## EA REPORTS FOURTH QUARTER AND FISCAL YEAR 2005 RESULTS Record \$3.1 Billion Revenue Driven by 31 Platinum Titles

REDWOOD CITY, CA - May 3, 2005 - Electronic Arts (NASDAQ: ERTS) today announced preliminary financial results for the fourth quarter and fiscal year ended March 31, 2005.

## Full Year Results

Net revenue for the fiscal year ended March 31, 2005 was $\$ 3.129$ billion, up 6 percent as compared with $\$ 2.957$ billion for the prior year. EA had 31 platinum titles (over one million units sold) in fiscal 2005 compared to 27 a year ago. Six franchises sold more than five million units: The Sims ${ }^{\text {TM }}$, Need for Speed ${ }^{\text {TM }}$, Madden NFL Football, FIFA, The Lord of the Rings ${ }^{\text {TM }}$ and Harry Potter ${ }^{\text {TM }}$.

Net income for the year was $\$ 504$ million as compared with $\$ 577$ million for the prior year. Diluted earnings per share were $\$ 1.59$ as compared with $\$ 1.87$ for the prior year.

Non-GAAP net income for the year, which excludes certain items, was $\$ 543$ million as compared with $\$ 566$ million for the prior year. Non-GAAP diluted earnings per share were $\$ 1.71$ as compared with $\$ 1.84$ for the prior year. (Please see Non-GAAP Financial Measures and reconciliation information included in this release.)

Operating cash flow was $\$ 634$ million as compared with $\$ 669$ million a year ago.
"As we begin the new fiscal year, we are focused on successfully navigating through the console transition," said Larry Probst, Chairman and Chief Executive Officer. "EA has the people, franchises and strategies to extend our leadership on next generation platforms."
"This is a year of execution and investment," said Warren Jenson, Chief Financial and Administrative Officer. "We have a strong title line up that allows us to make investments for long-term leadership."

Highlights for the Year (comparisons are to the fiscal year ended March 31, 2004)

- Net revenue surpassed $\$ 3$ billion for the first time in EA's history.
- Net revenue: North America - up 3 percent to $\$ 1.7$ billion; total international - up 9 percent to $\$ 1.5$ billion. The increase in total international net revenue was driven by: Europe - up 9 percent to $\$ 1.3$ billion; Asia Pacific, including Japan - up 8 percent to $\$ 180$ million. Movement in foreign currency rates contributed $\$ 95$ million or 3 percent of the increase in total net revenue.
- Operating income was $\$ 669$ million - compared to $\mathbf{\$ 7 7 6}$ million. Operating margin was 21 percent - compared to 26 percent a year ago.
- EA entered into long-term exclusive agreements with the NFL, NFLPA, ESPN, NCAA and AFL.
- The Sims franchise sold more than 16 million copies.
- The Need for Speed franchise sold more than 15 million copies.
- Need for Speed ${ }^{\text {TM }}$ Rivals was the \#1 title on the PSP ${ }^{\text {TM }}$ handheld entertainment system in North America. All EA releases on the PSP charted in the top 10.
- EA completed the acquisition of Criterion Software, bringing the award-winning Burnout ${ }^{\text {TM }}$ and Black ${ }^{\text {TM }}$ franchises and RenderWare ${ }^{\text {TM }}$ technology.
- EA completed its tender offer for Digital Illusions, creators of the award-winning Battlefield franchise.


## Fourth Quarter Results

Net revenue for the fourth quarter was $\$ 553$ million, down 8 percent as compared with $\$ 598$ million for the prior year. Sales were driven by NBA STREET 3, EA SPORTS ${ }^{\text {TM }}$ Fight Night Round 2, Need for Speed ${ }^{\text {TM }}$ Underground 2, FIFA STREET and Time Splitters Future Perfect ${ }^{\text {TM }}$.

Net income for the quarter was $\$ 8$ million, as compared with $\$ 90$ million for the prior year. Diluted earnings per share were $\$ 0.02$ for the quarter, as compared with $\$ 0.29$ for the prior year. The decrease in net income was driven by lower net revenues at a lower gross margin and higher operating costs.

Non-GAAP net income was $\$ 30$ million as compared with $\$ 77$ million for the prior year. NonGAAP net income excludes a $\$ 21$ million pretax charge associated with employment-related litigation. Non-GAAP net income also excludes $\$ 9$ million primarily attributable to pretax acquisition-related charges. Non-GAAP net income for the prior year excludes a $\$ 20$ million non-recurring income tax benefit and $\$ 10$ million primarily related to pretax restructuring charges.

Non-GAAP diluted earnings per share were $\$ 0.09$, as compared with $\$ 0.25$ for the prior year. (Please see Non-GAAP Financial Measures and reconciliation information included in this release.)

## Business Outlook

The following forward-looking statements reflect expectations as of May 3, 2005. Results may be materially different and are affected by many factors, such as changes in foreign exchange rates, the overall global economy, the popular appeal of EA's products, competition in the industry, the ability of console manufacturers to meet demand, EA's effective tax rate, development delays, EA's ability to secure key licenses and other factors detailed in this release and in EA's annual and quarterly SEC filings.

