



Electronic Arts Inc. Q4 FY 2012 Results

May 7, 2012

Safe Harbor Statement

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



- Some statements set forth in this document, including the information relating to EA's fiscal year 2013 guidance and title slate 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 preliminary estimates and expectations based on current information and are subject to business and economic risks and uncertainties that could cause actual events or actual future results to differ materially from the expectations set forth 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 titles; the Company's ability to manage expenses; the competition in the interactive entertainment industry; the effectiveness of the Company's sales and marketing programs; timely development and release of Electronic Arts' products; the Company's ability to realize the anticipated benefits of acquisitions, including the PopCap acquisition; 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 service and support digital product offerings, including managing online security; general economic conditions; and other factors described in the Company's Quarterly Report on Form 10-Q for the fiscal quarter ended December 31, 2011.
- These forward-looking statements are valid as of May 7, 2012 only.
- Electronic Arts assumes no obligation and does not intend to update these forward-looking statements. In addition, 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, 2012. Electronic Arts assumes no obligation and does not intend to update these estimates prior to filing its Form 10-K for the fiscal year ended March 31, 2012.
- In addition, this presentation includes various third party estimates regarding the total available segment and other measures, which do not necessarily reflect the view of Electronic Arts. Further, Electronic Arts does not guarantee the accuracy or reliability of any such information or forecast.

EA Strategic Objective



MISSION:

Become the leading pure-play digital entertainment company

KEY THREE STRATEGIC PILLARS:

BRANDS:

Develop the strongest collection of brands in the industry

PLATFORM:

Create the infrastructure to take our brands digital and direct to consumer

TALENT:

Hire and retain talent that can lead on the quant side of digital and create great entertainment

The Journey So Far...

FY 2009 ➤ FY 2012



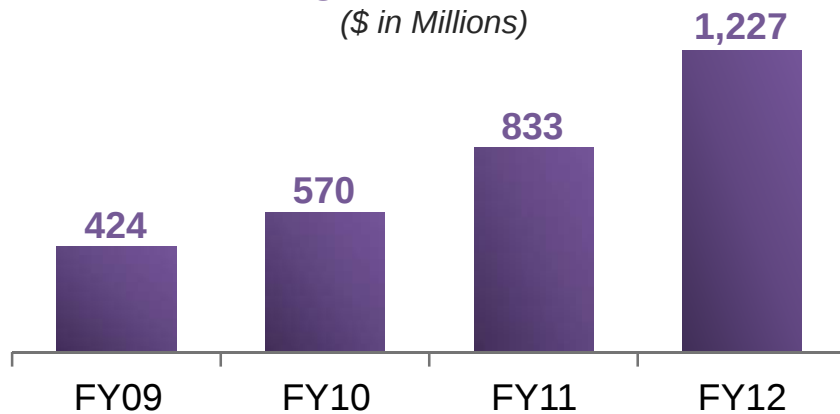
- 1 67 packaged good products ➤ 25 major branded online game services
- 2 Increased registered users from 27M ➤ 220M
- 3 Built \$1.2 billion digital business, establishing EA as one of the top 5 largest digital gaming companies
- 4 Developed and assembled the strongest brand portfolio in digital interactive entertainment
- 5 Built Origin to be the second largest PC-based game service in the industry, generating \$150 million in sales

On a non-GAAP basis.

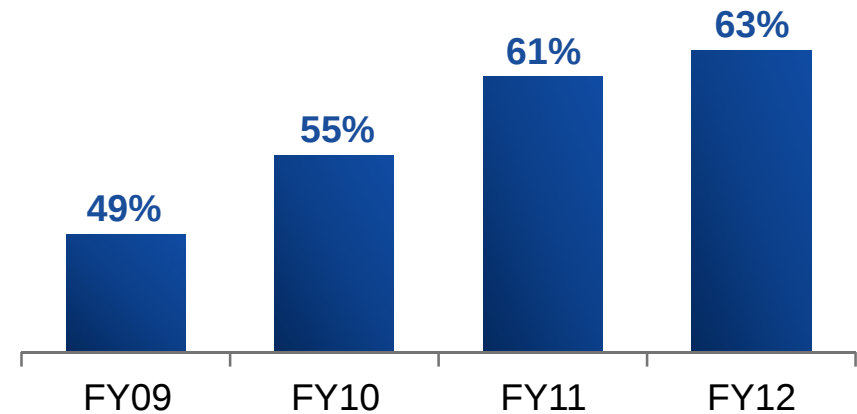
EA Growth Trends



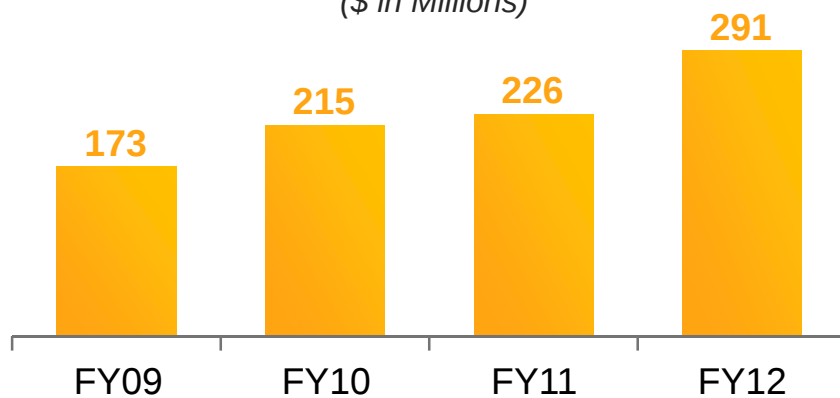
Digital Revenue
(\$ in Millions)



Gross Profit



Avg. Revenue / Brand¹
(\$ in Millions)



EPS



On a non-GAAP basis.

¹ Based on average revenue for EA's top ten brands in each year.



Q4 and FY12 Summary¹



Strong Year with More Than 20% Annual EPS Growth

EPS: In line with guidance², \$0.17 for the quarter, and \$0.85 for the year. Annual EPS improvement represents a more than 20% increase year-over-year.

Frontline: Successful launches of *Mass Effect 3*, *FIFA Street 4*, *SSX*, and *Kingdoms of Amalur: Reckoning*.

Catalog: Solid quarterly performance from *FIFA 12* and *Battlefield 3*, and renewed interest in *Mass Effect 2*.

Digital: For the quarter, increased ~60% year-over-year to \$425 million, and exceeded \$1.2 billion for the full fiscal year driven by the launch of *Star Wars: The Old Republic* and *Mass Effect 3*, and the continued momentum of *FIFA Ultimate Team* and *Battlefield 3* extra content.

Capital: Repurchased 27.7 million shares life-to-date for \$529 million as of March 31, 2012. Program completed in April.

¹ On a non-GAAP basis.

² As compared to our Feb. 1, 2012 guidance.

Q4 Financial Summary



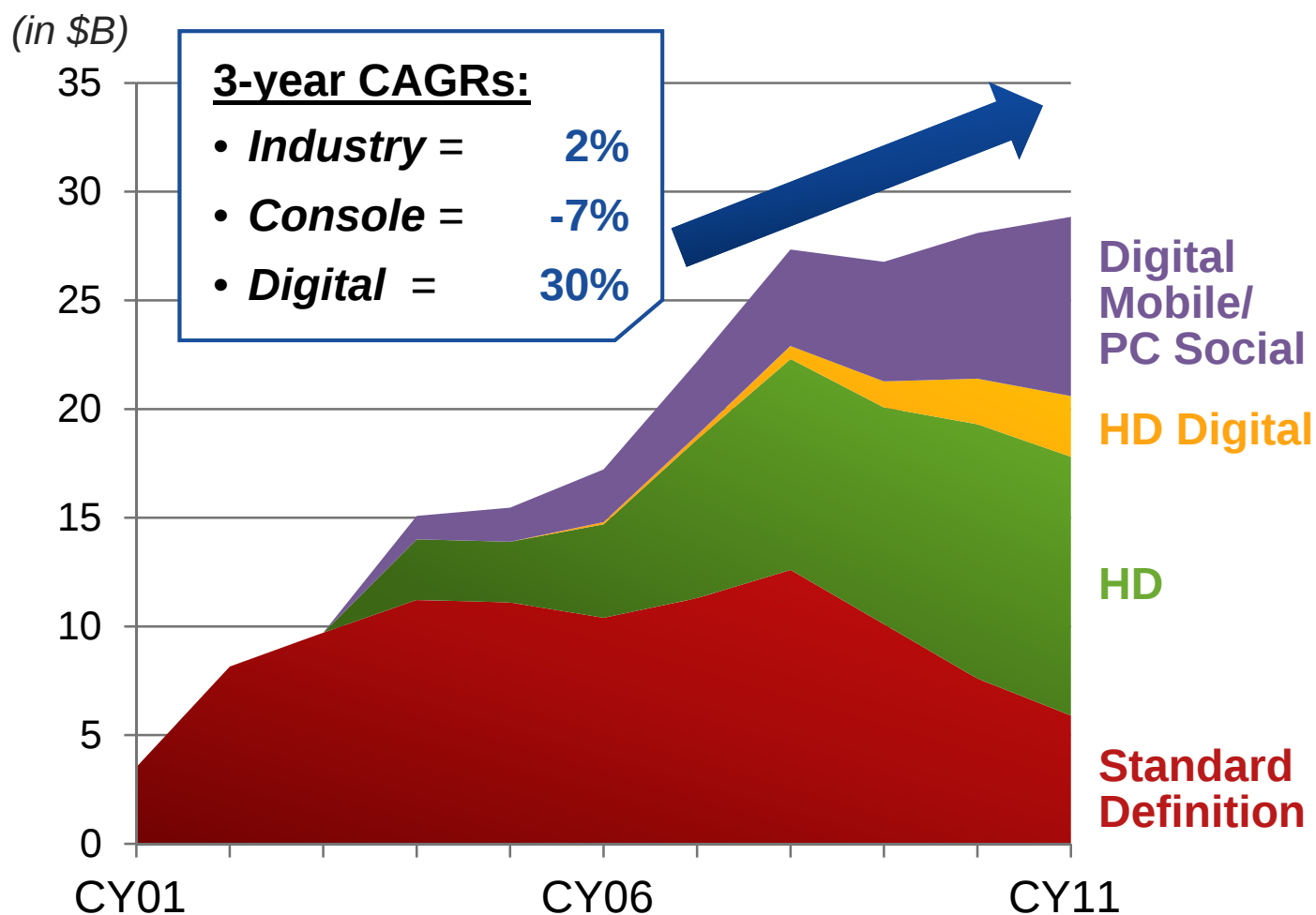
	GAAP		Non-GAAP	
	Q4 FY11	Q4 FY12	Q4 FY11	Q4 FY12
Net revenue (\$, millions)	1,090	1,368	995	977
Gross profit margin	69.9%	72.7%	67.3%	64.6%
Operating Expense (\$, millions)	617	629	559	554
Operating Income (\$, millions)	145	365	111	77
Operating Margin	13.3%	26.7%	11.2%	7.9%
Diluted EPS	\$0.45	\$1.20	\$0.25	\$0.17
Operating cash flow (\$, millions)	253	287		
EBITDA (\$, millions)	224	467	136	105

