



# **Electronic Arts Inc. Q4 FY 2019 Results**

May 7, 2019

# Safe Harbor Statement



Please review our risk factors on Form 10-Q filed with the SEC.

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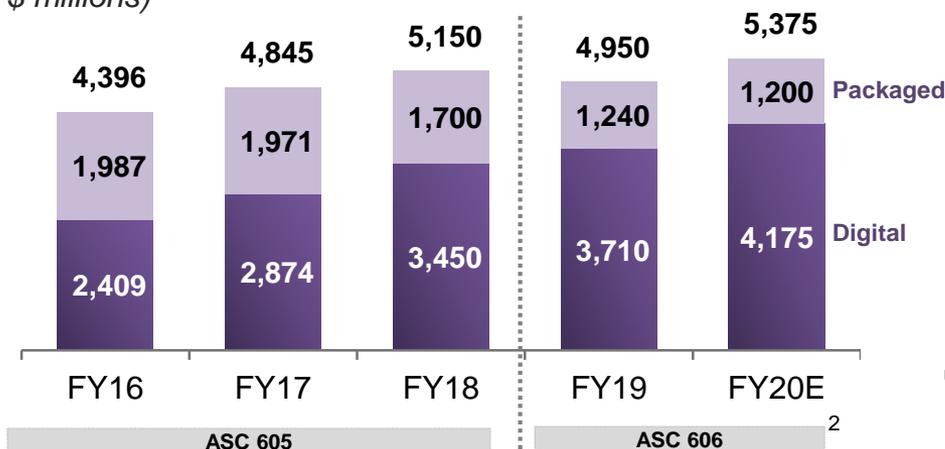
- Some statements set forth in this document, including the information relating to EA's fiscal year 2020 guidance and title slate, contain forward-looking statements that are subject to change. Statements including words such as "anticipate," "believe," "expect," "intend," "estimate," "plan", "predict", "seek", "goal", "will", "may", "likely", "should", "could" (and the negative of any of these terms), "future" and similar expressions also identify forward-looking statements. These forward-looking statements are not guarantees of future performance and reflect management's current expectations. Our actual results could differ materially from those discussed in the forward-looking statements. Some of the factors which could cause the Company's results to differ materially from its expectations include the following: sales of the Company's products and services; the Company's ability to develop and support digital products and services, including managing online security and privacy; outages of our products, services, or technological infrastructure; the Company's ability to manage expenses; the competition in the interactive entertainment industry; governmental regulations; the effectiveness of the Company's sales and marketing programs; timely development and release of the Company's products and services; the Company's ability to realize the anticipated benefits of acquisitions; the consumer demand for, and the availability of an adequate supply of console hardware units; the Company's ability to predict consumer preferences among competing platforms; the Company's ability to develop; implement new technology; foreign currency exchange rate fluctuations; general economic conditions; changes to our tax rates or tax laws and other factors described in Part II, Item 1A of Electronic Arts' latest Quarterly Report on Form 10-Q under the heading "Risk Factors", as well as in other documents we have filed with the Securities and Exchange Commission, including our Annual Report on Form 10-K for the fiscal year ended March 31, 2018.
- These forward-looking statements are valid as of May 7, 2019 only. We assume no obligation to revise or update any forward-looking statement for any reason, except as required by law.
- The preliminary financial results set forth in this document are estimates based on information currently available to Electronic Arts. While Electronic Arts believes these estimates are meaningful, they could differ from the actual amounts that Electronic Arts ultimately reports in its Annual Report on Form 10-K for the fiscal year ended March 31, 2019. Electronic Arts assumes no obligation and does not intend to update these estimates prior to such filing.

# EA Growth Trends

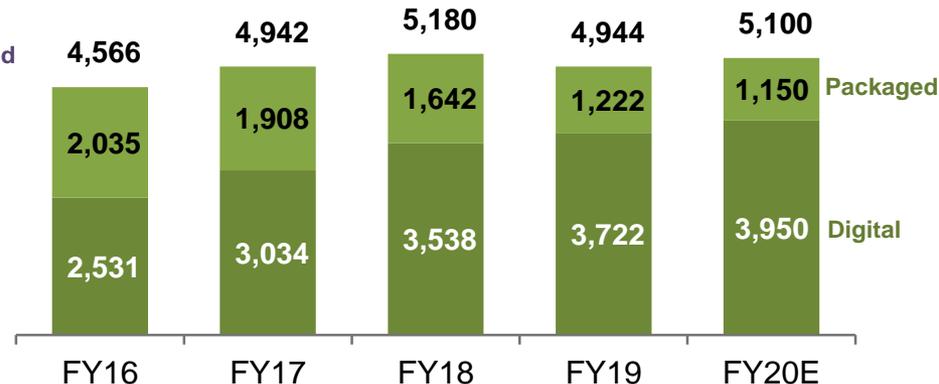


(in \$ millions)