Fiscal Year Expectations - Ending March 31, 2006

- Net revenue is expected to be between $\$ 3.4$ and $\$ 3.5$ billion - up 9 to 12 percent year-over-year.
- Diluted earnings per share are expected to be between $\$ 1.55$ and $\$ 1.70$ - as compared with \$1.59 for fiscal 2005.

Fiscal First Quarter Expectations - Ending June 30, 2005

- Net revenue is expected to be between $\$ 300$ and $\$ 340$ million - as compared with $\$ 432$ million for the prior year.
- Diluted net loss per share is expected to be between $\$ 0.22$ and $\$ 0.28$ - as compared with diluted net income per share of $\$ 0.08$ for the comparable period in fiscal 2005.


## Non-GAAP Financial Measures

Electronic Arts uses non-GAAP measures of operating income, net income and diluted earnings per share. These non-GAAP measures exclude the following items, including any related tax effect, from the Company's statement of operations:

- Amortization of intangibles
- Employee stock-based compensation
- Restructuring and asset impairment charges
- Acquired in-process technology
- Certain non-recurring litigation expenses
- Other-than-temporary impairment of investments in affiliates

In addition, other significant unforeseeable and non-recurring items may occur from time to time that require an adjustment to these non-GAAP measures. For example, during the fourth quarter of fiscal 2004, a $\$ 20$ million non-recurring benefit to the Company's income tax expense was included in the GAAP results but excluded from the non-GAAP results. When these items occur, the accounting impact will become a reconciling item between the GAAP results and these non-GAAP measures.

The Company believes that excluding these items is useful for illustrating and explaining operating results and comparisons to prior periods. Management considers these non-GAAP measures in its decision-making to facilitate more relevant operating comparisons.

A reconciliation of GAAP operating income to non-GAAP operating income; GAAP net income to non-GAAP net income; and GAAP diluted earnings per share to non-GAAP diluted earnings per share is included as part of the supplemental disclosures to this release.

## Conference Call

Electronic Arts will host a conference call on May 3, 2005 at 2:00 pm PT (5:00 pm ET) to review the results for the Company's fourth quarter and fiscal year ended March 31, 2005. Listeners may access the conference call live via webcast (http://investor.ea.com). A webcast archive of the conference call will be available for one year at http://investor.ea.com.

Some statements set forth in this release, including the estimates under the heading "Business Outlook," contain forward-looking statements that are subject to change. Statements including words such as "anticipate", "believe", "estimate" or "expect" and statements in the future tense are forward-looking statements. These forward-looking statements are subject to risks and uncertainties that could cause actual events or actual future results to differ materially from the expectations set forth in the forwardlooking statements. Some of the factors which could cause the Company's results to differ materially from its expectations include the following: competition in the interactive entertainment industry; the availability of an adequate supply of hardware platforms; the Company's ability to predict consumer preferences among competing hardware platforms; consumer spending trends; the seasonal and cyclical nature of the interactive game segment; timely development and release of Electronic Arts' products; the Company's ability to manage expenses during fiscal year 2006; the Company's ability to secure licenses to valuable entertainment properties on favorable terms; the Company's ability to attract and retain key personnel; changes in the Company's effective tax rates; adoption of new accounting regulations and standards; potential regulation of the Company's products in key territories; developments in the law regarding protection of the Company's products; fluctuations in foreign exchange rates; and other factors
described in the Company's annual report on Form 10-K for the year ended March 31, 2004 and quarterly report on Form 10-Q for the quarter ended December 31, 2004. Electronic Arts does not intend to update these forward-looking statements, including those made under the "Business Outlook" heading.

Note to Editors: Need for Speed, The Sims, John Madden Football, Burnout and Black are trademarks or registered trademarks of Electronic Arts Inc. in the U.S. and/or other countries. RenderWare is a trademark or registered trademark of Criterion Software Ltd. The Lord of the Rings and the names of the characters, items, events and places therein are trademarks of the Saul Zaentz Company d/b/a Tolkien Enterprises under license to New Line Productions, Inc. HARRY POTTER and all related characters and elements are trademarks of and © Warner Bros. Entertainment Inc. TimeSplitters Future Perfect is a trademark of Free Radical Design Ltd. NBA, NFL, and FIFA are trademarks of their respective owners and used with permission. PSP is a trademark of Sony Computer Entertainment Inc. All other trademarks are the property of their respective owners.