FY12 Financial Summary



	GAAP		Non-GAAP	
	FY11	FY12	FY11	FY12
Net revenue (\$, millions)	3,589	4,143	3,828	4,186
Gross profit margin	58.2%	61.4%	61.2%	63.1%
Operating Expense (\$, millions)	2,402	2,510	2,029	2,245
Operating Income (Loss) (\$, millions)	(312)	35	313	397
Operating Margin	(8.7%)	0.8%	8.2%	9.5%
Diluted EPS	(\$0.84)	\$0.23	\$0.70	\$0.85
Operating cash flow (\$, millions)	320	277		
EBITDA (\$, millions)	58	402	417	499

Digital Driving Industry Growth



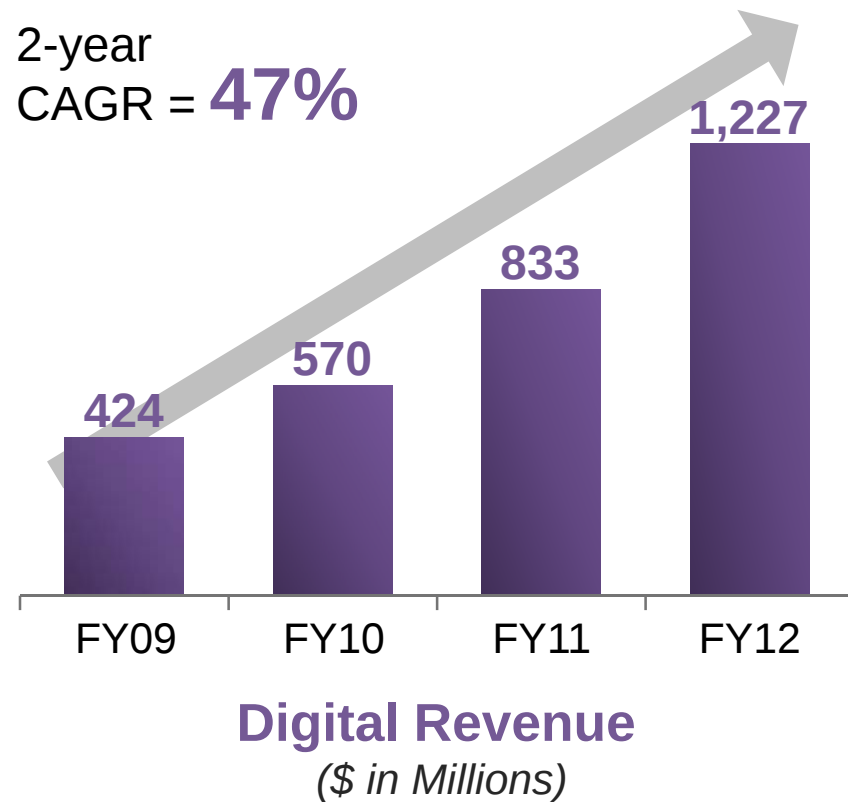
Digital growing at 30% led by Direct to Consumer businesses:

- Mobile
- Social
- Play for Free
- PC

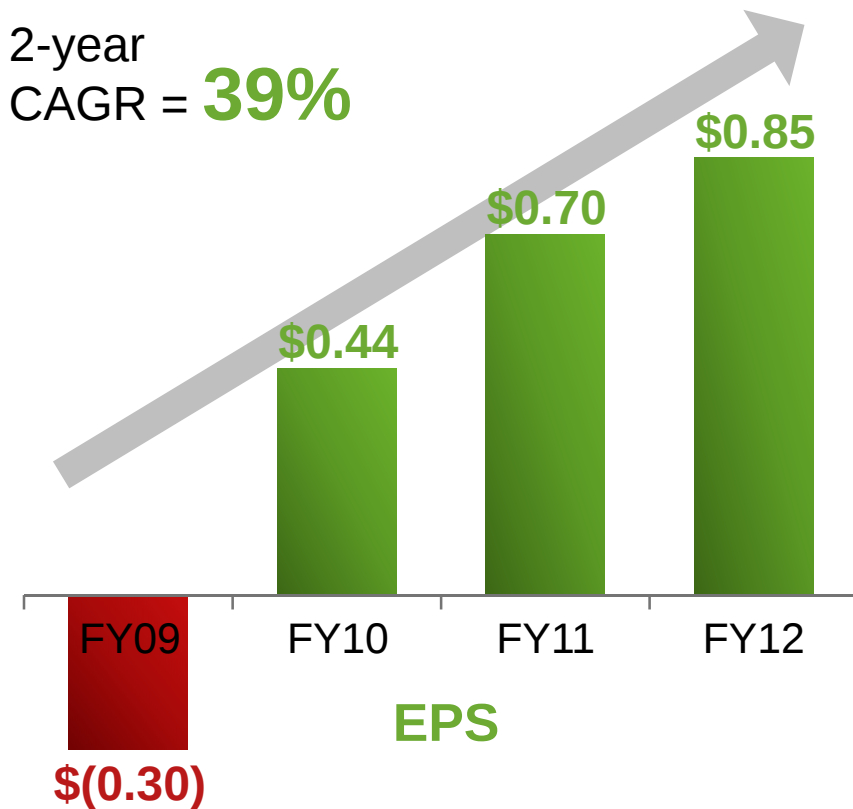
Console declining at -7% driven by Standard Definition

Western World, based on EA estimates.
Standard Definition console includes handheld.

Digital Focus Drives Growth



On a non-GAAP basis.