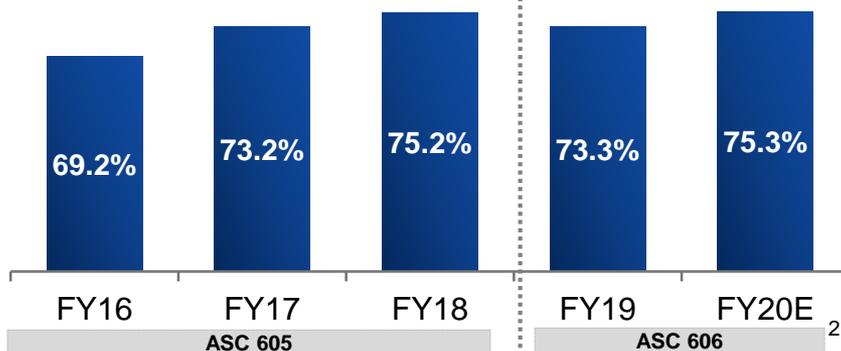
## Net Revenue<sup>1</sup>



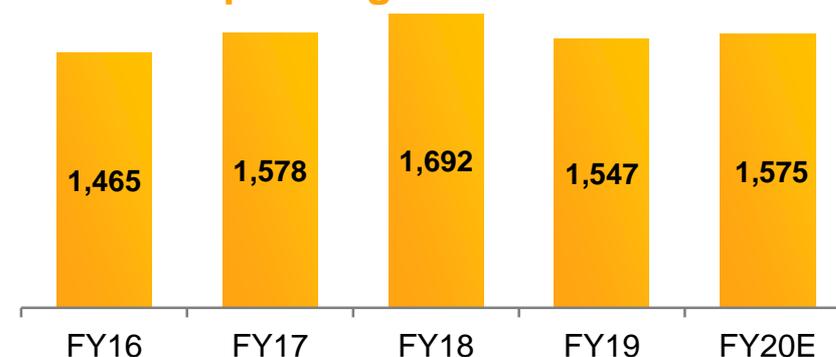
## Net Bookings<sup>3</sup>



## Gross Profit<sup>1</sup>



## Operating Cash Flow<sup>1</sup>



1. Net revenue, gross profit and operating cash flow are presented on a GAAP basis.

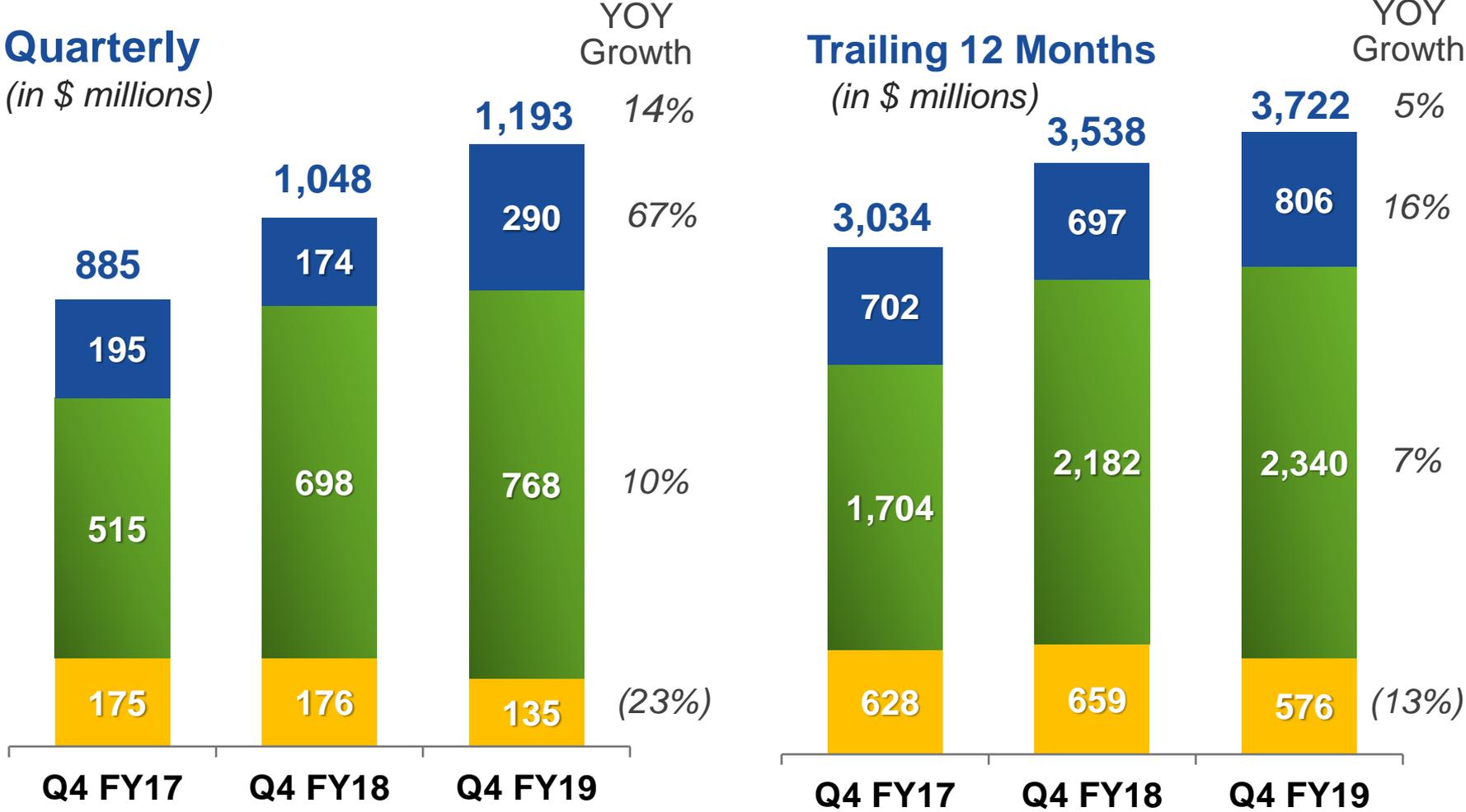
2. At the beginning of fiscal year 2019, April 1, 2018, EA adopted FASB ASU 2014-09 (Topic 606), Revenue from Contracts with Customers. Topic 606 significantly changes how EA recognizes and reports revenue and earnings per share. For more information about the adoption of Topic 606, please refer to the Investor Accounting FAQ on our IR website. Financial data for periods prior to April 1, 2018 has not been restated.

3. Net bookings is an operating metric that EA defines as the net amount of products and services sold digitally or sold-in physically in the period. Net bookings is calculated by adding total net revenue to the change in deferred net revenue for online-enabled games and, for periods after Q4:FY18, mobile platform fees. A calculation of net bookings can be found in the "Net Bookings" tab of the Financial Model provided on our IR website.

# EA Digital Net Bookings by Platform



■ PC & Other    
 ■ Console    
 ■ Mobile



# EA Digital Net Bookings by Composition



■ Full Game Downloads
 ■ Live Services
 ■ Mobile

## Quarterly

(in \$ millions)