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## ELECTRONIC ARTS INC. AND SUBSIDIARIES

## Unaudited Condensed Consolidated Statements of Operations

(in millions, except per share data)

|  | Three Months Ended March 31, |  |  |  | Year Ended March 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2005 |  | 2004 |  | 2005 |  | $2004{ }^{\text {(a) }}$ |  |
| Net revenue | \$ | 553 | \$ | 598 | \$ | 3,129 | \$ | 2,957 |
| Cost of goods sold |  | 233 |  | 226 |  | 1,197 |  | 1,103 |
| Gross profit |  | 320 |  | 372 |  | 1,932 |  | 1,854 |
| Operating expenses: |  |  |  |  |  |  |  |  |
| Marketing and sales |  | 87 |  | 67 |  | 391 |  | 370 |
| General and administrative |  | 66 |  | 46 |  | 221 |  | 185 |
| Research and development |  | 161 |  | 155 |  | 633 |  | 511 |
| Amortization of intangibles |  | 1 |  | 1 |  | 3 |  | 3 |
| Acquired in-process technology |  | 4 |  | - |  | 13 |  | - |
| Restructuring charges |  | 1 |  | 9 |  | 2 |  | 9 |
| Total operating expenses |  | 320 |  | 278 |  | 1,263 |  | 1,078 |
| Operating income |  | - |  | 94 |  | 669 |  | 776 |
| Interest and other income, net |  | 12 |  | 6 |  | 56 |  | 21 |
| Income before provision for income taxes and minority interest |  | 12 |  | 100 |  | 725 |  | 797 |
| Provision for income taxes |  | 4 |  | 10 |  | 221 |  | 220 |
| Income before minority interest |  | 8 |  | 90 |  | 504 |  | 577 |
| Minority interest |  | - |  | - |  | - |  | - |
| Net income | \$ | 8 | \$ | 90 | \$ | 504 | \$ | 577 |
| Net income: |  |  |  |  |  |  |  |  |
| Basic | \$ | 8 | \$ | 90 | \$ | 504 | \$ | 577 |
| Diluted | \$ | 8 | \$ | 90 | \$ | 504 | \$ | 577 |
| Earnings per share: |  |  |  |  |  |  |  |  |
| Basic | \$ | 0.02 | \$ | 0.30 | \$ | 1.65 | \$ | 1.95 |
| Diluted | \$ | 0.02 | \$ | 0.29 | \$ | 1.59 | \$ | 1.87 |
| Number of shares used in computation: |  |  |  |  |  |  |  |  |
| Basic |  | 309 |  | 300 |  | 305 |  | 295 |
| Diluted |  | 322 |  | 313 |  | 318 |  | 308 |

${ }^{(a)}$ Derived from audited financial statements.

## Non-GAAP Results (in millions, except per share data)

The following table shows the Company's non-GAAP results reconciled to the Generally Accepted Accounting Principles ("GAAP") Condensed Consolidated Statements of Operations. The Company's non-GAAP results do not include amortization of intangibles, employee stock-based compensation, acquired in-process technology, restructuring charges, asset impairment charges, certain non-recurring litigation expenses and other-than-temporary impairment of investments in affiliates and their related income tax effect. The three months and year ending March 31, 2004 also exclude the impact of a one-time income tax benefit.

|  | Three Months Ended March 31, |  |  |  | Year Ended March 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2005 |  | 2004 |  | 2005 |  | 2004 |  |
| Net income | \$ | 8 | \$ | 90 | \$ | 504 | \$ | 577 |
| Amortization of intangibles |  | 1 |  | 1 |  | 3 |  | 3 |
| COGS amortization of intangibles |  | 2 |  | - |  | 3 |  |  |
| Employee stock-based compensation |  | 2 |  | - |  | 6 |  |  |
| Acquired in-process technology |  | 3 |  | - |  | 13 |  | - |
| Restructuring charges |  | 1 |  | 9 |  | 1 |  | 10 |
| Certain non-recurring litigation expenses |  | 21 |  | - |  | 21 |  | - |
| Income taxes effect on the above items |  | (8) |  | (3) |  | (8) |  | (4) |
| Income tax adjustment |  | - |  | (20) |  | - |  | (20) |
| Non-GAAP net income | \$ | 30 | \$ | 77 | \$ | 543 | \$ | 566 |
| Non-GAAP diluted earnings per share | \$ | 0.09 | \$ | 0.25 | \$ | 1.71 | \$ | 1.84 |
| Number of shares used in diluted earnings per share computation |  | 322 |  | 313 |  | 318 |  | 308 |

# ELECTRONIC ARTS INC. AND SUBSIDIARIES Unaudited Condensed Consolidated Balance Sheets (in millions) 

|  | $\begin{gathered} \text { March 31, } \\ 2005 \\ \hline \end{gathered}$ |  | $\begin{aligned} & \text { March 31, } \\ & 2004 \text { (a) } \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |  |
| Current assets: |  |  |  |  |
| Cash, cash equivalents and short-term investments | \$ | 2,958 | \$ | 2,414 |
| Marketable equity securities |  | 140 |  | 1 |
| Receivables, net of allowances of $\$ 162$ million and $\$ 155$ million, respectively |  | 296 |  | 212 |
| Inventories |  | 62 |  | 55 |
| Deferred income taxes |  | 86 |  | 84 |
| Other current assets |  | 164 |  | 163 |
| Total current assets |  | 3,706 |  | 2,929 |
| Property and equipment, net |  | 353 |  | 298 |
| Investment in affiliates |  | 10 |  | 14 |
| Goodwill |  | 153 |  | 92 |
| Other intangibles, net |  | 36 |  | 18 |
| Deferred income taxes |  | 19 |  | 41 |
| Other assets |  | 93 |  | 72 |
| Total Assets | \$ | 4,370 | \$ | 3,464 |

