

# TAKE-TWO INTERACTIVE SOFTWARE, INC.

(NASDAQ: TTWO)

MAY 2021

### **CAUTIONARY NOTE: FORWARD-LOOKING STATEMENTS**

The statements contained herein which are not historical facts are considered forward-looking statements under federal securities laws and may be identified by words such as "anticipates," "believes," "estimates," "expects," "intends," "plans," "potential," "predicts," "projects," "seeks," "should," "will," or words of similar meaning and include, but are not limited to, statements regarding the outlook for the Company's future business and financial performance. Such forward-looking statements are based on the current beliefs of our management as well as assumptions made by and information currently available to them, which are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict. Actual outcomes and results may vary materially from these forwardlooking statements based on a variety of risks and uncertainties including: the uncertainty of the impact of the COVID-19 pandemic and measures taken in response thereto; the effect that measures taken to mitigate the COVID-19 pandemic have on our operations, including our ability to timely deliver our titles and other products, and on the operations of our counterparties, including retailers and distributors; the effects of the COVID-19 pandemic on consumer demand and the discretionary spending patterns of our customers, including as the situation with the pandemic continues to evolve; the impact of reductions in interest rates by the Federal Reserve and other central banks, including on our short-term investment portfolio; the impact of potential inflation; volatility in foreign currency exchange rates; our dependence on key management and product development personnel; our dependence on our NBA 2K and Grand Theft Auto products and our ability to develop other hit titles; our ability to leverage opportunities on PlayStation 5 and Xbox Series X; the timely release and significant market acceptance of our games; the ability to maintain acceptable pricing levels on our games; and risks associated with international operations.

Other important factors and information are contained in the Company's most recent Annual Report on Form 10-K, including the risks summarized in the section entitled "Risk Factors," the Company's most recent Quarterly Report on Form 10-Q, and the Company's other periodic filings with the SEC, which can be accessed at www.take2games.com. All forward-looking statements are qualified by these cautionary statements and apply only as of the date they are made. The Company undertakes no obligation to update any forward-looking statement, whether as a result of new information, future events or otherwise.

### **COMPANY OVERVIEW**



Leading developer, publisher and marketer of interactive entertainment, the strongest growth segment of the entertainment industry.

	R		PRIY TE DIVISION		Socialpoint
CONSOLE	X	X	X		
PC	X	X	X		
MOBILE	X	X		X	X



### **OUR APPROACH**

### **OUR STRATEGY**

To develop the highest-quality, most compelling interactive entertainment franchises in the business and deliver them on platforms that are relevant to our audience.

### **OUR CORE TENETS**

### **CREATIVITY**

### INNOVATION

**EFFICIENCY** 

### **OUR STRATEGIC ADVANTAGES TO DRIVE GROWTH**

- World-class creative teams
- Culture of **empowering our talent** to enable creative expression
- Diverse portfolio of the highest-quality intellectual properties in the business
- Best in class global marketing and sales distribution
- Leading technology, including creative tools and enhanced data analytics