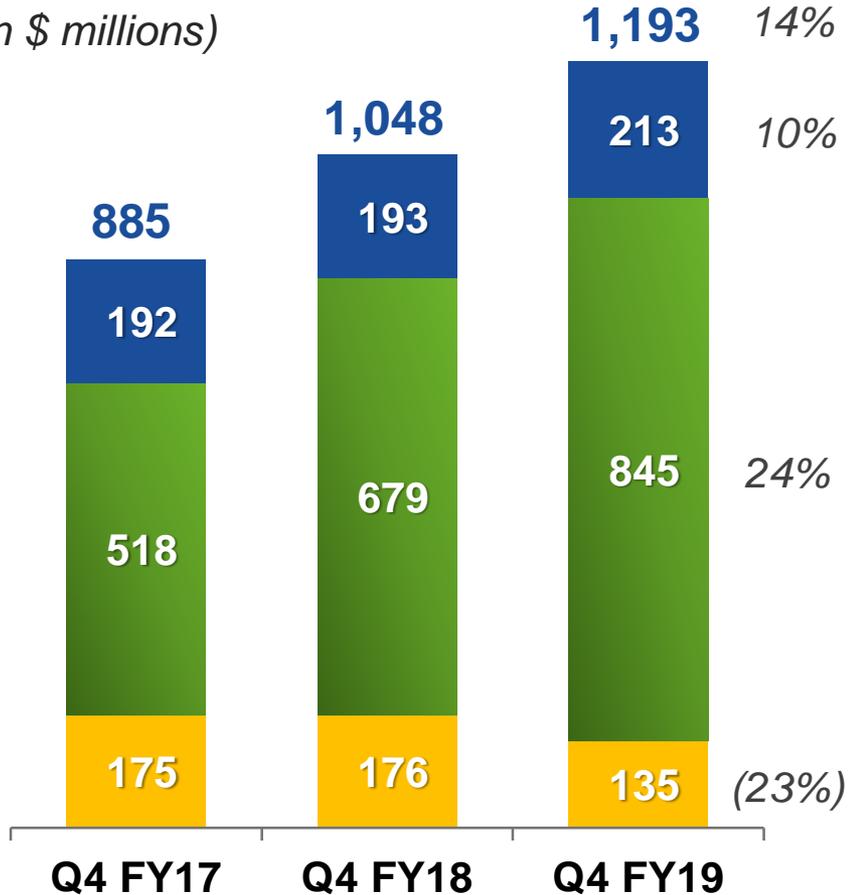
YOY Growth

14%

10%

24%

(23%)



## Trailing 12 Months

(in \$ millions)

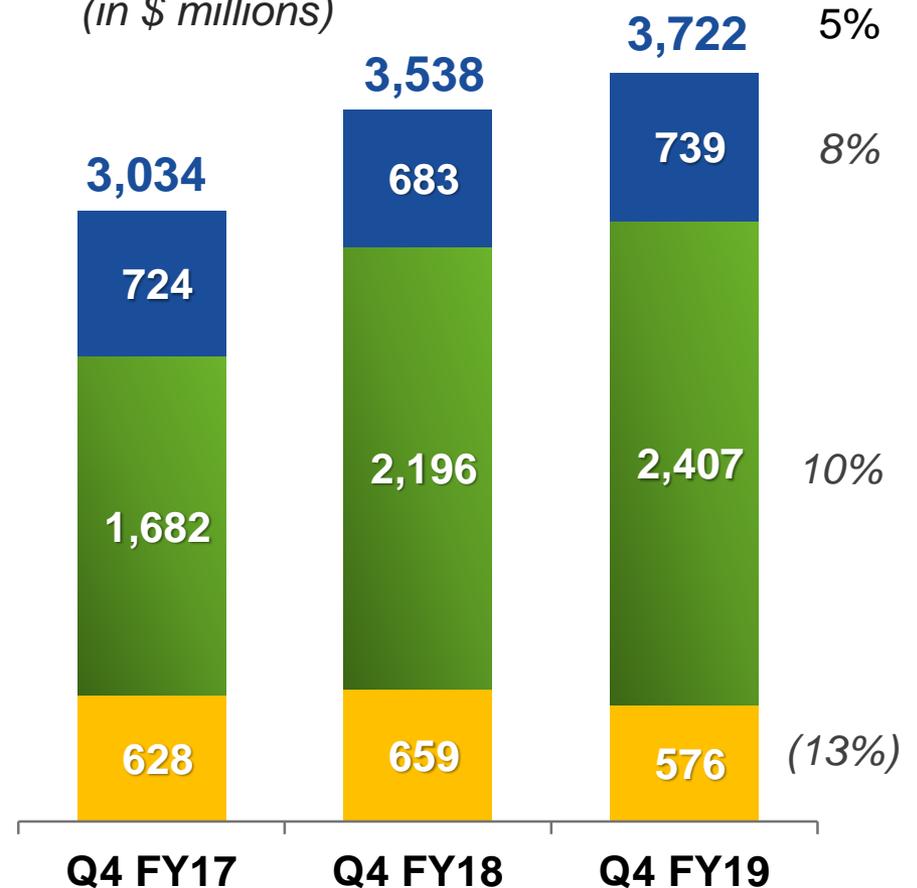
YOY Growth

5%

8%

10%

(13%)