## LIABILITIES AND STOCKHOLDERS' EQUITY

Current liabilities:
Accounts payable
Accrued and other liabilities
Total current liabilities

| \$ | 134 | \$ | 114 |
| :---: | :---: | :---: | :---: |
|  | 694 |  | 630 |
|  | 828 |  | 74 |

Other liabilities
Total liabilities

Minority interest
Stockholders' equity:
Common stock 3

Paid-in capital 1,434
Retained earnings
Accumulated other comprehensive income
Total stockholders' equity
Total Liabilities, Minority Interest and Stockholders' Equity

| 33 |  | 42 |
| ---: | ---: | ---: |
| 861 |  | 786 |
| 11 |  | - |
|  |  |  |
|  |  |  |
| 3 |  | 1,154 |
| 1,434 |  | 1,501 |
| 2,005 |  | 20 |
| 56 |  | 2,678 |
|  | 3,498 |  |
|  |  |  |

${ }^{(a)}$ Derived from audited financial statements.

## ELECTRONIC ARTS INC. AND SUBSIDIARIES

## Unaudited Condensed Consolidated Statements of Cash Flows (in millions)

## OPERATING ACTIVITIES

Net income
Adjustments to reconcile net income to net cash used in operating activities:
Depreciation and amortization
Non-cash restructuring and asset impairment charges
Other-than-temporary impairment of investments in affiliates
Realized losses on investments and sale of property and equipment
Stock-based compensation
Tax benefit from exercise of stock options
Acquired in-process technology
Other operating activities
Change in assets and liabilities:
Receivables, net
Inventories
Other assets
Accounts payable
Accrued and other liabilities
Deferred income taxes
Net cash provided by operating activities
INVESTING ACTIVITIES
Capital expenditures
Proceeds from sale of property and equipment
Proceeds from sale of marketable equity securities
Purchase of marketable equity securities
Purchase of investment in affiliates
Proceeds from sale of investment in affiliates
Proceeds from maturities and sales of short-term investments
Purchase of short-term investments
Acquisition of subsidiary, net of cash acquired
Other investing activities
Net cash provided by (used in) investing activities
FINANCING ACTIVITIES
Proceeds from sale of common stock through employee stock plans and other plans
Repurchase and retirement of common stock
Other financing activities
Net cash provided by financing activities
Effect of foreign exchange on cash and cash equivalents
Increase (decrease) in cash and cash equivalents
Beginning cash and cash equivalents
Ending cash and cash equivalents
Short-term investments
Ending cash, cash equivalents and short-term investments

[^0]| Three Months Ended March 31, |  |  |
| :---: | :---: | :---: |
| 2005 | 2004 |  |
| \$ 8 | \$ | 90 |
| 22 |  | 18 |
| - |  | 1 |
| - |  | (1) |
| 2 |  | 2 |
| 2 |  | - |
| 40 |  | 27 |
| 4 |  | - |
| (2) |  | - |
| 608 |  | 593 |
| 17 |  | 3 |
| (20) |  | (68) |
| (56) |  | (31) |
| (176) |  | (21) |
| 25 |  | (51) |
| 474 |  | 562 |


| $(44)$ | $(34)$ | $(126)$ | $(90)$ |
| ---: | ---: | ---: | ---: |
| - | 1 | 16 | 1 |
| - | 2 | 4 | 2 |
| $(90)$ | - | $(90)$ | - |
| - | - | $(2)$ | $(1)$ |
| - | - | - | 8 |
| 99 | 1,610 | 996 | 2,883 |
| $(194)$ | $(620)$ | $(2,442)$ | $(2,511)$ |
| $(22)$ | $(2)$ | $(81)$ | $(3)$ |
| 1 | $(1)$ | $(1)$ | $(1)$ |
| $(250)$ | 956 |  | $(1,726)$ |
|  |  |  | 288 |



| Year Ended March 31, |  |  |
| :---: | :---: | :---: |
| 2005 | $2004{ }^{\text {(a) }}$ |  |
| \$ 504 | \$ | 577 |
| 75 |  | 78 |
| - |  | 2 |
| - |  | - |
| (8) |  | 2 |
| 6 |  | 1 |
| 75 |  | 69 |
| 13 |  | - |
| - |  | (2) |
| (80) |  | (194) |
| (14) |  | (23) |
| (35) |  | (61) |
| 28 |  | 23 |
| 46 |  | 191 |
| 24 |  | 6 |
| 634 |  | 669 |
| (126) |  | (90) |
| 16 |  | 1 |
| 4 |  | 2 |
| (90) |  | - |
| (2) |  | (1) |
| - |  | 8 |
| 996 |  | 2,883 |
| $(2,442)$ |  | $(2,511)$ |
| (81) |  | (3) |
| (1) |  | (1) |
| $(1,726)$ |  | 288 |

(61)

23
6
(90)
$\qquad$
()


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## ELECTRONIC ARTS INC. AND SUBSIDIARIES

## Unaudited Reconciliation of GAAP to Non-GAAP Condensed Consolidated Statements of Operations (in millions, except per share data)

The following tables show the Company's non-GAAP results reconciled to the Generally Accepted Accounting Principles ("GAAP") Condensed Consolidated Statements of Operations. The Company's non-GAAP results do not include amortization of intangibles, employee stock-based compensation, acquired-in-process technology, restructuring charges, asset impairment charges, certain non-recurring litigation expenses, and other-than-temporary impairment of investments in affiliates, and their related income tax effect. The three months and year ended March 31,2004 also exclude the impact of a one-time income tax adjustment.