### **DIVERSE PORTFOLIO OF INDUSTRY-LEADING INTELLECTUAL PROPERTY**

11 SERIES WITH INDIVIDUAL TITLES THAT HAVE SOLD-IN OVER 5 MILLION UNITS























### **3 TOP-200 GROSSING MOBILE GAMES\***







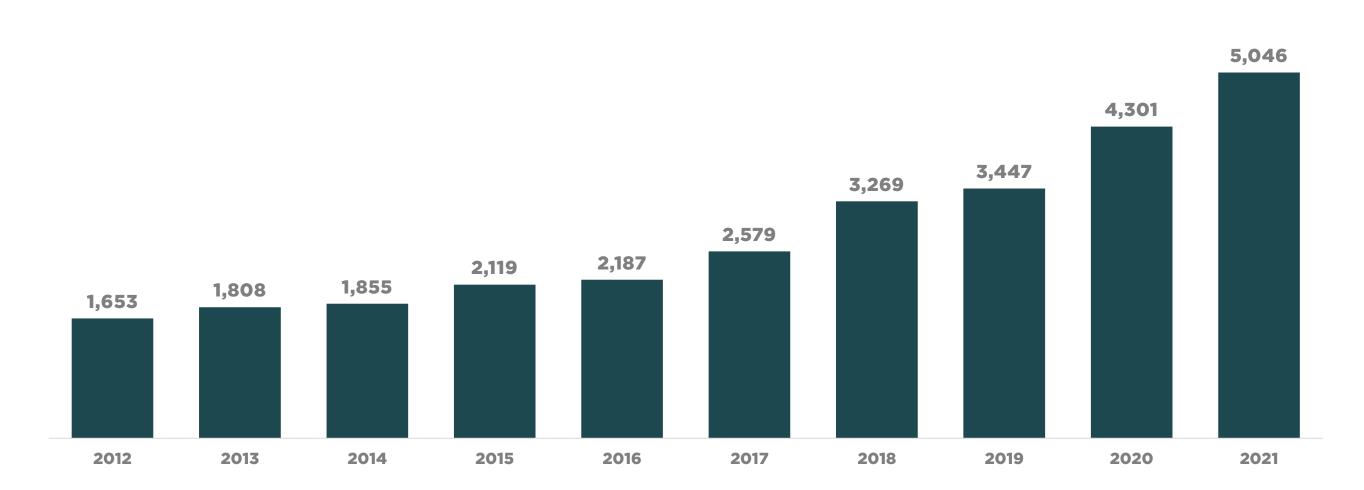
<sup>\*</sup> Source: App Annie, iOS and Google Play combined.



### **EXPANDING DEVELOPMENT CAPACITY**

Significantly **expanding** our development staff headcount to **support our pipeline**, which is the largest in our company's history.

### **DEVELOPMENT STUDIO STAFF HEADCOUNT \***

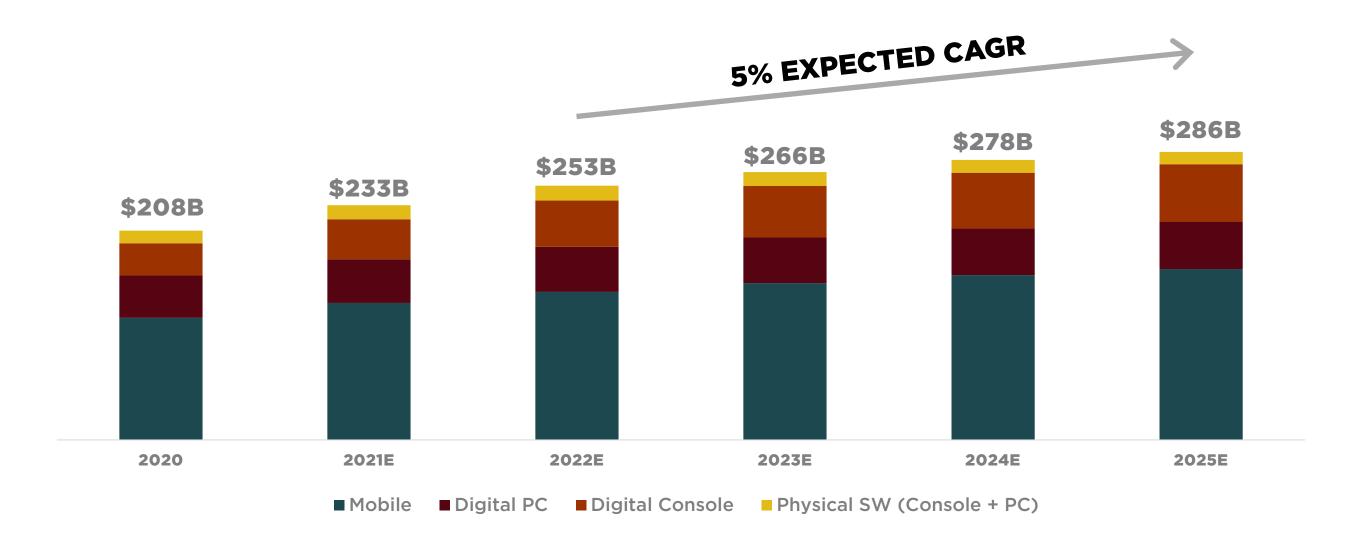


<sup>\*</sup> As of March 31 each year.



### **EXPANDING MARKET OPPORTUNITY**

### **GLOBAL VIDEO GAME MARKET** (in Billions)



Source: IDG Consulting, February 2021. Excludes hardware.



