

# **Supplemental Data First Quarter Ended June 30, 2005**

# Fiscal First Quarter 2006 Supplemental Data

## **Cautionary / Safe Harbor Statement**

Readers are cautioned that the estimates and projections contained in this presentation relate to hardware and software sales for the interactive entertainment industry in general, and are not meant to be indicative of Electronic Arts' ("EA") future performance. Such estimates and projections were prepared by EA and may not reflect the views of the hardware manufacturers identified herein. The hardware manufacturers have not reviewed or approved these estimates or projections.

The estimates and projections contained in this presentation, and the factors influencing them, will likely change. EA will not necessarily update the information contained in this presentation, which speaks only as of July 26, 2005.

These estimates and projections are based solely on limited information currently available to EA and are subject to many risks and uncertainties, any of which could cause actual results to be materially different than anticipated. Some of these risks and uncertainties include: delays in hardware manufacturing and shipments; timing of introduction of next generation platforms; timing and amount of price reductions for current generation consoles; market acceptance of new platforms, including handhelds; timing of consumer transition to next generation consoles; declines in average software prices; popular appeal and quality of current and new titles; consolidation in the interactive entertainment industry; impact of online gameplay and distribution; and general economic trends.

The estimates and projections contained in this presentation are not meant to be indicative of EA's future performance. Some of the factors which could cause EA's future performance to differ materially from the estimates and projections for the interactive entertainment industry as a whole include the following: competition in the interactive entertainment industry; the availability of an adequate supply of hardware units; EA'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 EA's products; EA's ability to manage expenses during fiscal year 2006; EA's ability to secure licenses to valuable entertainment properties on favorable terms; EA's ability to attract and retain key personnel; changes in EA's effective tax rates; adoption of new accounting regulations and standards; potential regulation of EA's products in key territories; developments in the law regarding protection of EA's products; fluctuations in foreign exchange rates; and other factors described in EA's annual report on Form 10-K for the year ended March 31, 2005.

## **Current Generation Hardware / PC**

#### **Estimated EA TTM\* Platform Share**

		Fiscal 20	Fiscal Year 2006		
	Q1	Q2	Q3	Q4	Q1
North America <sup>(1)</sup> PlayStation®2 Xbox® Nintendo GameCube™ PC	32%	32%	28%	26%	25%
	24	25	23	23	22
	17	18	18	18	18
	22	23	22	22	22
Europe <sup>(2)</sup> PlayStation®2 Xbox® Nintendo GameCube™ PC	29%	29%	25%	24%	23%
	24	24	25	25	23
	21	21	22	21	22
	25	27	28	27	26

<sup>\*</sup> Trailing Twelve Months

<sup>(1)</sup> North America platform share information is based on NPD TRSTS data.

<sup>(2)</sup> Europe platform share information is based on EA estimates as no services comparable to NPD TRSTS exist in Europe.

## **Estimated Hardware Sell-Thru**

#### **Consoles**

Units (MM) by hardware manufacturer

#### Calendar Year

North America	2003 <sup>(1)</sup>	2004 <sup>(1)</sup>	Revised Estimate 2005E (2)	Prior Estimate 2005E (2)
	0.4	4.0		5.5
Sony (3)	6.4	4.6	5.5 - 6.5	5.5 - 6.5
Microsoft	3.2	4.1	3.2 - 4.0	3.7 - 4.5
Nintendo (4)	3.3	2.3	1.2 - 1.5	0.8 - 1.0
Total	12.9	11.0	10.0 - 12.0	10.0 12.0
Europe				
Sony (3)	7.0	6.9	6.5 - 7.5	6.5 - 7.5
Microsoft	1.7	1.9	1.3 - 2.0	2.0 - 2.7
Nintendo (4)	1.2	1.1	0.3 - 0.5	0.5 - 0.8
Total	9.9	9.9	8.0 - 10.0	9.0 11.0
NA + EU				
Sony (3)	13.4	11.5	12.0 - 14.0	12.0 - 14.0
Microsoft	4.9	6.0	4.5 - 6.0	5.7 - 7.2
Nintendo (4)	4.5	3.4	1.5 - 2.0	1.3 - 1.8
Total	22.8	20.9	18.0 - 22.0	19.0 23.0

<sup>(1)</sup> North America hardware units for CY03 and CY04 are based on NPD TRSTS data; Europe hardware units for CY03 and CY04 are based on EA estimates as no services comparable to NPD TRSTS exist in Europe.