# FY20 Announced Console/PC Titles



| Launch | Title                        | Platform(s) |    |
|--------|------------------------------|-------------|----|
| Q1     |                              |             |    |
| Q2     | FIFA 20                      | Console     | PC |
|        | Madden NFL 20                | Console     | PC |
|        | NBA Live 20                  | Console     |    |
|        | NHL 20                       | Console     |    |
|        | Sea of Solitude              | Console     | PC |
| Q3     | Need for Speed               | Console     | PC |
|        | Plants vs. Zombies           | Console     | PC |
|        | Star Wars Jedi: Fallen Order | Console     | PC |
| Q4     |                              |             |    |

Note: Represents publicly announced titles only. Titles above are shown in alphabetical order. All launch dates are subject to change.

# Select Live Services and Mobile



## Console/PC

## Mobile

Active Q4 FY19



# FY20 Guidance



The following table provides guidance for EA's FY20 financial performance. These preliminary estimates and expectations are based on current information as of May 7, 2019 and are subject to business and economic risks and uncertainties that could cause actual events or actual future results to differ materially from expectations set forth herein. In addition, while EA no longer provides expectations on non-GAAP financial performance measures, the following outlook for GAAP-based financial data and a long-term tax rate of 18% are used internally by EA to adjust our GAAP expectations to assess EA's operating results and plan for future periods.

For more information about the nature of the GAAP-based financial data, please refer to EA's Form 10-Q for the fiscal quarter ended December 31, 2018. For more information about mobile platform fees, please refer to the Investor Accounting FAQ on our IR website.

|  | <b>Twelve Months Ending March 31, 2020</b> |   |                             |                      |                     |
|--|--|---|-----------------------------|----------------------|---------------------|
|  | <b>GAAP-Based Financial Data</b>           |   |                             |                      |                     |
|  |  | <b>Change in<br/>deferred net<br/>revenue</b> |                             |                      |                     |
|  | <b>GAAP</b>                                | <b>Acquisition-<br/>related</b>               | <b>(online-<br/>enabled</b> | <b>Mobile</b>        | <b>Stock-based</b>  |
|  | <b>Guidance</b>                            | <b>expenses</b>                               | <b>games)</b>               | <b>platform fees</b> | <b>compensation</b> |
| <i>(in \$ millions)</i>                  |  |   |                             |                      |                     |
| Digital net revenue                      | 4,175                                      | -   | (75)                        | (150)                | -                   |
| Packaged goods & other net revenue       | 1,200                                      | -   | (50)                        | -                    | -                   |
| <b>Total net revenue</b>                 | <b>5,375</b>                               | <b>-</b>                                      | <b>(125)</b>                | <b>(150)</b>         | <b>-</b>            |
| Cost of revenue                          | 1,327                                      | (12)  | -                           | (150)                | (2)                 |
| Operating expense                        | 2,746                                      | (23)  | -                           | -                    | (353)               |
| Income before provision for income taxes | 1,361                                      | 35  | (125)                       | -                    | 355                 |
| Net income                               | 2,595                                      |   |                             |                      |                     |
| Number of shares used in computation:    |  |   |                             |                      |                     |
| Diluted shares                           | 303  |   |                             |                      |                     |

# Q1 FY20 Guidance



The following table provides guidance for EA's Q1 FY20 financial performance. These preliminary estimates and expectations are based on current information as of May 7, 2019 and are subject to business and economic risks and uncertainties that could cause actual events or actual future results to differ materially from expectations set forth herein. In addition, while EA no longer provides expectations on non-GAAP financial performance measures, the following outlook for GAAP-based financial data and a long-term tax rate of 18% are used internally by EA to adjust our GAAP expectations to assess EA's operating results and plan for future periods.