### **GAMING INDUSTRY HAS STRONG SECULAR TAILWINDS**

There were

## 2.8 BILLION

global video game players in 2021

28 BILLION HOURS

of gameplay watched across Twitch, Youtube Gaming and Facebook Gaming in 2020 6%

Total global video game players CAGR from 2015-2020

Size of mobile gaming market in 2020

\$86 BILLION

Gaming is poised to become the

#1

entertainment vertical in 2021

Average age of a gamer is

35-44 YEARS OLD

**495 MILLION** 

Estimated size of the global eSports audience in 2020, surpassing the global audience for many traditional sports

**75%** 

of all U.S. households have at least one person who plays video games

Source: IDG Consulting, ESA, Newzoo, Streamlabs and Stream Hatchet.





## **ROCKSTAR GAMES**

- Groundbreaking blockbuster titles
- Focused on internally owned and developed IP
- 10 internal studios

## ROCKSTAR GAMES: DIVERSE PORTFOLIO OF INDUSTRY-LEADING INTELLECTUAL PROPERTY









#### \* The NPD Group.



### The Grand Theft Auto Series

- One of the most successful, iconic and critically acclaimed brands in all of entertainment
- Pioneered the open-world genre
- Series has sold-in over 345 million units

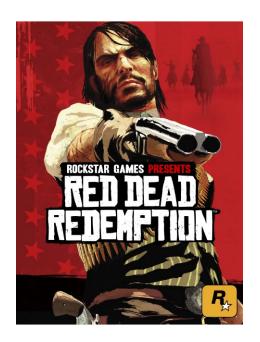
### Grand Theft Auto V

- Over 145 million units sold-in to date
- Reached \$1 billion in retail sales faster than any entertainment release in history
- Best-selling game of the decade in the U.S.,
   based on both unit and dollar sales\*
- **Enhanced** version (for Gen 9 consoles) launching in the second half of Calendar 2021

### **Grand Theft Auto Online**

- Constantly evolving
- **Regular release** of free updates (over 40 to date)
- Free with every copy of *Grand Theft Auto V*
- Standalone version launching in the second half of Calendar 2021

# ROCKSTAR GAMES: DIVERSE PORTFOLIO OF INDUSTRY-LEADING INTELLECTUAL PROPERTY







<sup>\*</sup> The NPD Group, Retail & Digital Games Tracking Services: 3 Years ending January 2021.

### The Red Dead Redemption Series

- Series has sold-in nearly 60M units worldwide
- Red Dead Redemption 2 sold in over 37M units
- Red Dead Redemption 2: 2nd best-selling title in
   US in past 3 years based on dollar sales\*
- Red Dead Online free with every copy of Red Dead Redemption 2
- Released standalone version of Red Dead Online in December 2020



# ROCKSTAR GAMES: DIVERSE PORTFOLIO OF INDUSTRY-LEADING INTELLECTUAL PROPERTY

### L.A. Noire



- Utilized revolutionary facial animation technology and deep story to blur the lines between film and games
- First video game to be an official selection of the Tribeca Film Festival
- L.A. Noire: The VR Case Files is one of the industry's top-rated virtual reality experiences

### **Midnight Club**



 The Midnight Club series created the open-city street racing genre

### Max Payne



 Rockstar Games' most technologically sophisticated and cinematic actionshooter to date





## **2K**

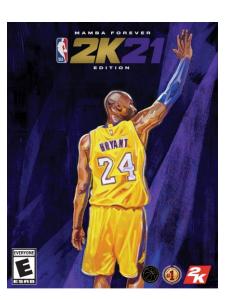
- Sports, shooter, action, role-playing and strategy titles
- Owned IP and long-term licensed brands
- 6 wholly owned studios, some of which have multiple locations
- Relationships with top external studios

### **NBA 2K SERIES**









### **BEST-SELLING**

basketball simulation property based on dollar sales and units in the US\*

Series has sold-in over

### 111 MILLION

units worldwide

One of the TOP CONTRIBUTORS

to TTWO's recurrent consumer spending

# FRANCHISE EXTENDED

with NBA 2K Online
in China, NBA 2K
Playgrounds 2,
NBA 2K Mobile
and NBA SuperCard

NBA 2K League,

# THE FIRST COMPETITIVE GAMING LEAGUE

jointly owned by a U.S. professional sports league, debuted in May 2018

<sup>\*</sup> The NPD Group, Retail & Digital Games Tracking Services: January 1995 - January 2021.