<sup>(2)</sup> EA Estimates. Readers are cautioned that the estimates and projections contained in this presentation relate to hardware sales for the interactive entertainment industry in general, and are not meant to be indicative of EA's future performance. Such estimates and projections were prepared by EA and may not reflect the views of the hardware manufacturers identified herein. The hardware manufacturers have not reviewed or approved these estimates or projections. These estimates and projections are based solely on limited information currently available to EA and are subject to many risks and uncertainties, any of which could cause actual results to be materially different than anticipated. See Cautionary / Safe Harbor Statement on page 1.

<sup>(3)</sup> Sony hardware sell-thru excludes PlayStation One units.

<sup>(4)</sup> Nintendo hardware sell-thru excludes Nintendo 64 units.

## **Estimated Hardware Sell-Thru**

#### Handhelds<sup>(1)</sup>

**North America** 

**PSPTM** 

Total

Nintendo DS™

Europe

Units (MM) by platform

th America	<b>2003</b> <sup>(2)</sup>	2004 <sup>(2)</sup>	Revised 2		timate E <sup>(3)</sup>			timate E <sup>(3)</sup>
Game Boy® Advance	8.1	7.6	4.5	_	5.0	3.5	-	4.2
Nintendo DS™	-	1.2	2.0	-	2.5	3.8	-	4.3
PSP™	-	-	4.5	-	5.5	4.3	-	5.0
Total	8.1	8.8	11.0	-	13.0	11.6	-	13.5
оре								
Game Boy® Advance	3.7	3.2	1.8	-	2.2	1.8	-	2.2

Calendar Year

NA + EU		
Game Boy® Advance	11.7	10.8
Nintendo DS™	-	1.2
PSP™		
Total	11.7	12.0

3.7

 2.0	-	3.0	2.0	-	3.0
6.0	-	8.0	6.0	-	8.0
6.3	-	7.2	5.3	-	6.5
4.2	-	5.3	6.0	-	7.1
 6.5	-	8.5	6.3	-	8.0
17.0	-	21.0	17.6	-	21.6

2.8

3.2

<sup>(1)</sup> Handheld hardware sell-thru excludes Nintendo Game Boy® Color units.

North America hardware units for CY03 and CY04 are based on NPD TRSTS; Europe hardware units for CY03 and CY04 are based on EA estimates as no services comparable to NPD TRSTS exist in Europe.

EA Estimates. Readers are cautioned that the estimates and projections contained in this presentation relate to hardware sales for the interactive entertainment industry in general, and are not meant to be indicative of EA's future performance. Such estimates and projections were prepared by EA and may not reflect the views of the hardware manufacturers identified herein. The hardware manufacturers have not reviewed or approved these estimates or projections. These estimates and projections are based solely on limited information currently available to EA and are subject to many risks and uncertainties, any of which could cause actual results to be materially different than anticipated. See Cautionary / Safe Harbor Statement on page 1.