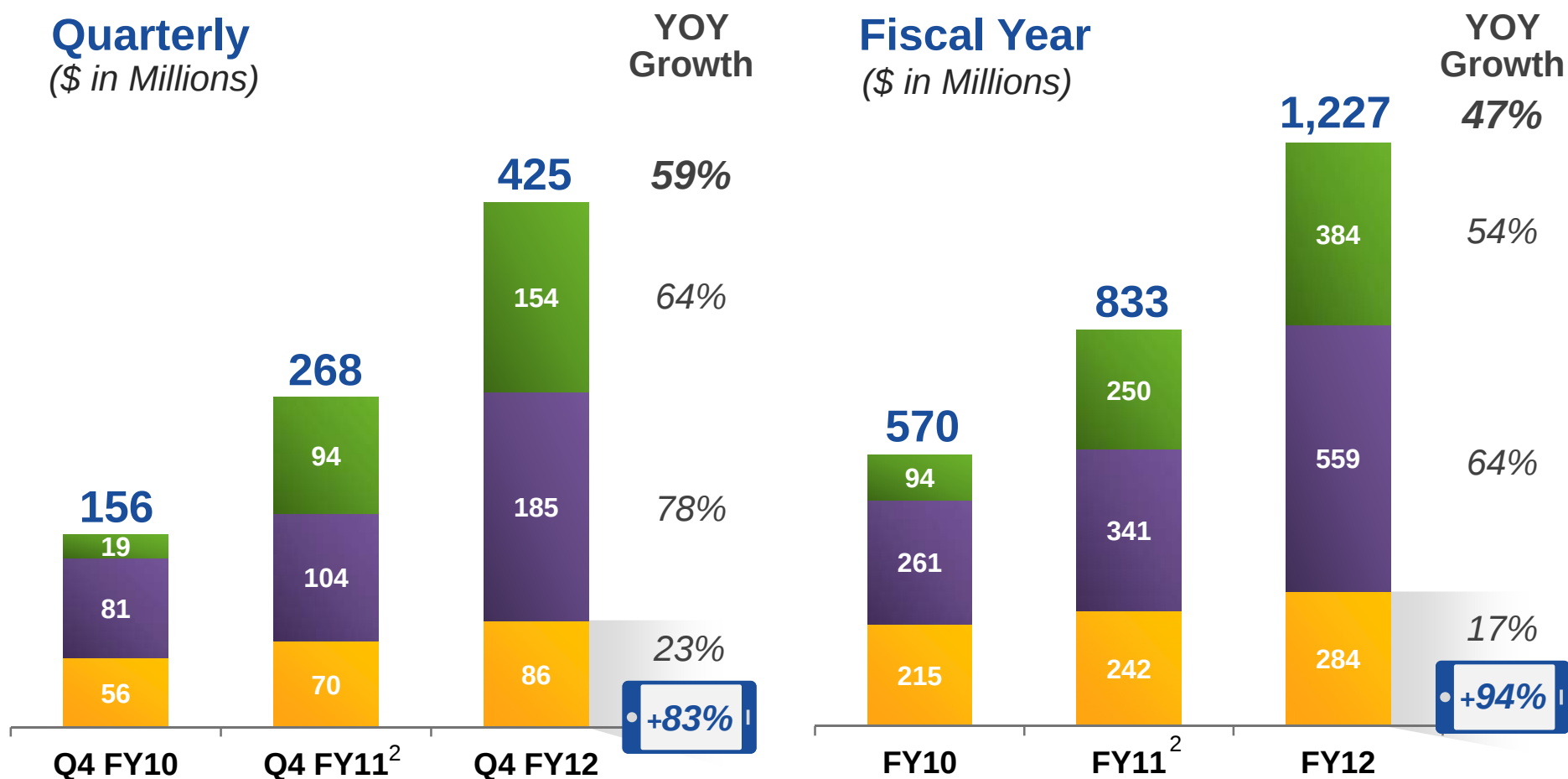
> Digital Drives Revenue Growth

> Digital Growth Drives Margin

EA Digital Revenue¹ by Platform



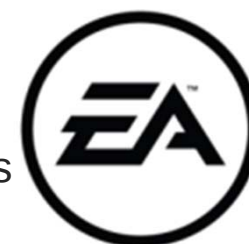
■ Console
 ■ PC
 ■ Mobile
 ■ Smartphones
 YOY Growth



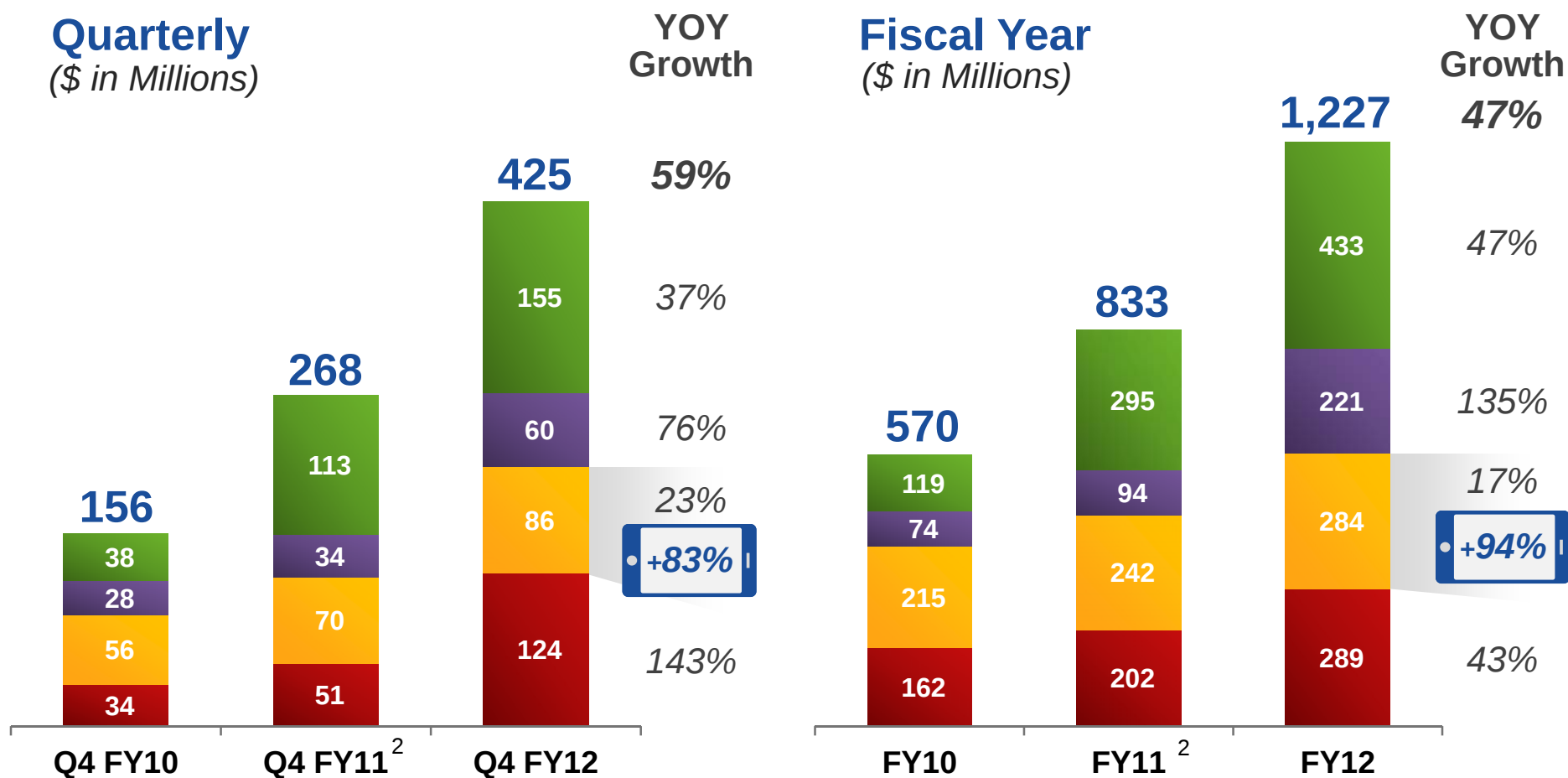
¹ In millions, on a non-GAAP basis. PC includes browser. Mobile includes handheld.

² Q4 FY11 includes approximately \$27 million of digital revenue that the Company does not anticipate in future quarters.

EA Digital Revenue¹ by Type



■ Extra content, free-to-play
 ■ Full-game downloads
 ■ Mobile
 ■ Subscriptions, ads, other
 Smartphones
 ■ YOY Growth



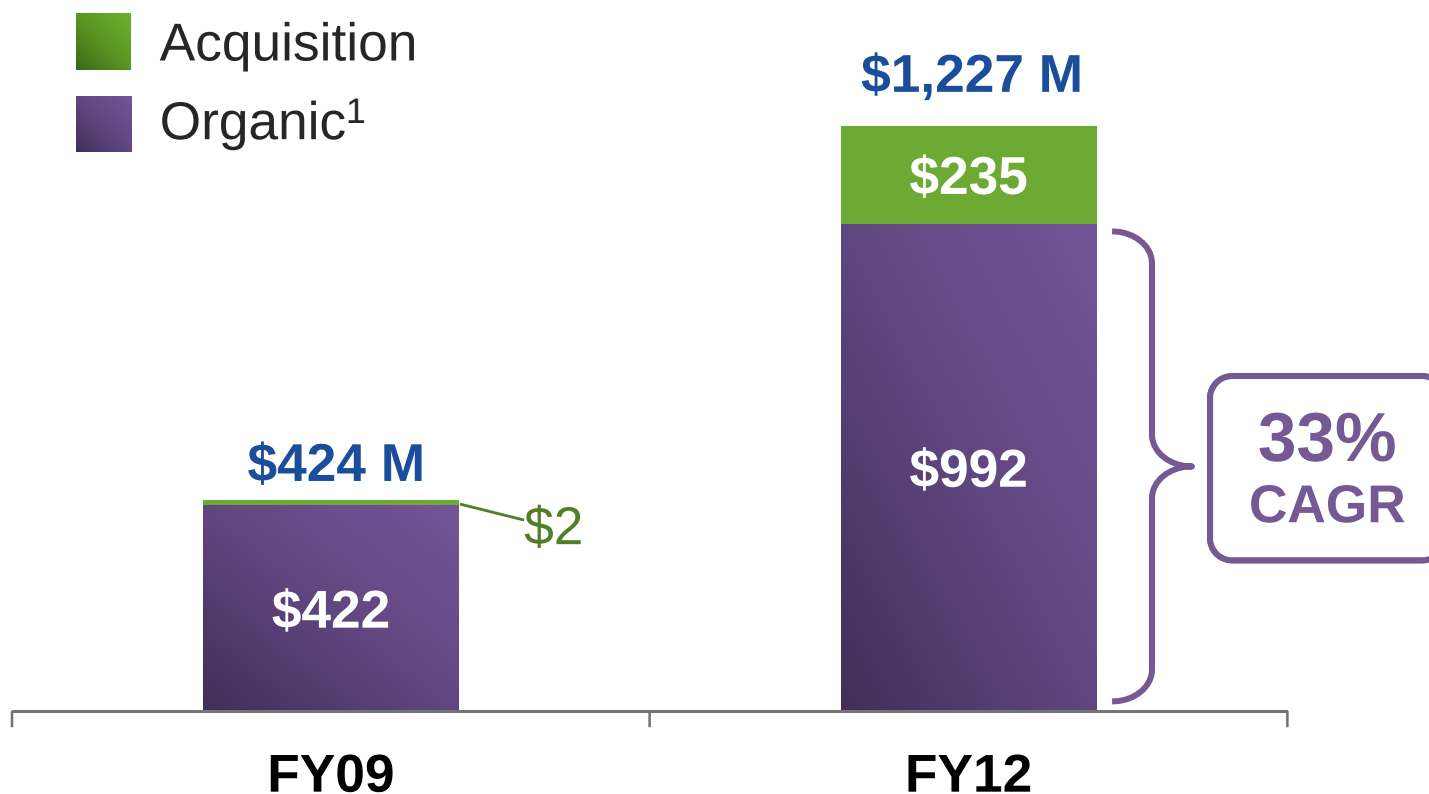
¹ In millions, on a non-GAAP basis. Mobile includes handheld.