## QUARTERLY RESULTS

## Operating Income GAAP operating income Adjustments: <br> Amortization of intangibles COGS amortization of intangibles <br> Employee stock-based compensation Acquired-in-process technology Restructuring charges Asset impairment charges Certain non-recurring litigation expenses Total adjustments

## Non-GAAP operating income

Non-GAAP operating income margin - \% of net revenue
Net Income
GAAP net income
Adjustments:
Amortization of intangibles
COGS amortization of intangibles
Employee stock-based compensation
Acquired-in-process technology
Restructuring charges
Asset impairment charges
Certain non-recurring litigation expenses
Other-than-temporary impairment of investment in affiliates
Income taxes effect on the above items
Income tax adjustment
Total adjustments

## Non-GAAP net income

Non-GAAP net income margin - \% of net revenue

## GAAP diluted earnings per share

Non-GAAP diluted earnings per share
Shares used in diluted earnings per share computation

| Q4 | Q1 | Q2 | Q3 | Q4 |
| :--- | :---: | :---: | :---: | :---: |
| FY04 | FY05 | FY05 | FY05 | FY05 |


| $\mathbf{\$}$ | $\mathbf{9 0}$ | $\mathbf{2 4} \mathbf{\$}$ | $\mathbf{9 7} \mathbf{\$}$ | $\mathbf{3 7 5} \mathbf{\$}$ | $\mathbf{8}$ |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 1 | 1 | 1 | 1 | 1 |  |
| - | - | - | 1 | 2 |  |
| - | - | - | 4 | 2 |  |
| - | - | - | 10 | 3 |  |
| 9 | - | - | - | 1 |  |
| - | - | - | - | - |  |
| - | - | - | - | 21 |  |
|  | - | - | - | - |  |
| $(3)$ | - | - | - | - |  |
| $(20)$ | 1 | 1 | 16 | 22 |  |


| \$ | 77 | \$ | 25 | \$ | 98 | \$ | 391 | \$ | 30 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 13\% |  | 6\% |  | 14\% |  | 27\% |  | 5\% |
|  | \$0.29 |  | \$0.08 |  | \$0.31 |  | \$1.18 |  | \$0.02 |
|  | \$0.25 |  | \$0.08 |  | \$0.31 |  | \$1.23 |  | \$0.09 |
|  | 313 |  | 316 |  | 316 |  | 317 |  | 322 |

## TRAILING TWELVE MONTH RESULTS

Operating Income
GAAP operating income
Adjustments:
Amortization of intangibles
COGS amortization of intangibles
Employee stock-based compensation
Acquired-in-process technology
Restructuring charges
Asset impairment charges
Certain non-recurring litigation expenses
Total adjustments
Non-GAAP operating income
Non-GAAP operating income margin - \% of net revenue

## ELECTRONIC ARTS INC. AND SUBSIDIARIES

## Unaudited Reconciliation of GAAP to Non-GAAP Condensed Consolidated Statements of Operations

(in millions, except per share data)

The following tables show the Company's non-GAAP results reconciled to the Generally Accepted Accounting Principles ("GAAP") Condensed Consolidated Statements of Operations. The Company's non-GAAP results do not include amortization of intangibles, employee stock-based compensation, acquired-in-process technology, restructuring charges, asset impairment charges, certain non-recurring litigation expenses, and other-than-temporary impairment of investments in affiliates, and their related income tax effect. The three months and year ended March 31,2004 also exclude the impact of a one-time income tax adjustment.

| Q4 | Q1 | Q2 | Q3 | Q4 |
| :--- | :---: | :---: | :---: | :---: |
| FY04 | FY05 | FY05 | FY05 | FY05 |

## TRAILING TWELVE MONTH RESULTS

| Net Income |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| GAAP net income | \$ | 577 | \$ | 583 | \$ | 604 | \$ | 587 | \$ | 504 |
| Adjustments: |  |  |  |  |  |  |  |  |  |  |
| Amortization of intangibles |  | 3 |  | 3 |  | 4 |  | 3 |  | 3 |
| COGS amortization of intangibles |  | - |  | - |  | - |  | 1 |  | 3 |
| Employee stock-based compensation |  | - |  | - |  | - |  | 4 |  | 6 |
| Acquired-in-process technology |  | - |  | - |  | - |  | 10 |  | 13 |
| Restructuring charges |  | 10 |  | 9 |  | 9 |  | 9 |  | 1 |
| Asset impairment charges |  | - |  | - |  | - |  | - |  | - |
| Certain non-recurring litigation expenses |  | - |  | - |  | - |  | - |  | 21 |
| Other-than-temporary impairment of investment in affiliates |  | - |  | - |  | - |  | - |  | - |
| Income taxes effect on the above items |  | (4) |  | (3) |  | (4) |  | (4) |  | (8) |
| Income tax adjustment |  | (20) |  | (20) |  | (20) |  | (20) |  | - |
| Total adjustments |  | (11) |  | (11) |  | (11) |  | 3 |  | 39 |
| Non-GAAP net income | \$ | 566 | \$ | 572 | \$ | 593 | \$ | 590 | \$ | 543 |
| Non-GAAP net income margin - \% of net revenue |  | 19\% |  | 19\% |  | 18\% |  | 19\% |  | 17\% |
| GAAP diluted earnings per share |  | \$1.87 |  | \$1.88 |  | \$1.94 |  | \$1.86 |  | \$1.59 |
| Non-GAAP diluted earnings per share |  | \$1.84 |  | \$1.84 |  | \$1.90 |  | \$1.87 |  | \$1.71 |

