: Get It Together!	124	30	94	124
Pokémon: Let's Go, Pikachu!/ Pokémon: Let's Go, Eevee!	105	3	102	1,433
Game Builder Garage	101	44	58	101

[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.

Key Indicators

Proportion of Overseas Sales

FY22			
Q1	Q2	Q3	Q4
77.9%	78.7%	79.6%	
78.3%			
79.0%			

Proportion of Hardware Sales

FY22			
Q1	Q2	Q3	Q4
47.6%	45.2%	53.9%	
46.5%			
50.4%			

Proportion of First-Party Software Sales

FY22			
Q1	Q2	Q3	Q4
72.3%	68.9%	84.1%	
70.6%			
77.7%			

FY21			
Q1	Q2	Q3	Q4
76.3%	78.6%	77.7%	76.6%
77.5%			
77.6%			
77.4%			

FY21			
Q1	Q2	Q3	Q4
47.2%	54.4%	57.5%	47.6%
51.1%			
54.0%			
52.7%			

FY21			
Q1	Q2	Q3	Q4
82.5%	81.2%	81.1%	71.7%
81.9%			
81.6%			
79.4%			

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

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

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

Digital Sales Indicators

Digital Sales

(yen)

FY22			
Q1	Q2	Q3	Q4
75.9 bn	68.2 bn	110.8 bn	
144.2 bn			
255.0 bn			

Proportion of Digital Sales

FY22			
Q1	Q2	Q3	Q4
46.9%	43.2%	35.3%	
45.1%			
40.2%			

Proportion of Downloadable Versions of Packaged Software Sales

FY22			
Q1	Q2	Q3	Q4
52.1%	49.1%	56.3%	
50.7%			
53.1%			

FY21			
Q1	Q2	Q3	Q4
101.0 bn	70.4 bn	84.4 bn	88.1 bn
171.5 bn			
256.0 bn			
344.1 bn			

FY21			
Q1	Q2	Q3	Q4
55.6%	38.9%	32.1%	49.6%
47.2%			
40.9%			
42.8%			

FY21			
Q1	Q2	Q3	Q4
67.7%	57.8%	48.6%	60.9%
63.6%			
58.7%			
59.3%			

*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: $a/(a+b+c+d)$

Launch Dates of Primary Nintendo Products by Region (April 2021~December 2021)

Japan		The United States		Europe	
Title	Launch Date	Title	Launch Date	Title	Launch Date
Nintendo Switch					
(Hardware)		(Hardware)		(Hardware)	
Nintendo Switch – OLED Model	10/8/2021	Nintendo Switch – OLED Model	10/8/2021	Nintendo Switch – OLED Model	10/8/2021
(Software)		(Software)		(Software)	
New Pokémon Snap *	4/30/2021	New Pokémon Snap *	4/30/2021	New Pokémon Snap *	4/30/2021
Famicom Detective Club: The Missing Heir	5/14/2021	Famicom Detective Club: The Missing Heir **	5/14/2021	Famicom Detective Club: The Missing Heir **	5/14/2021
Famicom Detective Club: The Girl Who Stands Behind	5/14/2021	Famicom Detective Club: The Girl Who Stands Behind **	5/14/2021	Famicom Detective Club: The Girl Who Stands Behind **	5/14/2021
Miitopia	5/21/2021	Miitopia	5/21/2021	Miitopia	5/21/2021
DC Super Hero Girls: Teen Power	6/4/2021	DC Super Hero Girls: Teen Power	6/4/2021	DC Super Hero Girls: Teen Power	6/4/2021
Game Builder Garage	6/11/2021	Game Builder Garage	6/11/2021	Game Builder Garage	6/11/2021
Mario Golf: Super Rush	6/25/2021	Mario Golf: Super Rush	6/25/2021	Mario Golf: Super Rush	6/25/2021
The Legend of Zelda: Skyward Sword HD	7/16/2021	The Legend of Zelda: Skyward Sword HD	7/16/2021	The Legend of Zelda: Skyward Sword HD	7/16/2021
WarioWare: Get It Together!	9/10/2021	WarioWare: Get It Together!	9/10/2021	WarioWare: Get It Together!	9/10/2021
Metroid Dread	10/8/2021	Metroid Dread	10/8/2021	Metroid Dread	10/8/2021
Mario Party Superstars	10/29/2021	Mario Party Superstars	10/29/2021	Mario Party Superstars	10/29/2021
Pokémon Brilliant Diamond	11/19/2021	Pokémon Brilliant Diamond	11/19/2021	Shin Megami Tensei V ***	11/12/2021
Pokémon Shining Pearl	11/19/2021	Pokémon Shining Pearl	11/19/2021	Pokémon Brilliant Diamond	11/19/2021
Big Brain Academy: Brain vs. Brain	12/3/2021	Big Brain Academy: Brain vs. Brain	12/3/2021	Pokémon Shining Pearl	11/19/2021
				Big Brain Academy: Brain vs. Brain	12/3/2021
Others					
Game & Watch: The Legend of Zelda	11/12/2021	Game & Watch: The Legend of Zelda	11/12/2021	Game & Watch: The Legend of Zelda	11/12/2021

[Notes] Launch dates may differ within the United States and European regions depending on territories or countries.
 *This title is released and sold by The Pokémon Company in Japan, and by Nintendo outside of Japan.
 **This title is available in downloadable format only.
 ***This title is licensed to be released and sold as a Nintendo product.