² Q4 FY11 includes approximately \$27 million of digital revenue that the Company does not anticipate in future quarters.

Organic Digital Revenue



FY 09 – FY 12



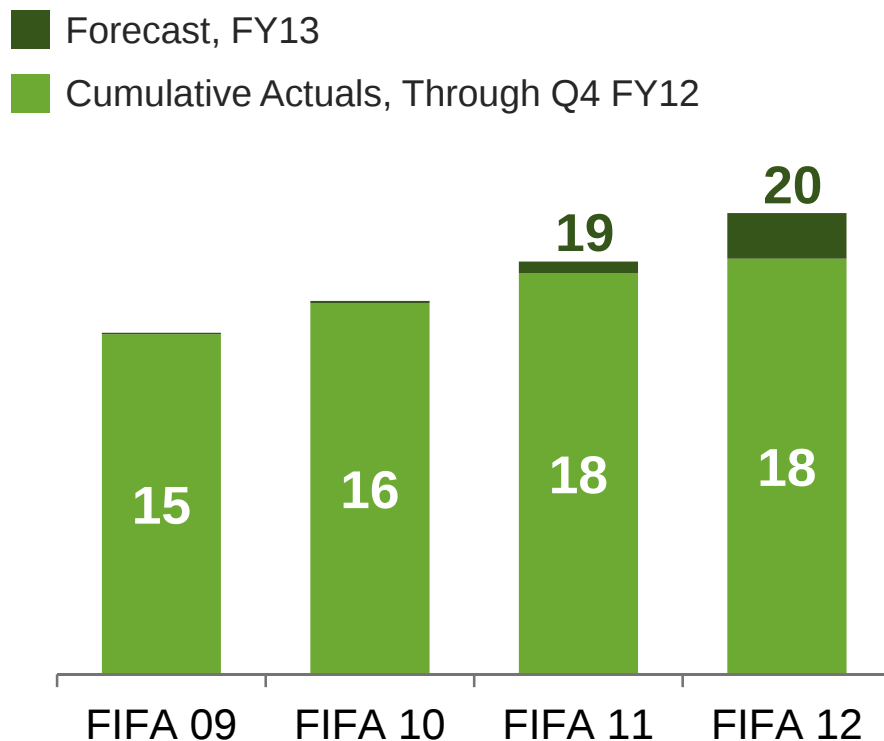
Based on non-GAAP digital revenue.

¹ Organic includes EA branded games, including those developed in conjunction with acquired assets, e.g, The Sims Social is organic , as The Sims is a long term EA brand.

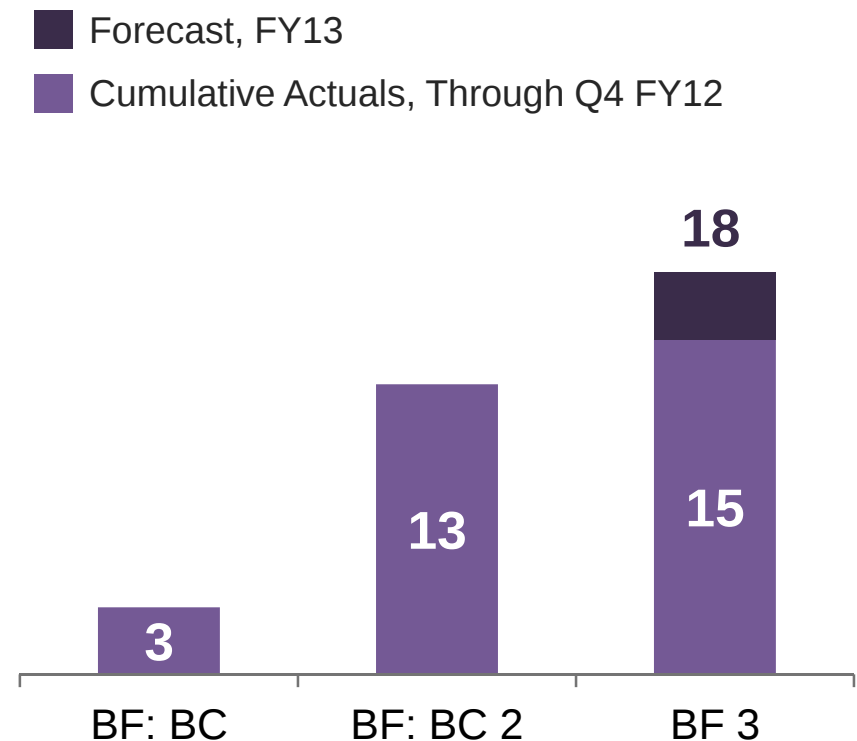
Big Brands, Getting Bigger



FIFA Sales
(Units in millions)



Battlefield Sales
(Units in millions)

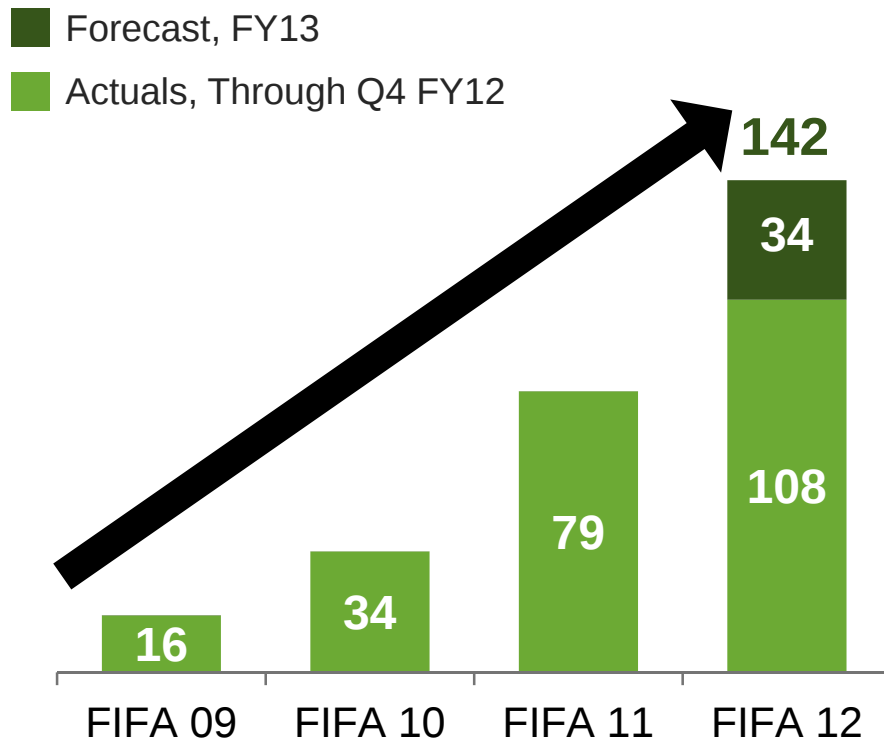


On a non-GAAP basis.
Includes packaged goods and digital full-game units.
Based on units sold-in.