## 2K: DIVERSE PORTFOLIO OF INDUSTRY-LEADING INTELLECTUAL PROPERTY

### **Borderlands**



- Critically acclaimed, shooter-looter title
- Franchise has sold-in approximately70M units
- Borderlands 3 is 2K's fastest selling title and has sold-in approximately 13M units to date
- Borderlands 2 is 2K's top-selling title with over 25M units sold-in to date

### **BioShock**



- Unique, artistic, narrative-driven shooter
- Franchise has sold-in over 37 million units
- Every game in the BioShock franchise has received perfect review scores from an accredited/Metacritic level media outlet

### **Sid Meier's Civilization**



- One of world's top strategy titles for PC
- Franchise has sold-in over 57 million units
- Successful expansion packs

### ХСОМ



 Reimagined classic franchise as critically acclaimed, turn-based strategy game



### 2K: DIVERSE PORTFOLIO OF INDUSTRY-LEADING **INTELLECTUAL PROPERTY**

### Mafia



- Authentic, action-packed gangster saga
- The first Mafia game received numerous industry awards and nominations recognizing its gameplay, soundtrack, storyline and graphics

#### **PGA TOUR 2K**



- PGA TOUR 2K21 sold-in over 2 million units to-date
- Entered exclusive, long-term partnership with **Tiger Woods to appear exclusively in franchise** and serve as Executive Director/consultant
- Fastest-selling golf game by units over the past 10 years\*
- Highest-rated golf simulation of the current console generation\*\*

### WWE2K



- Successful, long-running World Wrestling Entertainment video game franchise
- 2K's **highest-grossing mobile game** with more than 23 million downloads
- WWE 2K22 will launch in Fiscal 2022

### WWE 2K Battlegrounds



- Provides casual gamers and diehard wrestling fans with an **over-the-top**. pick-up-and-play experience
- Supported with post-launch content

\*The NPD Group \*\* Metacritic





## **PRIVATE DIVISION**

Publishing label focused on bringing titles from the industry's leading creative talent to market

### PRIVATE DIVISION KEY RELEASES & PROJECTS



- Launched *The Outer Worlds* by Obsidian
   Entertainment, including the *Peril on Gorgon* DLC
   and the *Murder on Eridanos* DLC
- Publisher of Kerbal Space Program and the upcoming Kerbal Space Program 2
- Own and operate Intercept Studios, based in Seattle, a team charged with working on games set in the Kerbal universe, and other original IP
- Ancestors: The Humankind Odyssey sold-in over 1 million units
- Announced forthcoming games to be released from renowned independent studios:



- Based in London
- BAFTA and multi-award- winning independent studio
- Known for the OlliOlli series and Not a Hero
- Developer of OlliOlli World, to be released in Winter 2021, which is an homage to skateboarding and flow-state action sports



- BAFTA award-winning studio
- Best known for their work
   developing the critically acclaimed
   Ori and the Blind Forest and
   Ori and the Will of the Wisps

**COMING SOON:** Additional studios and games to be announced.







# SOCIAL POINT & PLAYDOTS

### SUCCESSFUL MOBILE ACQUISITIONS

FY 2017

**FY 2018** 

FY 2019

**FY 2020** 

**FY 2021** 

**Acquired Playdots** 

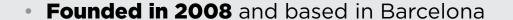
in September 2020

for ~\$200 million

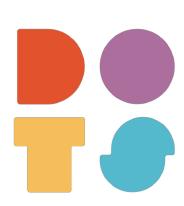
Acquired Socialpoint in January 2017 for approximately \$250 million



**About Social Point** 



- Its five mobile hits Dragon City, Monster
   Legends, Word Life, World Chef and Tasty Town have been downloaded over 600 million times
- 2 games in the **Top 155** grossing on iOS and Android\*



**About Playdots** 

- Founded in 2013 and based in New York City
- Playdots builds mobile games with unique and thoughtful designs
- Its three mobile hits Dots, Two Dots and Dots & Co. have been downloaded
   100+ million times

<sup>\*</sup> Source: App Annie, iOS and Google Play combined.