For more information about the nature of the GAAP-based financial data, please refer to EA's Form 10-Q for the fiscal quarter ended December 31, 2018. For more information about mobile platform fees, please refer to the Investor Accounting FAQ on our IR website.

|  | GAAP-Based Financial Data |                                     |   |                            |                             |
|--|---------------------------|-------------------------------------|---|----------------------------|-----------------------------|
|  | GAAP<br>Guidance          | Acquisition-<br>related<br>expenses | Change in<br>deferred net<br>revenue<br>(online-<br>enabled<br>games) | Mobile<br>platform<br>fees | Stock-based<br>compensation |
| <i>(in \$ millions)</i>                  |                           |                                     |   |                            |                             |
| Total net revenue                        | 1,130                     | -                                   | (405)   | (35)                       | -                           |
| Cost of revenue                          | 188                       | (2)                                 | -   | (35)                       | -                           |
| Operating expense                        | 650                       | (5)                                 | -   | -                          | (70)                        |
| Income before provision for income taxes | 310                       | 7                                   | (405)   | -                          | 70                          |
| Net income                               | 1,765                     |                                     |   |                            |                             |
| Number of shares used in computation:    |                           |                                     |   |                            |                             |
| Diluted shares*                          | 302                       |                                     |   |                            |                             |
| Basic shares*                            | 299                       |                                     |   |                            |                             |

\*The Company estimates a share count of 302 million for purposes of calculating first quarter fiscal year 2020 diluted earnings per share. Should the first quarter be a loss, the Company will use the basic share count of 299 million for purposes of calculating first quarter fiscal year 2020 earnings per share.

# Guidance – Phasing



## FY20 Quarterly Net Revenue and Net Bookings

|                                    | Q1E     | Q2E     | Q3E     | Q4E     | FY20E          |
|------------------------------------|---------|---------|---------|---------|----------------|
| GAAP Net Revenue %                 | 21%     | 24%     | 29%     | 26%     | <b>100%</b>    |
| GAAP Net Revenue \$M               | \$1,130 | \$1,315 | \$1,540 | \$1,390 | <b>\$5,375</b> |
| Change in deferred net revenue \$M | (\$405) | (\$50)  | \$460   | (\$130) | <b>(\$125)</b> |
| Mobile Platform fee \$M            | (\$35)  | (\$35)  | (\$40)  | (\$40)  | <b>(\$150)</b> |
| Net Bookings %                     | 14%     | 24%     | 38%     | 24%     | <b>100%</b>    |

# Currency Assumptions



- **Current FX assumptions<sup>1</sup>:**

|                    | USD/ | FY18<br>Q4A | FY19<br>Q4A | FY20 |
|--------------------|------|-------------|-------------|------|
| Net Bookings       | EUR  | 1.22        | 1.14        | 1.13 |
|                    | GBP  | 1.39        | 1.29        | 1.31 |
| Operating Expenses | CAD  | 1.26        | 1.34        | 1.32 |
|                    | SEK  | 8.10        | 9.15        | 9.32 |

- **Rule of thumb**

- If the U.S. dollar strengthens 10% against the Euro and British pound sterling:
  - With hedging, total net bookings decrease 2.1%
  - Total cost of revenue and operating expenses decrease 1.6%
- If the U.S. dollar strengthens 10% against the Canadian dollar and Swedish krona:
  - Total net bookings decrease 0.4%
  - With hedging, total cost of revenue and operating expenses decrease 0.7%

Note: Our financial guidance includes the forecasted impact of the FX cash flow hedging program.

<sup>1</sup> For FY18 Q4A and FY19 Q4A, FX rates are a simple average of EA's actual monthly P&L rates. For FY20, the same FX rates are used for all forecast periods.

These forward-looking statements are valid as of May 7, 2019 only. Electronic Arts assumes no obligation to update these forward-looking statements.



# Cash Flow Selected Data

| (in \$ millions)      |       | Actuals |         |             |             |
|-----------------------|-------|---------|---------|-------------|-------------|
|                       |       | Q4 2019 | Q4 2018 | Q4 TTM 2019 | Q4 TTM 2018 |
| <b>Cash Flow Data</b> |       |         |         |             |             |
| Investing Cash Flow   |       | 500     | 1,215   | 169         | 622         |
| Financing Cash Flow   |       | (282)   | (135)   | (1,253)     | (643)       |
| Operating Cash Flow   | A     | 599     | 615     | 1,547       | 1,692       |
| Capital Expenditures  | B     | 35      | 20      | 119         | 107         |
| Free Cash Flow        | A - B | 564     | 595     | 1,428       | 1,585       |