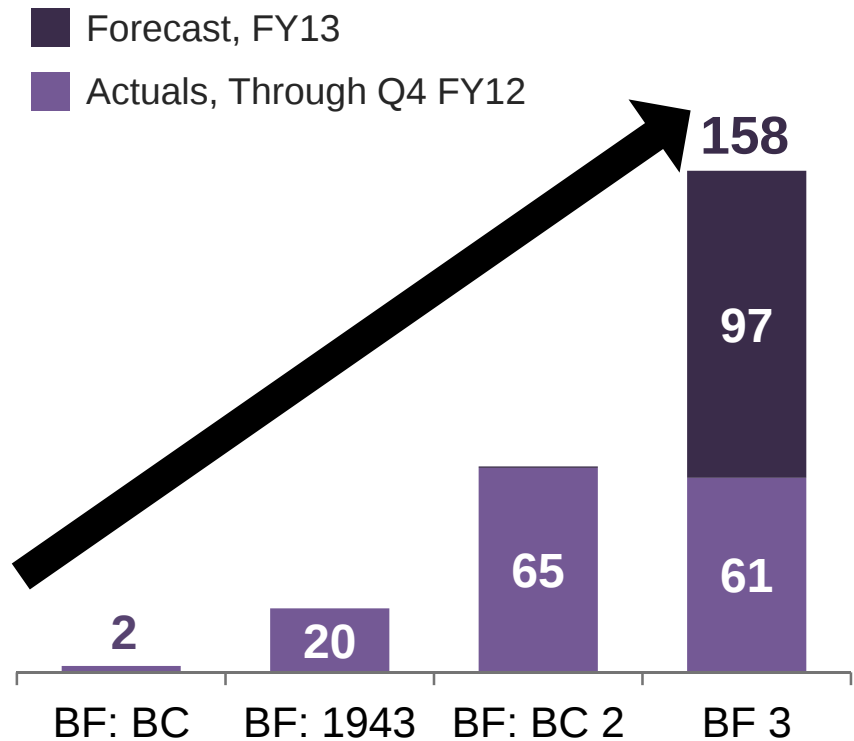
Digital Growth Is Incremental



FIFA Digital Revenue (\$ in millions)



Battlefield Digital Revenue (\$ in millions)



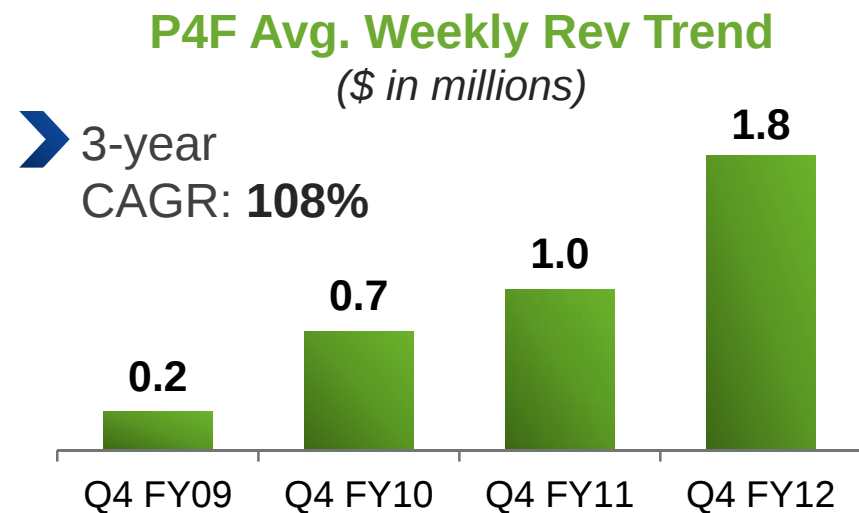
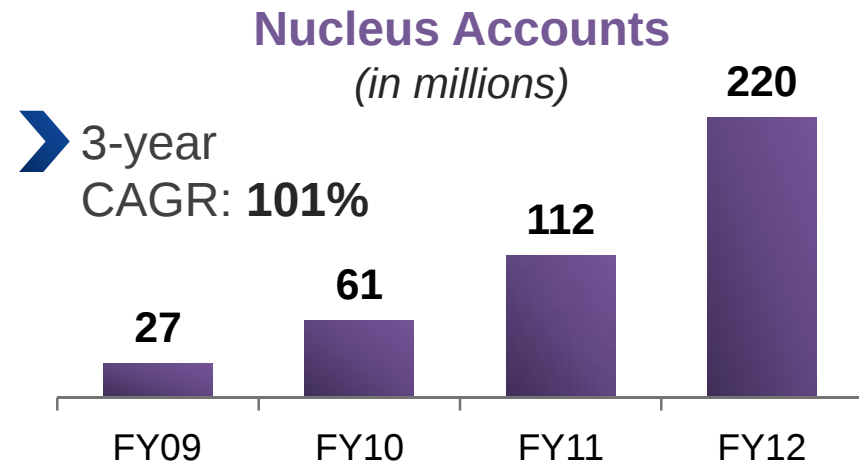
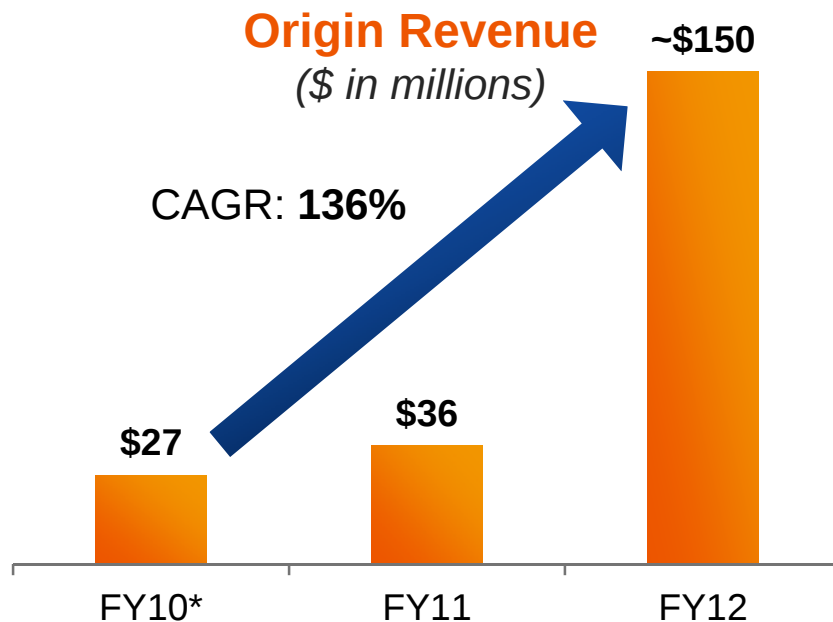
Based on non-GAAP.
Digital includes extra content, free-to-play, full game downloads, mobile (includes handheld), subscriptions and ads.

Platform Growth Metrics

Investing in Customers and Relationships



Revenue in FY12: ~\$150 million
Third party publishing partners: 39
Client installs to date: 11 million



Based on non-GAAP. P4F is our EA's Play4Free Platform that supports micro transaction games Need For Speed World and Battlefield Play4Free.

*FY10 represents revenue from EA Download Manager

EA Assets



> The best collection of brands in the industry:



> Platform investments are enabling new capabilities:



> Where brands and platform meet → EA succeeds



#1
PC Retail



#1
HD Console



#2
PC Download
Platform



Top 2
PDLC
Franchise



#1
Mobile, Apple
& Reader



#1
Casual
service



#2
Social



#2
Paying
Subscription
MMO

FY13 Highlights¹

Continuing Digital Momentum



EPS: EPS improvement expected to be more than a 30% increase year-over-year, based on the midpoint of guidance.

Digital: Expected to grow approximately 40% year-over-year, and represent ~40% of total revenue for the fiscal year – driven by Origin, *Star Wars: The Old Republic*, continued momentum of *FIFA Ultimate Team* and *Battlefield 3* extra content.

Gross Profit: Improving to 64%, due to the increase in digital revenue contribution.