## **Estimated Software Growth Summary**

### Consoles, Handhelds, PC

Year-over-year percentage growth by platform

		Calendar \	<b>′</b> ear					
			Revised Estimate		Prior Estimate			
	2003 <sup>(1)</sup>	2004 <sup>(1)</sup>	2	2005I	E <sup>(2)</sup>		2005	E <sup>(2)</sup>
North America								
Consoles	16 %	11 %	-10 %	to	-6 %	-10 %	to	-6 %
Handhelds	24	18	65	to	80	70	to	85
PC	<u>-14</u>	<u>-12</u>	<u>-15</u>	<u>to</u>	<u>-10</u>	<u>-15</u>	to	-10
Total	8 %	4 %	0 %	to	5 %	0 %	to	5 %
Europe								
Consoles	19 %	20 %	-10 %	to	-6 %	-10 %	to	-6 %
Handhelds	47	18	70	to	85	65	to	80
PC	<u>5</u>	9	<u>-10</u>	<u>to</u>	<u>-5</u>	-10	to	-5
Total	15 %	9 <b>2</b> %	-5 %	to	<u>-5</u> <b>0</b> %	<u>-10</u> -5 %	to	<u>-5</u> 0 %
NA + EU								
Consoles	17 %	15 %	-10 %	to	-6 %	-10 %	to	-6 %
Handhelds	31	18	65	to	80	70	to	85
PC	<u>-5</u>	<u>-1</u>	<u>-12</u>	<u>to</u>	<u>-7</u>	-12	to	<u>-7</u>
Total	11 %	3 %	0 %	to	5 %	0 %	to	5 %

<sup>(1)</sup> North America growth rates for CY03 and CY04 are based on NPD TRSTS; Europe growth rates for CY03 and CY04 are based on EA estimates as no services comparable to NPD TRSTS exist in Europe.

<sup>(2)</sup> EA Estimates. Readers are cautioned that the estimates and projections contained in this presentation relate to software sales for the interactive entertainment industry in general, and are not meant to be indicative of EA's future performance. Such estimates and projections were prepared by EA and may not reflect the views of the hardware manufacturers identified herein. The hardware manufacturers have not reviewed or approved these estimates or projections. These estimates and projections are based solely on limited information currently available to EA and are subject to many risks and uncertainties, any of which could cause actual results to be materially different than anticipated. See Cautionary / Safe Harbor Statement on page 1.

## **Estimated Software Growth**

#### **Consoles**

Year-over-year percentage growth by hardware manufacturer

Cal	len	dar	Year
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		Gaichaai	. ca:					
			Revise	d Es	timate	Prio	r Es	timate
	<b>2003</b> <sup>(1)</sup>	<b>2004</b> <sup>(1)</sup>	20	005E	<u>(2)</u>		2005	E <sup>(2)</sup>
North America								
Sony <sup>(3)</sup>	8 %	0 %	-14 %	to	-11 %	-14 %	to	-11 %
Microsoft	30	48	-7	to	-3	-5	to	2
Nintendo (4)	<u>35</u>	<u>4</u>	<u>-3</u>	<u>to</u>	<u>0</u>	<u>-3</u> -10 %	to	0
Total	<del>16</del> %	11 %	-10 %	to	-6 %	-10 %	to	<u>0</u> -6 %
Europe								
Sony <sup>(3)</sup>	12 %	22 %	-9 %	to	-5 %	-10 %	to	-7 %
Microsoft	58	35	1	to	6	9	to	18
Nintendo (4)	<u>27</u>	<u>-8</u>	<u>-37</u>	<u>to</u>	<u>-30</u>	-40	to	-37
Total	<del>19</del> %	<u>-8</u> <b>20</b> %	-10 %	to	-6 %	<u>-40</u> -10 %	to	<u>-37</u> -6 %
NA + EU								
Sony <sup>(3)</sup>	10 %	10 %	-11 %	to	-8 %	-12 %	to	-9 %
Microsoft	38	44	-5	to	0	-1	to	7
Nintendo <sup>(4)</sup>	<u>32</u>	<u>0</u>	-13	<u>to</u>	-9	<u>-14</u>	to	<u>-11</u>
Total	<del>17</del> %	1 <del>5</del> %	-10 %	to	<u>-9</u> -6 %	-10 %	to	-6 %

<sup>(1)</sup> North America growth rates for CY03 and CY04 are based on NPD TRSTS; Europe growth rates for CY03 and CY04 are based on EA estimates as no services comparable to NPD TRSTS exist in Europe.