## ELECTRONIC ARTS INC. AND SUBSIDIARIES

Unaudited Supplemental Financial Information and Business Metrics (in millions, except per share data, SKU count and Headcount)

|  | $\begin{aligned} & \text { Q4 } \\ & \text { FY04 } \end{aligned}$ | $\begin{aligned} & \text { Q1 } \\ & \text { FY05 } \end{aligned}$ | $\begin{gathered} \text { Q2 } \\ \text { FY05 } \end{gathered}$ | $\begin{aligned} & \text { Q3 } \\ & \text { FY05 } \end{aligned}$ | $\begin{aligned} & \text { Q4 } \\ & \text { FY05 } \end{aligned}$ | YOY \% Growth |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| CONSOLIDATED FINANCIAL DATA |  |  |  |  |  |  |
| Net revenue | 598 | 432 | 716 | 1,428 | 553 | (8\%) |
| Net revenue - trailing twelve months ("TTM") | 2,957 | 3,035 | 3,221 | 3,174 | 3,129 | 6\% |
| Gross profit | 372 | 255 | 432 | 925 | 320 | (14\%) |
| Gross margin - \% of net revenue | 62\% | 59\% | 60\% | 65\% | 58\% |  |
| Gross profit - TTM | 1,854 | 1,906 | 2,021 | 1,984 | 1,932 | 4\% |
| Gross margin - TTM \% of net revenue | 63\% | 63\% | 63\% | 63\% | 62\% |  |
| Operating income | 94 | 25 | 125 | 519 | - | (100\%) |
| Operating income margin - \% of net revenue | 16\% | 6\% | 17\% | 36\% | - |  |
| Operating income - TTM | 776 | 779 | 802 | 763 | 669 | (14\%) |
| Operating income margin - TTM \% of net revenue | 26\% | 26\% | 25\% | 24\% | 21\% |  |
| Net income | 90 | 24 | 97 | 375 | 8 | (92\%) |
| Diluted earnings per share | \$0.29 | \$0.08 | \$0.31 | \$1.18 | \$0.02 | (93\%) |
| Net income - TTM | 577 | 583 | 604 | 587 | 504 | (13\%) |
| Diluted earnings per share - TTM | \$1.87 | \$1.88 | \$1.94 | \$1.86 | \$1.59 | (15\%) |
| Non-GAAP operating income ${ }^{(a)}$ | 104 | 26 | 125 | 535 | 31 | (71\%) |
| Non-GAAP operating income margin - \% of net revenue | 17\% | 6\% | 18\% | 37\% | 6\% |  |
| Non-GAAP operating income - TTM ${ }^{(a)}$ | 788 | 792 | 814 | 790 | 717 | (9\%) |
| Non-GAAP operating income margin - TTM \% of net revenue | 27\% | 26\% | 25\% | 25\% | 23\% |  |
| Non-GAAP net income ${ }^{(a)}$ | 77 | 25 | 98 | 391 | 30 | (61\%) |
| Non-GAAP diluted earnings per share ${ }^{\text {(a) }}$ | \$0.25 | \$0.08 | \$0.31 | \$1.23 | \$0.09 | (64\%) |
| Non-GAAP net income - TTM ${ }^{(a)}$ | 566 | 572 | 593 | 590 | 543 | (4\%) |
| Non-GAAP diluted earnings per share - TTM ${ }^{\text {(a) }}$ | \$1.84 | \$1.84 | \$1.90 | \$1.87 | \$1.71 | (7\%) |
| CASH FLOW DATA |  |  |  |  |  |  |
| Operating cash flow | 562 | (66) | 89 | 137 | 474 | (16\%) |
| Operating cash flow - TTM | 669 | 638 | 664 | 722 | 634 | (5\%) |
| Capital expenditures | 34 | 26 | 19 | 37 | 44 | 30\% |
| Capital expenditures - TTM | 90 | 104 | 106 | 116 | 126 | 41\% |
| BALANCE SHEET DATA |  |  |  |  |  |  |
| Cash, cash equivalents and short term investments | 2,414 | 2,369 | 2,490 | 2,565 | 2,958 | 23\% |
| Marketable equity securities | 1 | 2 | - | 4 | 140 | 11353\% |
| Receivables, net | 212 | 170 | 379 | 892 | 296 | 40\% |
| Inventories | 55 | 53 | 79 | 84 | 62 | 12\% |
| OTHER |  |  |  |  |  |  |
| Employees | 4,773 | 4,813 | 5,104 | 5,669 | 6,122 | 28\% |
| Diluted weighted-average shares | 313 | 316 | 316 | 317 | 322 |  |