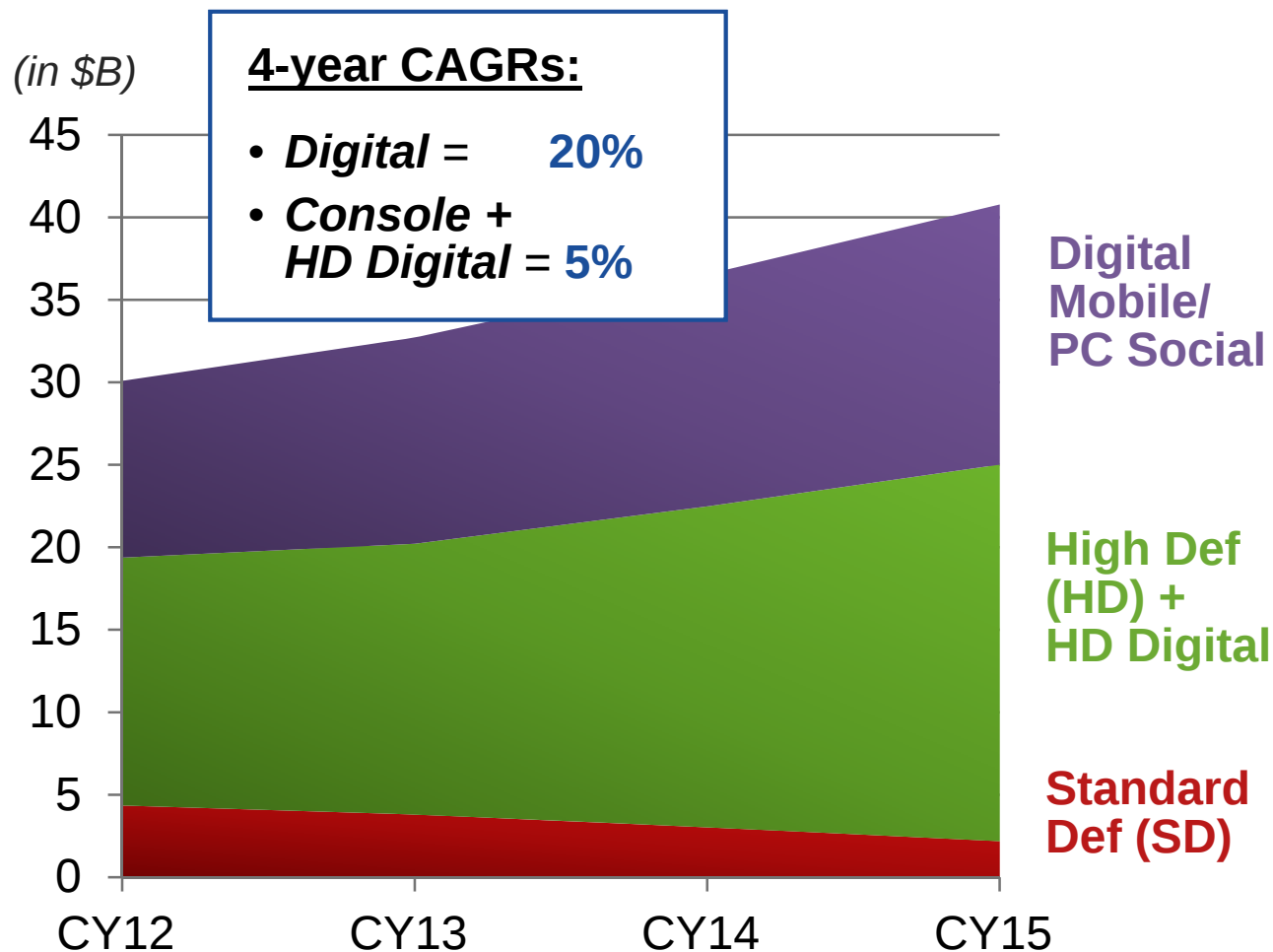
Op Expense: Expected to be flat to prior year, including Gen4 console investment of \$80M.

Op Profit: Estimated to increase to 12% in fiscal 13, more than a two percentage point gain over fiscal 12.

Op Cash Flow: At least \$400 million.

¹ On a non-GAAP basis, assuming the midpoint of guidance.

Accelerated Growth Fueled by Digital and Gen4



Key growth drivers:

Gen4 consoles expected to drive growth in future periods

Continued digital growth

- Digital CAGR for next 4 yrs est = 20%

Industry CAGR for next 4 yrs est at 9%

Western World based on EA estimates.

Guidance – Full Year FY13

Ending March 31, 2013



	GAAP	Non-GAAP
Revenue		
Publishing and Other Revenue	~\$2,375	~\$2,500
Digital Revenue	~\$1,600	~\$1,700
Distribution Revenue	~\$100	~\$100
Total Revenue	~\$4,075	~\$4,300
Gross Profit Margin	~61%	~64%
Operating Expense	~\$2,500	~\$2,250
Tax Expense	\$50	\$134 – \$152
Net Income/ (Loss)	(\$117) – (\$51)	\$344 – \$392
Earnings Per Share/ (Loss Per Share)	(\$0.36) – (\$0.16)	\$1.05 – \$1.20
Diluted Shares (millions)	321	327
Operating Cash Flow	At least \$400	

All dollars in millions, except Earnings Per Share.

These forward-looking statements are valid as of May 7, 2012 only.

Electronic Arts assumes no obligation and does not intend to update these forward-looking statements.

FY 13 Titles and Services



> HD Console/PC



> Subscription



> Play 4 Free Client/Browser



> Mobile/Tablet



> Social



Guidance – Q1 FY13

Ending June 30, 2012



	GAAP	Non-GAAP
Net Revenue	~\$950	~\$500
Gross Profit Margin	78% - 79%	62% - 63%
Operating Expense	~\$600	~\$510
Tax Expense (Benefit)	\$10	(\$56) – (\$50)
Net Income (Loss)	\$130 - \$154	(\$144) – (\$126)
Earnings/(Loss) Per Share	\$0.40 - \$0.48	(\$0.45) – (\$0.40)
Basic/Diluted Shares (millions)	322	318

All dollars in millions, except Earnings Per Share.

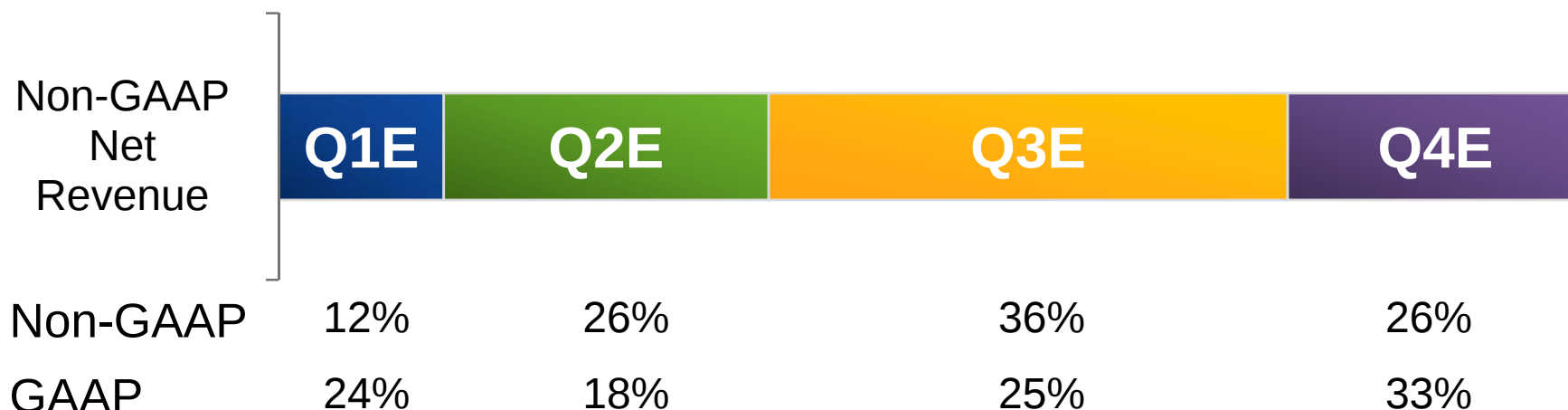
These forward-looking statements are valid as of May 7, 2012 only.

Electronic Arts assumes no obligation and does not intend to update these forward-looking statements.

Guidance - Phasing



FY 13 Title Release Plan and Quarterly Revenue¹



Titles to be released:

Console, PC	1	4	4	5
Social, Mobile, Free-to-Play	11	7	16	7

¹ These forward-looking statements are valid as of May 7, 2012 only. Electronic Arts assumes no obligation and does not intend to update these forward-looking statements. The difference in GAAP and non-GAAP quarterly phasing is due to the change in deferred revenue (packaged goods and digital content).

FY13 Announced Titles



Fiscal Year 2013 Announced Titles by Label and Platform

Q1	Games	The Secret World ⁽¹⁾			PC
Q2	Sports Sports Sports Sports	FIFA 13 Madden NFL 13 NCAA Football 13 NHL 13	Console Console Console Console	Handheld/Mobile Handheld	PC
Q3	Games Games	Medal of Honor Warfighter Need for Speed	Console Console	Handheld/Mobile	PC PC
Q4	Games Maxis	Crysis 3 ⁽¹⁾ SimCity	Console	Mobile	PC PC
<i>Note: (1) Co-Published Title</i>					



Supplemental Financial Information



Guidance¹

Currency Assumptions

- **Exchange rates remain volatile**
- **Current guidance FX assumptions:**
 - \$1.33 USD/Euro
 - EPS decreases if the Euro weakens v. USD
 - \$1.00 USD/Canadian Dollar
 - R&D costs increase if the Canadian Dollar strengthens v. USD
 - \$1.59 USD/British Pound Sterling
 - EPS decreases if the British Pound Sterling weakens v. USD
- **Using spot exchange rates as of May 07, 2012:**
 - Negligible impact to FY13 non-GAAP EPS
 - Less than \$3 million detriment to FY13 non-GAAP Net Revenue

¹ These forward-looking statements are valid as of May 7, 2012 only. Electronic Arts assumes no obligation and does not intend to update these forward-looking statements.

Non-GAAP Financial Measures



- To supplement the Company's unaudited condensed consolidated financial statements presented in accordance with GAAP, Electronic Arts uses certain non-GAAP measures of financial performance. The presentation of these non-GAAP financial measures is not intended to be considered in isolation from, as a substitute for, or superior to, the financial information prepared and presented in accordance with GAAP, and may be different from non-GAAP financial measures used by other companies. In addition, these non-GAAP measures have limitations in that they do not reflect all of the amounts associated with the Company's results of operations as determined in accordance with GAAP. The non-GAAP financial measures used by Electronic Arts include: non-GAAP net revenue, non-GAAP gross profit, non-GAAP operating income (loss), non-GAAP net income (loss) and historical and estimated non-GAAP diluted earnings (loss) per share. These non-GAAP financial measures exclude the following items, as applicable in a given reporting period, from the Company's unaudited condensed consolidated statements of operations:

- Acquisition-related expenses
- Amortization of debt discount
- Certain non-recurring litigation expenses
- Change in deferred net revenue (packaged goods and digital content)
- Gain (loss) on strategic investments
- Loss on licensed intellectual property commitment (COGS)
- Restructuring charges
- Stock-based compensation
- Income tax adjustments

The Company uses a fixed, long-term projected tax rate of 28 percent internally to evaluate its operating performance, to forecast, plan and analyze future periods, and to assess the performance of its management team. Accordingly, the Company has applied the same 28 percent tax rate to its non-GAAP financial results.