### **TOP MOBILE GAMES**







### **DRAGON CITY**

- Originally launched on Facebook in 2012 and mobile in January 2013
- Consistently charted in the annual top-100 grossing mobile games and top-20 grossing simulation games\*

### **MONSTER LEGENDS**

- Launched in 2013
- Consistently charted in the annual top-100 grossing mobile games and top-25 grossing RPG games\*

### TWO DOTS

- Downloaded 80+ million times
- Over **2,900 levels** of content
- Over 1 million Daily Active
   Users and 7 million Monthly
   Active Users
- Selected as an **Editor's Choice** in Google Play Store and Apple
   App Store



<sup>\*</sup> Source: App Annie, iOS and Google Play combined.



## **OUR STRATEGY**

### **COMPANY GROWTH DRIVERS**

Strong fundamentals and a healthy balance sheet position us for a **long-term trajectory** of growth.

### **KEY BUSINESS DRIVERS INCLUDE:**

- Investing in the Company's strongest development pipeline in its history
- Promoting engagement and growth in recurrent consumer spending
- Expanding our mobile offerings and capabilities
- Implementing **new business models**, including subscriptions, free-to-play and standalone online titles
- Participating in new distribution channels, including streaming/cloud gaming and direct-to-consumer
- Pursuing emerging opportunities, such as eSports and expansion in underpenetrated markets, including China
- Continued focus on M&A, following successful recent transactions



# INVESTING IN THE COMPANY'S STRONGEST DEVELOPMENT PIPELINE IN ITS HISTORY

	IMMERSIVE CORE	INDEPENDENT	MOBILE	MID-CORE	NEW ITERATIONS OF PREVIOUSLY RELEASED TITLES	TOTAL
FISCAL 2022	4	1	10	-	6	21
FISCAL 2023-2024	19	5	10	4	3	41
TOTAL	23	6	20	4	9	62

- Our teams are **focused on delivering the strongest pipeline** in our company's history over the next few years, including releases from new and existing franchises
- We plan to bring over 60 titles to market through Fiscal 2024
- To support this robust pipeline, we have **hired over 1,500 developers** over the last two years



## PROMOTING ENGAGEMENT AND GROWTH IN RECURRENT CONSUMER SPENDING

**VIRTUAL CURRENCY** 







FREE-TO-PLAY







**ADD-ON CONTENT** 









### **EXPANDING OUR MOBILE OFFERINGS AND CAPABILITIES**

### HIGH-QUALITY, FREE-TO-PLAY IP CREATED FOR MOBILE PLATFORMS













### CORE GAMING EXPERIENCES OPTIMIZED FOR SMALLER SCREENS (NEW RELEASES/PORTS)



























### FREE-TO-PLAY APPS RELATED TO CORE FRANCHISES (COMPANION APPS/BRAND EXTENSIONS)





















### **IMPLEMENTING NEW BUSINESS MODELS**

### **SUBSCRIPTIONS**







### FREE-TO-PLAY

- 24 Free-to-play titles launching between fiscal 2022 and fiscal 2024, including titles from 2K, Socialpoint and Playdots
- Top existing free-to-play titles include:











### **STANDALONE ONLINE TITLES**





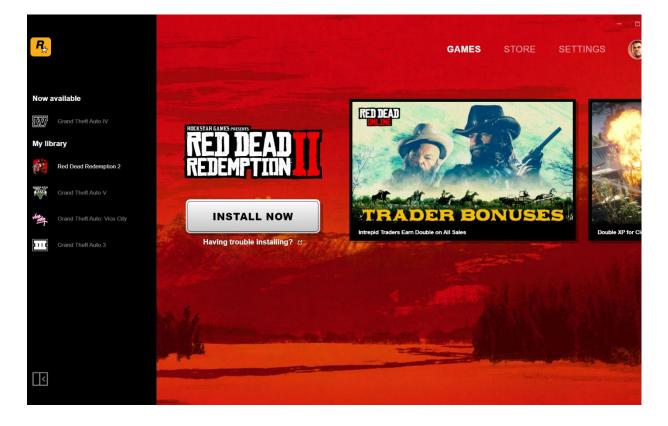
(STANDALONE SKU LAUNCHING IN THE SECOND HALF OF CALENDAR 2021)