[^1]
## ELECTRONIC ARTS INC. AND SUBSIDIARIES

Unaudited Supplemental Financial Information and Business Metrics (in millions, except per share data, SKU count and Headcount)

|  | Q4 <br> FY04 | $\begin{aligned} & \text { Q1 } \\ & \text { FY05 } \end{aligned}$ | $\begin{aligned} & \text { Q2 } \\ & \text { FY05 } \end{aligned}$ | $\begin{aligned} & \text { Q3 } \\ & \text { FY05 } \end{aligned}$ | $\begin{aligned} & \text { Q4 } \\ & \text { FY05 } \end{aligned}$ | YOY \% Growth |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| GEOGRAPHIC REVENUE MIX |  |  |  |  |  |  |
| North America Revenue | 299 | 211 | 473 | 692 | 288 | (4\%) |
| International Revenue | 299 | 221 | 243 | 736 | 265 | (11\%) |
| Europe Revenue | 249 | 190 | 210 | 666 | 218 | (12\%) |
| Asia Pacific Revenue | 50 | 31 | 33 | 70 | 47 | (7\%) |
| Net Revenue | 598 | 432 | 716 | 1,428 | 553 | (8\%) |
| GEOGRAPHIC REVENUE MIX - as a \% of Net Revenue |  |  |  |  |  |  |
| North America Revenue | 50\% | 49\% | 66\% | 48\% | 52\% |  |
| International Revenue | 50\% | 51\% | 34\% | 52\% | 48\% |  |
| Europe Revenue | 41\% | 44\% | 29\% | 47\% | 40\% |  |
| Asia Pacific Revenue | 9\% | 7\% | 5\% | 5\% | 8\% |  |
| Net Revenue | 100\% | 100\% | 100\% | 100\% | 100\% |  |
| PLATFORM REVENUE MIX |  |  |  |  |  |  |
| Sony PlayStation 2 | 244 | 162 | 312 | 661 | 196 | (20\%) |
| Xbox | 80 | 57 | 142 | 233 | 83 | 5\% |
| Nintendo GameCube | 50 | 26 | 38 | 109 | 37 | (25\%) |
| Other consoles | 3 | 2 | 1 | 6 | 1 | (80\%) |
| Total Consoles | 377 | 247 | 493 | 1,009 | 317 | (16\%) |
| PC | 76 | 67 | 141 | 239 | 85 | 12\% |
| PSP | - | - | - | - | 18 | N/A |
| Game Boy Advance | 14 | 18 | 10 | 39 | 9 | (32\%) |
| Nintendo DS | - | - | - | 16 | 7 | N/A |
| Game Boy Color | - | - | - | - | - | (100\%) |
| Total Mobility | 14 | 18 | 10 | 55 | 34 | 140\% |
| Co-publishing and Distribution | 112 | 67 | 49 | 79 | 89 | (21\%) |
| Subscription Services | 13 | 13 | 13 | 14 | 16 | 27\% |
| Licensing, Advertising \& Other | 6 | 20 | 10 | 32 | 12 | 85\% |
| Total Internet Services, Licensing \& Other | 19 | 33 | 23 | 46 | 28 | 46\% |
| Net Revenue | 598 | 432 | 716 | 1,428 | 553 | (8\%) |
| PLATFORM REVENUE MIX - as a \% of Net Revenue |  |  |  |  |  |  |
| Sony PlayStation 2 | 41\% | 38\% | 43\% | 46\% | 35\% |  |
| Xbox | 13\% | 13\% | 20\% | 16\% | 15\% |  |
| Nintendo GameCube | 9\% | 6\% | 5\% | 8\% | 7\% |  |
| Other consoles | 0\% | 0\% | 0\% | 1\% | 0\% |  |
| Total Consoles | 63\% | 57\% | 68\% | 71\% | 57\% |  |
| PC | 13\% | 15\% | 20\% | 17\% | 16\% |  |
| PSP | 0\% | 0\% | 0\% | 0\% | 3\% |  |
| Game Boy Advance | 2\% | 4\% | 1\% | 3\% | 2\% |  |
| Nintendo DS | 0\% | 0\% | 0\% | 1\% | 1\% |  |
| Game Boy Color | 0\% | 0\% | 0\% | 0\% | 0\% |  |
| Total Mobility | 2\% | 4\% | 1\% | 4\% | 6\% |  |
| Co-publishing and Distribution | 19\% | 16\% | 7\% | 5\% | 16\% |  |
| Subscription Services | 2\% | 3\% | 2\% | 1\% | 3\% |  |
| Licensing, Advertising \& Other | 1\% | 5\% | 2\% | 2\% | 2\% |  |
| Total Internet Services, Licensing \& Other | 3\% | 8\% | 4\% | 3\% | 5\% |  |
| Net Revenue | 100\% | 100\% | 100\% | 100\% | 100\% |  |