- Electronic Arts may consider whether other significant non-recurring items that arise in the future should also be excluded in calculating the non-GAAP financial measures it uses. Electronic Arts believes that these non-GAAP financial measures, when taken together with the corresponding GAAP financial measures, provide meaningful supplemental information regarding the Company's performance by excluding certain items that may not be indicative of the Company's core business, operating results or future outlook. Electronic Arts' management uses, and believes that investors benefit from referring to, these non-GAAP financial measures in assessing the Company's operating results both as a consolidated entity and at the business unit level, as well as when planning, forecasting and analyzing future periods. These non-GAAP financial measures also facilitate comparisons of the Company's performance to prior periods. In its earnings press release dated May 7, 2012, Electronic Arts has provided a reconciliation of the most comparable GAAP financial measure to the historical non-GAAP measures.

Q4 FY12 Reconciliation



GAAP to Non-GAAP Unaudited Condensed Consolidated Statement of Operations

Three Months Ended March 31, 2012

	GAAP Results	% of Revenue	Acquisition- related expenses	Amortization of debt discount	Certain non- recurring litigation expenses	Change in Deferred Net Revenue (Packaged Goods and Digital Content)	Restructuring charges	Stock-Based Compensation	Income Tax Adjustments	Non-GAAP Results	% of Revenue
Net revenue	\$ 1,368		\$ -	\$ -	\$ -	\$ (391)	\$ -	\$ -	\$ -	\$ 977	
Cost of goods sold	374	27.3%	(27)	-	-	-	-	(1)	-	346	35.4%
Gross profit	994	72.7%	27	-	-	(391)	-	1	-	631	64.6%
Operating expenses:											
Marketing and sales	222	16.2%	-	-	-	-	-	(8)	-	214	21.9%
General and administrative	115	8.4%	-	-	(27)	-	-	(7)	-	81	8.3%
Research and development	284	20.8%	-	-	-	-	-	(25)	-	259	26.5%
Acquisition-related contingent consideration	3	0.2%	(3)	-	-	-	-	-	-	-	-
Amortization of intangibles	6	0.4%	(6)	-	-	-	-	-	-	-	-
Restructuring charges	(1)	-	-	-	-	-	1	-	-	-	-
Total operating expenses	629	46.0%	(9)	-	(27)	-	1	(40)	-	554	56.7%
Operating income	365	26.7%	36	-	27	(391)	(1)	41	-	77	7.9%
Interest and other income (expense), net	(4)	-0.3%	-	5	-	-	-	-	-	1	0.1%
Income before provision for (benefit from) income taxes	361	26.4%	36	5	27	(391)	(1)	41	-	78	8.0%
Provision for (benefit from) income taxes	(39)	-2.8%	-	-	-	-	-	-	61	22	2.3%
Net income	\$ 400	29.2%	\$ 36	\$ 5	\$ 27	\$ (391)	\$ (1)	\$ 41	\$ (61)	\$ 56	5.7%
Earnings per share											
Basic	\$ 1.22									\$ 0.17	
Diluted	\$ 1.20									\$ 0.17	
Number of shares used in computation											
Basic	329									329	
Diluted	332									332	

Q4 FY11 Reconciliation



GAAP to Non-GAAP Unaudited Condensed Consolidated Statement of Operations

Three Months Ended March 31, 2011

	GAAP Results	% of Revenue	Acquisition-related expenses	Change in Deferred Net Revenue (Packaged Goods and Digital Content)	Restructuring Charges	Stock-Based Compensation	Income Tax Adjustments	Non-GAAP Results
Net revenue	\$ 1,090		\$ -	\$ (95)	\$ -	\$ -	\$ -	\$ 995
Cost of goods sold	328	30.1%	(3)	-	-	-	-	325
Gross profit	762	69.9%	3	(95)	-	-	-	670
Operating expenses:								
Marketing and sales	194	17.8%	-	-	-	(5)	-	189
General and administrative	75	6.9%	-	-	-	(8)	-	67
Research and development	328	30.1%	-	-	-	(25)	-	303
Acquisition-related contingent consideration	8	0.7%	(8)	-	-	-	-	-
Amortization of intangibles	13	1.2%	(13)	-	-	-	-	-
Restructuring charges	(1)	-0.1%	-	-	1	-	-	-
Total operating expenses	617	56.6%	(21)	-	1	(38)	-	559
Operating income	145	13.3%	24	(95)	(1)	38	-	111
Interest and other income, net	4	0.4%	-	-	-	-	-	4
Income before provision for (benefit from) income taxes	149	13.7%	24	(95)	(1)	38	-	115
Provision for (benefit from) income taxes	(2)	-0.2%	-	-	-	-	34	32
Net income	\$ 151	13.9%	\$ 24	\$ (95)	\$ (1)	\$ 38	\$ (34)	\$ 83
Earnings per share						Earnings per share		
Basic	\$ 0.45					Basic		\$ 0.25
Diluted	\$ 0.45					Diluted		\$ 0.25
Number of shares used in computation						Number of shares used in computation		
Basic	333					Basic		333
Diluted	336					Diluted		336

FY12 Reconciliation



GAAP to Non-GAAP Unaudited Condensed Consolidated Statement of Operations

Twelve Months Ended March 31, 2012

	GAAP Results	% of Revenue	Acquisition- related expenses	Amortization of debt discount	Certain non- recurring litigation expenses	Change in Deferred Net Revenue (Packaged Goods and Digital Content)	Restructuring charges	Stock-Based Compensation	Income Tax Adjustments	Non-GAAP Results	% of Revenue
Net revenue	\$ 4,143		\$ -	\$ -	\$ -	\$ 43	\$ -	\$ -	\$ -	\$ 4,186	
Cost of goods sold	1,598	38.6%	(52)	-	-	-	-	(2)	-	1,544	36.9%
Gross profit	2,545	61.4%	52	-	-	43	-	2	-	2,642	63.1%
Operating expenses:											
Marketing and sales	853	20.6%	-	-	-	-	-	(26)	-	827	19.8%
General and administrative	375	9.1%	-	-	(27)	-	-	(36)	-	312	7.4%
Research and development	1,212	29.2%	-	-	-	-	-	(106)	-	1,106	26.4%
Acquisition-related contingent consideration	11	0.3%	(11)	-	-	-	-	-	-	-	-
Amortization of intangibles	43	1.0%	(43)	-	-	-	-	-	-	-	-
Restructuring charges	16	0.4%	-	-	-	-	(16)	-	-	-	-
Total operating expenses	2,510	60.6%	(54)	-	(27)	-	(16)	(168)	-	2,245	53.6%
Operating income	35	0.8%	106	-	27	43	16	170	-	397	9.5%
Interest and other expense, net	(17)	-0.4%	-	14	-	-	-	-	-	(3)	-0.1%
Income before provision for (benefit from) income taxes	18	0.4%	106	14	27	43	16	170	-	394	9.4%
Provision for (benefit from) income taxes	(58)	-1.4%	-	-	-	-	-	-	168	110	2.6%
Net income	\$ 76	1.8%	\$ 106	\$ 14	\$ 27	\$ 43	\$ 16	\$ 170	\$ (168)	\$ 284	6.8%
Earnings per share											
Basic	\$ 0.23									\$ 0.86	
Diluted	\$ 0.23									\$ 0.85	
Number of shares used in computation											
Basic	331									331	
Diluted	336									336	