<sup>(2)</sup> EA Estimates. Readers are cautioned that the estimates and projections contained in this presentation relate to software sales for the interactive entertainment industry in general, and are not meant to be indicative of EA's future performance. Such estimates and projections were prepared by EA and may not reflect the views of the hardware manufacturers identified herein. The hardware manufacturers have not reviewed or approved these estimates or projections. These estimates and projections are based solely on limited information currently available to EA and are subject to many risks and uncertainties, any of which could cause actual results to be materially different than anticipated. See Cautionary / Safe Harbor Statement on page 1.

<sup>(3)</sup> Sony growth rates exclude PlayStation One software sales.

<sup>(4)</sup> Nintendo growth rates exclude Nintendo 64 software sales.

## **Estimated Software Growth**

#### Handhelds<sup>(1)</sup> & PC

Year-over-year percentage growth by platform

#### Calendar Year

	2003 <sup>(2)</sup>	2004 <sup>(2)</sup>	Revised Estimate 2005E (3)	Prior Estimate 2005E (3)
North America				
Game Boy® Advance	24 %	12 %	-12 % to -8 %	-12 % to -8 %
Nintendo DS™ (4)	-	NA	NA	NA
PSР <sup>тм (5)</sup>	-	-	NA	NA
Total	24 %	18 %	65 % to 80 %	70 % to 85 %
Europe				
Game Boy® Advance	47 %	18 %	-14 % to -8 <b>%</b>	-20 % to -15 %
Nintendo DS™ (4)	-	-	NA	NA
PSP <sup>TM (5)</sup>	<u>-</u>	<u>-</u>	<u>NA</u>	NA
Total	47 %	18 %	70 % to 85 %	65 % to 80 %
NA + EU				
Game Boy® Advance	31 %	14 %	-13 % to -8 <b>%</b>	-15 % to -11 %
Nintendo DS™ (4)	-	NA	NA	NA
PSР <sup>тм (5)</sup>	<u>-</u>	<u>-</u>	<u>NA</u>	NA
Total	31 %	18 %	65 % to 80 %	70 % to 85 %
PC				
North America	-14 %	-12 %	-15 to -10 %	-15 % to -10 %
Europe	<u>5</u>	<u>9</u>	<u>-10</u> <u>to</u> <u>-5</u>	<u>-10</u> <u>to</u> <u>-5</u>
NA + EU	<b>-5</b> %	-1 %	-12 to -7 %	-12 % to -7 %

<sup>(1)</sup> Handheld growth rates exclude Nintendo Game Boy® Color software sales.

<sup>(2)</sup> North America growth rates for CY03 and CY04 are based on NPD TRSTS; Europe growth rates for CY03 and CY04 are based on EA estimates as no services comparable to NPD TRSTS exist in Europe.

<sup>(3)</sup> EA Estimates. Readers are cautioned that the estimates and projections contained in this presentation relate to software sales for the interactive entertainment industry in general, and are not meant to be indicative of EA's future performance. Such estimates and projections were prepared by EA and may not reflect the views of the hardware manufacturers identified herein. The hardware manufacturers have not reviewed or approved these estimates or projections. These estimates and projections are based solely on limited information currently available to EA and are subject to many risks and uncertainties, any of which could cause actual results to be materially different than anticipated. See Cautionary / Safe Harbor Statement on page 1.

<sup>(4)</sup> Calendar year 2005 will be the first full year of software sales for the Nintendo DS; year-over-year growth rates are not meaningful.

<sup>(5)</sup> The PSP was released in N. America in March 2005, and is expected to be released in Europe in September 2005; year-over-year growth rates are not meaningful.