## ELECTRONIC ARTS INC. AND SUBSIDIARIES

Unaudited Supplemental Financial Information and Business Metrics (in millions, except per share data, SKU count and Headcount)

|  | $\begin{aligned} & \text { Q4 } \\ & \text { FY04 } \end{aligned}$ | $\begin{aligned} & \text { Q1 } \\ & \text { FY05 } \end{aligned}$ | $\begin{gathered} \text { Q2 } \\ \text { FY05 } \end{gathered}$ | $\begin{aligned} & \text { Q3 } \\ & \text { FY05 } \end{aligned}$ | $\begin{gathered} \text { Q4 } \\ \text { FY05 } \end{gathered}$ | YOY \% Growth |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Platform SKU Release Mix |  |  |  |  |  |  |
| Sony PlayStation 2 | 4 | 3 | 9 | 9 | 6 | 50\% |
| Xbox | 3 | 3 | 8 | 9 | 6 | 100\% |
| Nintendo GameCube | 3 | 1 | 7 | 7 | 5 | 67\% |
| Other consoles | - | - | 1 | 1 | - | N/A |
| Total Consoles | 10 | 7 | 25 | 26 | 17 | 70\% |
| PC | 1 | 3 | 6 | 7 | 5 | 400\% |
| PSP | - | - | - | - | 3 | N/A |
| Game Boy Advance | - | 1 | 2 | 4 | - | N/A |
| Nintendo DS | - | - | - | 3 | - | N/A |
| Total Mobility | - | 1 | 2 | 7 | 3 | N/A |
| Total SKUs | 11 | 11 | 33 | 40 | 25 | 127\% |

## Q4 Product Releases

- MVP Baseball ${ }^{\text {TM }} 2005$
- UEFA Champions League 2004/2005
- FIFA Street
- EA SPORTS ${ }^{\text {™ }}$ Fight Night Round 2
- NBA STREET V3
- EA SPORTS ${ }^{\text {™ }}$ Rugby 2005
- MVP Baseball 2005
- UEFA Champions League 2004/2005
- FIFA Street
- EA SPORTS Fight Night Round 2
- NBA STREET V3
- EA SPORTS Rugby 2005
- MVP Baseball 2005
- UEFA Champions League 2004/2005
- FIFA Street
- EA SPORTS Fight Night Round 2
- NBA STREET V3
- MVP Baseball 2005
- UEFA Champions League 2004/2005
- NASCAR® SimRacing ${ }^{\text {TM }}$
- EA SPORTS Rugby 2005
- The Sims ${ }^{\text {TM }} 2$ University
- Need for Speed ${ }^{\text {TM }}$ Underground Rivals
- NFL STREET 2: Unleashed
- Tiger Woods PGA TOUR® 2005


## Platform

PlayStation®2
PlayStation 2
PlayStation 2
PlayStation 2
PlayStation 2
PlayStation 2
Xbox®
Xbox
Xbox
Xbox
Xbox
Xbox
Nintendo GameCube ${ }^{\text {TM }}$
Nintendo GameCube
Nintendo GameCube
Nintendo GameCube
Nintendo GameCube
PC
PC
PC
PC
PC
PSP ${ }^{\text {тм }}$
PSP
PSP

## Co-pub, International only and Others (not in SKU count)

- TimeSplitters Future Perfect™
- TimeSplitters Future Perfect
- TimeSplitters Future Perfect
- Oddworld Stranger's Wrath ${ }^{\text {TM }}$

PlayStation 2
Nintendo GameCube
Xbox
Xbox

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## ELECTRONIC ARTS INC. AND SUBSIDIARIES

## Unaudited Supplemental Schedule of Earnings Adjusted for Stock-Based Compensation (in millions, except per share data)

Had the Company's stock-based compensation plans been measured on the estimated fair value at the grant dates in accordance with the provisions of Statement of Financial Accounting Standards No. 123, "Accounting for Stock-Based Compensation", we estimate that our reported net income (loss) and net earnings (loss) per share would have been the pro forma amounts indicated below:

|  | Three Months Ended March 31, |  |  |  | Year Ended March 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2005 |  | 2004 |  | 2005 |  | 2004 |  |
| Net income - as reported | \$ | 8 | \$ | 90 | \$ | 504 | \$ | 577 |
| Stock-based compensation |  | (19) |  | (28) |  | (79) |  | (97) |
| Net income (loss) - pro forma | \$ | (11) | \$ | 62 | \$ | 425 | \$ | 480 |
| Net earnings (loss) per share: |  |  |  |  |  |  |  |  |
| Pro forma - basic | \$ | (0.04) | \$ | 0.21 | \$ | 1.39 | \$ | 1.63 |
| As reported - diluted | \$ | 0.02 | \$ | 0.29 | \$ | 1.59 | \$ | 1.87 |
| Pro forma - diluted | \$ | (0.04) | \$ | 0.20 | \$ | 1.35 | \$ | 1.58 |


[^0]:    ${ }^{(a)}$ Derived from audited financial statements.

[^1]:    ${ }^{\text {a) }}$ Please see attached Unaudited Reconciliation of GAAP to Non-GAAP Condensed Consolidated Statements of Operations.