FY11 Reconciliation



GAAP to Non-GAAP Unaudited Condensed Consolidated Statement of Operations

Twelve Months Ended March 31, 2011

	GAAP Results	% of Revenue	Acquisition- related expenses	Change in Deferred Net Revenue (Packaged Goods and Digital Content)	Loss on licensed intellectual property commitment (COGS)	Gain on Strategic Investments	Restructuring Charges	Stock-Based Compensation	Income Tax Adjustments	Non-GAAP Results	% of Revenue
Net revenue	\$ 3,589		\$ -	\$ 239	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,828	
Cost of goods sold	1,499	41.8%	(12)	-	1	-	-	(2)	-	1,486	38.8%
Gross profit	2,090	58.2%	12	239	(1)	-	-	2	-	2,342	61.2%
Operating expenses:											
Marketing and sales	747	20.8%	-	-	-	-	-	(21)	-	726	19.0%
General and administrative	301	8.4%	-	-	-	-	-	(40)	-	261	6.8%
Research and development	1,153	32.1%	-	-	-	-	-	(111)	-	1,042	27.2%
Acquisition-related contingent consideration	(17)	-0.5%	17	-	-	-	-	-	-	-	-
Amortization of intangibles	57	1.6%	(57)	-	-	-	-	-	-	-	-
Restructuring charges	161	4.5%	-	-	-	-	(161)	-	-	-	-
Total operating expenses	2,402	66.9%	(40)	-	-	-	(161)	(172)	-	2,029	53.0%
Operating income (loss)	(312)	-8.7%	52	239	(1)	-	161	174	-	313	8.2%
Gain on strategic investments, net	23	0.6%	-	-	-	(23)	-	-	-	-	-
Interest and other income, net	10	0.3%	-	-	-	-	-	-	-	10	0.2%
Income (loss) before provision for (benefit from) income taxes	(279)	-7.8%	52	239	(1)	(23)	161	174	-	323	8.4%
Provision for (benefit from) income taxes	(3)	-0.1%	-	-	-	-	-	-	93	90	2.3%
Net income (loss)	\$ (276)	-7.7%	\$ 52	\$ 239	\$ (1)	\$ (23)	\$ 161	\$ 174	\$ (93)	\$ 233	6.1%
Loss per share											
Basic and diluted	\$ (0.84)										
								Earnings per share			
								Basic		\$ 0.71	
								Diluted		\$ 0.70	
Number of shares used in computation								Number of shares used in computation			
Basic and diluted	330							Basic		330	
								Diluted		334	

Q1 FY13 Guidance Reconciliation



The following table provides a reconciliation of the non-GAAP financial measures regarding Electronic Arts' Q1 FY13 Guidance to the nearest comparable GAAP financial measures. These are preliminary estimates and expectations based on current information as of May 7, 2012 and are subject to business and economic risks and uncertainties that could cause actual events or actual future results to differ materially from the expectations set forth herein. The reconciliation provided below reflects rounding and other approximations.

	GAAP Guidance	Acquisition- related expenses and Amortization	Change in Deferred Net Revenue (Packaged Goods and Digital Content)	Accretion	Restructuring	Stock-Based Compensation	Tax Adjustments	Non-GAAP Guidance
Low end of Q1 guidance range								
<i>Approximate Net Revenue</i>	950		(450)					500
<i>Approximate Gross Margin %</i>	79%	~1 .5%	(18%)					63%
<i>Approximate Operating Expense</i>	600	(5)			(40)	(45)		510
<i>Approximate Tax Expense (Benefit)</i>	10						(66)	(56)
Net Income (Loss)	130	20	(450)	5	40	45	66	(144)
Earnings (Loss) Per Share	\$ 0.40							\$ (0.45)
Diluted shares (Basic for Loss)	322							318
High end of Q1 guidance range								
Net Revenue	950		(450)					500
<i>Approximate Gross Margin %</i>	78%	~1 .5%	(17%)					62%
<i>Approximate Operating Expense</i>	600	(5)			(40)	(45)		510
<i>Approximate Tax Expense (Benefit)</i>	10						(60)	(50)
Net Income (Loss)	154	20	(450)	5	40	45	60	(126)
Earnings (Loss) Per Share	\$ 0.48							\$ (0.40)
Diluted shares (Basic for Loss)	322							318

FY13 Guidance Reconciliation



The following table provides a reconciliation of the non-GAAP financial measures regarding Electronic Arts' FY13 Guidance to the nearest comparable GAAP financial measures. These are preliminary estimates and expectations based on current information as of May 7, 2012 and are subject to business and economic risks and uncertainties that could cause actual events or actual future results to differ materially from the expectations set forth herein. The reconciliation provided below reflects rounding and other approximations.

	GAAP Guidance	Acquisition- related expenses and Amortization	Change in Deferred Net Revenue (Packaged Goods and Digital Content)	Accretion	Restructuring	Stock-Based Compensation	Tax Adjustments	Non-GAAP Guidance
Low end of FY13 guidance range								
<i>Approximate Net Revenue</i>	4,075		225					4,300
<i>Approximate Gross Margin %</i>	61%	~1 .5%	2%					64%
<i>Approximate Operating Expense</i>	2,500	(20)			(45)	(175)		2,250
<i>Approximate Tax Expense (Benefit)</i>	50						84	134
Net Income (Loss)	(117)	80	225	20	45	175	(84)	344
Earnings (Loss) Per Share	\$ (0.36)							\$ 1.05
Diluted shares (Basic for Loss)	321							327

High end of FY13 guidance range

<i>Approximate Net Revenue</i>	4,075		225					4,300
<i>Approximate Gross Margin %</i>	61%	~1 .5%	2%					64%
<i>Approximate Operating Expense</i>	2,500	(20)			(45)	(175)		2,250
<i>Approximate Tax Expense (Benefit)</i>	50						102	152
Net Income (Loss)	(51)	80	225	20	45	175	(102)	392
Earnings (Loss) Per Share	\$ (0.16)							\$ 1.20
Diluted shares (Basic for Loss)	321							327

Q4 FY12 EBITDA Reconciliation



The following table provides a reconciliation of the non-GAAP financial measures regarding Electronic Arts' Earnings Before Interest, Taxes, Depreciation, Amortization and Stock-based Compensation ("EBITDA") to the nearest comparable GAAP financial measures.

	Three Months Ended March 31, 2012						
	GAAP Results	Acquisition- related expenses	Certain non- recurring litigation expenses	Change in Deferred Net Revenue (Packaged Goods and Digital Content)	Restructuring charges	Stock-Based compensation	Non-GAAP Results
Operating income	\$ 365	\$ 36	\$ 27	\$ (391)	\$ (1)	\$ 41	\$ 77
Adjustments:							
Stock-based compensation	41	-	-	-	-	(41)	-
Depreciation	28	-	-	-	-	-	28
Amortization of acquisition-related intangibles	33	(33)	-	-	-	-	-
Total adjustments	102	(33)	-	-	-	(41)	28
EBITDA	\$ 467	\$ 3	\$ 27	\$ (391)	\$ (1)	\$ -	\$ 105

Q4 FY11 EBITDA Reconciliation



The following table provides a reconciliation of the non-GAAP financial measures regarding Electronic Arts' Earnings Before Interest, Taxes, Depreciation, Amortization and Stock-based Compensation ("EBITDA") to the nearest comparable GAAP financial measures.

	Three Months Ended March 31, 2011					
	GAAP Results	Acquisition- related expenses	Change in Deferred Net Revenue (Packaged Goods and Digital Content)	Restructuring charges	Stock-Based compensation	Non-GAAP Results
Operating income	\$ 145	\$ 24	\$ (95)	\$ (1)	\$ 38	\$ 111
Adjustments:						
Stock-based compensation	38	-	-	-	(38)	-
Depreciation	25	-	-	-	-	25
Amortization of acquisition-related intangibles	16	(16)	-	-	-	-
Total adjustments	79	(16)	-	-	(38)	25
EBITDA	\$ 224	\$ 8	\$ (95)	\$ (1)	\$ -	\$ 136

FY12 EBITDA Reconciliation



The following table provides a reconciliation of the non-GAAP financial measures regarding Electronic Arts' Earnings Before Interest, Taxes, Depreciation, Amortization and Stock-based Compensation ("EBITDA") to the nearest comparable GAAP financial measures.

	Twelve Months Ended March 31, 2012						
	GAAP Results	Acquisition- related expenses	Certain non- recurring litigation expenses	Change in Deferred Net Revenue (Packaged Goods and Digital Content)	Restructuring charges	Stock-Based compensation	Non-GAAP Results
Operating income	\$ 35	\$ 106	\$ 27	\$ 43	\$ 16	\$ 170	\$ 397
Adjustments:							
Stock-based compensation	170	-	-	-	-	(170)	-
Depreciation	102	-	-	-	-	-	102
Amortization of acquisition-related intangibles	95	(95)	-	-	-	-	-
Total adjustments	367	(95)	-	-	-	(170)	102
EBITDA	\$ 402	\$ 11	\$ 27	\$ 43	\$ 16	\$ -	\$ 499

FY11 EBITDA Reconciliation



The following table provides a reconciliation of the non-GAAP financial measures regarding Electronic Arts' Earnings Before Interest, Taxes, Depreciation, Amortization and Stock-based Compensation ("EBITDA") to the nearest comparable GAAP financial measures.

Twelve Months Ended March 31, 2011

	GAAP Results	Acquisition- related expenses	Change in Deferred Net Revenue (Packaged Goods and Digital Content)	Loss on licensed intellectual property commitment (COGS)	Gain on Strategic Investments	Restructuring charges	Stock-Based compensation	Non-GAAP Results
Operating income (loss)	\$ (312)	\$ 52	\$ 239	\$ (1)	\$ -	\$ 161	\$ 174	\$ 313
Adjustments:								
Gain on strategic investments	23	-	-	-	(23)	-	-	-
Stock-based compensation	174	-	-	-	-	-	(174)	-
Depreciation	104	-	-	-	-	-	-	104
Amortization of acquisition-related intangibles	69	(69)	-	-	-	-	-	-
Total adjustments	370	(69)	-	-	(23)	-	(174)	104
EBITDA	\$ 58	\$ (17)	\$ 239	\$ (1)	\$ (23)	\$ 161	\$ -	\$ 417