Launch Schedule of Primary Nintendo Products by Region (extracts: January 2022~)

Japan		The United States		Europe	
Title	Launch Date	Title	Launch Date	Title	Launch Date
Nintendo Switch					
(Software)		(Software)		(Software)	
Pokémon Legends: Arceus	1/28/2022	Pokémon Legends: Arceus	1/28/2022	Pokémon Legends: Arceus	1/28/2022
Kirby and the Forgotten Land	3/25/2022	TRIANGLE STRATEGY *	3/4/2022	TRIANGLE STRATEGY *	3/4/2022
Splatoon 3	2022	Kirby and the Forgotten Land	3/25/2022	Kirby and the Forgotten Land	3/25/2022
The sequel to The Legend of Zelda: Breath of the Wild (temp.)	2022	Advance Wars 1+2: Re-Boot Camp	Spring 2022	Advance Wars 1+2: Re-Boot Camp	Spring 2022
Mario + Rabbids Sparks of Hope *	2022	Splatoon 3	2022	Splatoon 3	2022
Bayonetta 3	2022	The sequel to The Legend of Zelda: Breath of the Wild (temp.)	2022	The sequel to The Legend of Zelda: Breath of the Wild (temp.)	2022
Metroid Prime 4 (temp.)	TBA	Bayonetta 3	2022	Bayonetta 3	2022
		Metroid Prime 4 (temp.)	TBA	Metroid Prime 4 (temp.)	TBA

[Notes] Launch dates and titles etc. are subject to change.
 Launch dates may differ within the United States and European regions depending on territories or countries.
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Upcoming Software Publishers' Title Lineup (extracts: January 2022~)

Nintendo Switch

Region	Title	Publisher	Title	Publisher
Japan	Eiyuden Chronicle: Rising	505 Games	Atelier Sophie 2: The Alchemist of the Mysterious Dream	KOEI TECMO GAMES
	13 Sentinels: Aegis Rim	ATLUS	eBASEBALL POWERFUL PRO BASEBALL 2022	KONAMI
	Persona 4 Arena Ultimax	ATLUS	Yomawari 3	Nippon Ichi Software
	PAC-MAN MUSEUM+	BANDAI NAMCO Entertainment	OMORI	OMOCAT
	MONSTER HUNTER RISE: SUNBREAK	CAPCOM	AI: THE SOMNIUM FILES - nirvanA Initiative	Spike Chunsoft
	Touken Ranbu Warriors	DMM GAMES	Chocobo GP	Square Enix
	Game Doraemon Nobita's Little Star Wars 2021	FURYU	Life is Strange: True Colors	Square Enix
	Minnano Curling	IMAGINEER	TRIANGLE STRATEGY	Square Enix
	Winning Post 9 2022	KOEI TECMO GAMES	Disco Elysium - The Final Cut	ZA/UM
	NOBUNAGA'S AMBITION: Shinsei	KOEI TECMO GAMES		
The United States	Hindsight	Annapurna Interactive	Persona 4 Arena Ultimax	SEGA
	Neon White	Annapurna Interactive	13 Sentinels: Aegis Rim	SEGA
	DYNASTY WARRIORS 9: Empires	KOEI TECMO AMERICA	Life is Strange: True Colors [Packaged version]	Square Enix
	Atelier Sophie 2: The Alchemist of the Mysterious Dream	KOEI TECMO AMERICA	Chocobo GP	Square Enix
	Yu-Gi-Oh! MASTER DUEL	Konami	ASTRONEER *	System Era Softworks
	Aztech Forgotten Gods	Lienzo	Trash Sailors	tinyBuild Games
	Rune Factory 5	Marvelous	Assassin's Creed: The Ezio Collection	Ubisoft
	OlliOlli World	Private Division	LEGO Star Wars: The Skywalker Saga	Warner Bros. Games
	Grand Theft Auto: The Trilogy - The Definitive Edition [Packaged version]	Rockstar Games		
Europe	Hindsight	Annapurna Interactive	Persona 4 Arena Ultimax	SEGA
	Neon White	Annapurna Interactive	13 Sentinels: Aegis Rim	SEGA
	Monster Prom 2: Monster Camp XXL	Beautiful Glitch	Two Point Campus	SEGA
	Windjammers 2	DotEmu	Life is Strange: True Colors [Packaged version]	Square Enix
	Baby Storm	Forever Entertainment	Chocobo GP	Square Enix
	DYNASTY WARRIORS 9: Empires	KOEI TECMO EUROPE	Grapple Dog	Super Rare Games
	Atelier Sophie 2: The Alchemist of the Mysterious Dream	KOEI TECMO EUROPE	ASTRONEER *	System Era Softworks
	Yu-Gi-Oh! MASTER DUEL	Konami	Trash Sailors	tinyBuild Games
	Aztech Forgotten Gods	Lienzo	Welcome to Elk	Triple Topping
	Rune Factory 5	Marvelous Europe	Assassin's Creed: The Ezio Collection	Ubisoft
	Record of Lodoss War -Deedlit in Wonder Labyrinth-	PLAYISM	OddBallers	Ubisoft
	MAGLAM LORD	PQube	LEGO Star Wars: The Skywalker Saga	Warner Bros. Games
	OlliOlli World	Private Division		
Grand Theft Auto: The Trilogy - The Definitive Edition [Packaged version]	Rockstar Games			

[Note] Launch schedules, software names etc. are subject to change. Launch titles are listed by publisher alphabetically. This list includes download-only software and add-on content.

*The packaged version of this title will be published by Gearbox Publishing.

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 8)