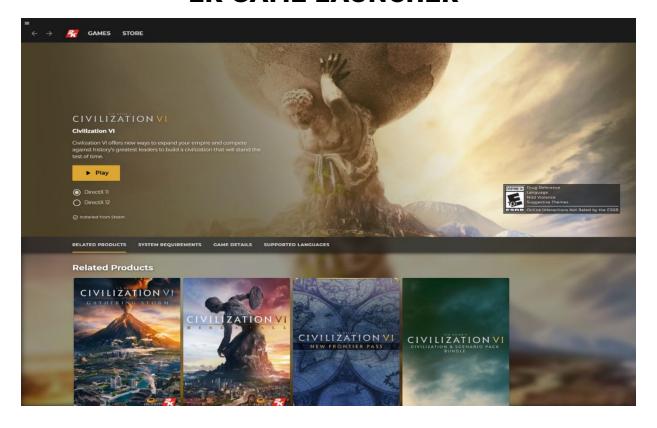
### PARTICIPATING IN NEW DISTRIBUTION CHANNELS

### **DIRECT TO CONSUMER**

### **ROCKSTAR GAME LAUNCHER**



### **2K GAME LAUNCHER**



### **STREAMING/CLOUD GAMING**







Cloud-enabled games



### **PURSUING EMERGING OPPORTUNITIES**

### **ESPORTS**

### CHINA



- Joint venture between Take-Two and the NBA
- **Sponsors/partners** include AT&T, Bud Light, Champion, DoorDash, Raynor Gaming, SAP, Scuf, Sony and Snickers
- Season 4 underway through September 2021, with
   23 teams participating
- Games will be simulcast live on the NBA 2K League's Twitch and YouTube channels, and can be viewed on ESRevolution, eGG Network in Southeast Asia, Loco in India and Sport1 in Europe



- Launched in August 2018
- Free-to-play NBA simulation
- Co-developed by Visual Concepts and Tencent
- #1 PC online sports game in China with over 52 million registered users across NBA 2K Online 1 and NBA 2K Online
   2



- Launched on Tencent's WeGame platform in China in February 2021
- Adds to our successful partnerships with Tencent to bolster our offerings in China



### **SUCCESSFUL TRACK RECORD OF M&A**

### **RECENT ACQUISITIONS INCLUDE:**

**FY 2017** 

**FY 2018** 

FY 2019

**FY 2020** 

FY 2021

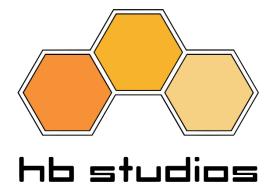












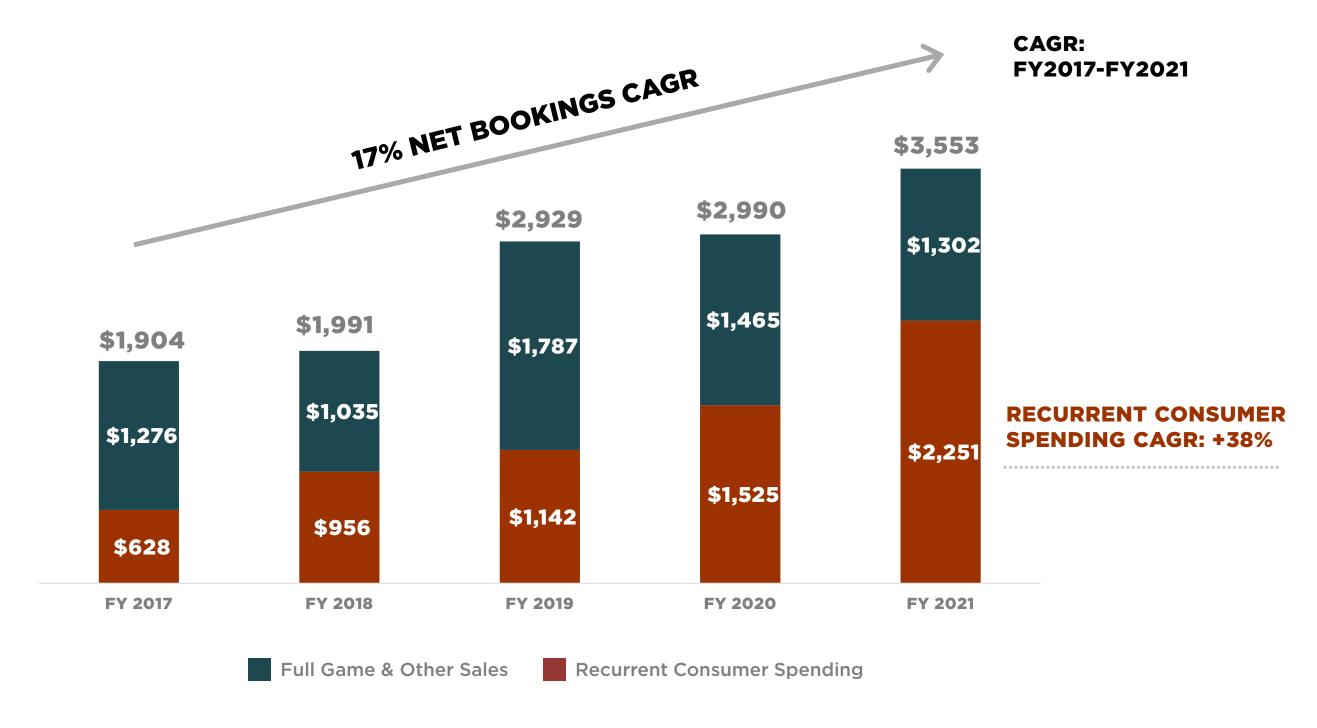




## **OUR FINANCIALS**

### **DRIVING LONG-TERM NET BOOKINGS GROWTH**

(\$ in Millions)



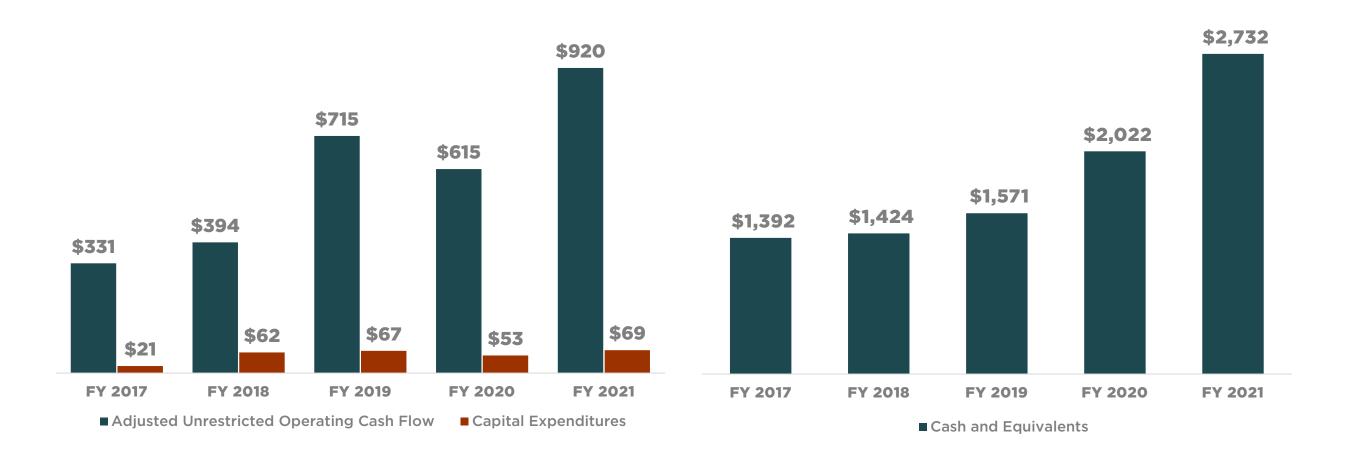


### **OUR BUSINESS IS HIGHLY CASH GENERATIVE**

ADJUSTED UNRESTRICTED
OPERATING CASH FLOW (NON-GAAP) \*
AND CAPITAL EXPENDITURES

(\$ in Millions)

**CASH & EQUIVALENTS** (\$ in Millions)



<sup>\*</sup> During Q2 FY19, the Company began reporting a Non-GAAP measure of financial performance: Adjusted Unrestricted Operating Cash Flow, which is defined as GAAP net cash from operating activities, adjusted for changes in restricted cash. Prior periods have been restated in the chart above. Please see the slide titled "Non-GAAP Financial Measure" for additional information and a reconciliation to GAAP.





## **OUR CULTURE**

### **OUR RECOGNITIONS**

### We're Great Place to Work-Certified™!



Take-Two Interactive Software, Inc.

96% of employees at Take-Two Interactive Software, Inc. say it is a great place to work compared to 59% of employees at a typical U.S.-based company\*

Take-Two Interactive Software, Inc.

96%

Typical Company

59%

Source: Great Place to Work® 2019 U.S. National Employee Engagement Study\*





### **OUR COMMITMENT TO PHILANTHROPY**

We are committed to supporting numerous charitable organizations throughout the world.



























German

Red **Cross** 











IMAGE





















### **GIVING BACK AT TAKE-TWO**

We recognize our responsibility and capacity to help be a force for good within our society. Whether supporting international, national, or local organizations in the areas where we operate, our Company's efforts include:

- **Industry-wide initiatives** led by the Entertainment Software Association
- Educational programs, especially for students in underserved communities, to develop STEM and creative skills that can be helpful in pursuing related college degrees and future positions within our industry
- Programs that promote and influence diversity, equity,
   and inclusion in the industry and workplace
- Chambers of commerce, food pantries and shelters, and youth programs
- Employee volunteerism opportunities around environmental sustainability, mentoring, and preparing and serving meals to those in need





### **NON-GAAP FINANCIAL MEASURE**

In addition to reporting financial results in accordance with U.S. generally accepted accounting principles (GAAP), the Company uses a Non-GAAP measure of financial performance: Adjusted Unrestricted Operating Cash Flow, which is defined as GAAP net cash from operating activities, adjusted for changes in restricted cash. The Company's management believes it is important to consider Adjusted Unrestricted Operating Cash Flow, in addition to net cash from operating activities, as it provides more transparency into current business trends without regard to the timing of payments from restricted cash, which is primarily related to a dedicated account limited to the payment of certain internal royalty obligations.

This Non-GAAP financial measure is not intended to be considered in isolation from, as a substitute for, or superior to, GAAP results. This Non-GAAP financial measure may be different from similarly titled measures used by other companies. In the future, Take-Two may also consider whether other items should also be excluded in calculating this Non-GAAP financial measure used by the Company.

Management believes that the presentation of this Non-GAAP financial measure provides investors with additional useful information to measure Take-Two's financial and operating performance. In particular, this measure facilitates comparison of our operating performance between periods and may help investors to understand better the operating results of Take-Two. Internally, management uses this Non-GAAP financial measure in assessing the Company's operating results and in planning and forecasting. A reconciliation of this Non-GAAP financial measure to the most comparable GAAP measure is contained in the chart below.

## TAKE-TWO INTERACTIVE SOFTWARE, INC. and SUBSIDIARIES RECONCILIATION OF GAAP TO NON-GAAP MEASURE (in thousands)

	Twelve months ended March 31,									
	2021		2020		2019		2018 (2)		2017 (2)	
Net cash from operating activities	\$	912,318	\$	685,678	\$	843,515	\$	493,527	\$	407,903
Net change in Restricted cash related to Operations (1)		7,965		(70,267)		(128,063)		(99,580)		(76,649)
Adjusted Unrestricted Operating Cash Flow	\$	920,283	\$	615,411	\$	715,452	\$	393,947	\$	331,254
Restricted cash beginning of period (4/1)	FY 2021 \$ 635,728		FY 2020 \$ 565,461		FY 2019 \$ 437,398		FY 2018 \$ 337,818		FY 2017 \$ 261,169	
Less Restricted cash end of period (3/31)	Ψ	637,363	Ψ	635,728	Ψ	565,461	Ψ	437,398	4	337,818
Plus Restricted cash related to acquisitions		9,600		<u>-</u>		<u>-</u>				
(1) Net change in Restricted cash related to Operations	\$	7,965		(\$ 70,267)	(	\$ 128,063)		(\$ 99,580)		(\$ 76,649)





## **THANK YOU**