## UNITED STATES

SECURITIES AND EXCHANGE COMMISSION WASHINGTON, D.C. 20549

FORM 10-Q
(Mark One)
[x] Quarterly report pursuant to Section 13 or $15(\mathrm{~d})$ of the Securities Exchange Act of 1934 For the quarterly period ended April 30, 2000

OR
[ ] Transition report pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934 For the transition period from $\qquad$ to $\qquad$

Commission File Number 0-29230
TAKE-TWO INTERACTIVE SOFTWARE, INC. (Exact name of registrant as specified in its charter)


TAKE-TWO INTERACTIVE SOFTWARE, INC. and SUBSIDIARIES
QUARTER ENDED APRIL 30, 2000

## FORM 10-Q

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Item 1.
TAKE-TWO INTERACTIVE SOFTWARE, INC. and SUBSIDIARIES
Consolidated Condensed Balance Sheets
As of April 30, 2000 (unaudited) and October 31, 1999

## ASSETS:

Current assets:
Cash and cash equivalents
Accounts receivable, net of allowances of $\$ 4,929,269$ and $\$ 6,816,682$, respectively Inventories
Prepaid royalties
Prepaid expenses and other current assets
Marketable securities
Deferred tax asset
Total current assets
Fixed assets, net
Prepaid royalties
Capitalized software development costs, net
Investment in affiliates
other investments
Intangibles, net of accumulated amortization of $\$ 6,016,473$ and $\$ 3,251,358$ respectively Other assets, net

## Total assets

## LIABILITIES and STOCKHOLDERS' EQUITY:

Current liabilities:
Accounts payable
Accrued expenses
Lines of credit, current portion
Current portion of capital lease obligation
Notes payable, net of discount
Total current liabilities
Notes payable, net of current portion
Capital lease obligation, net of current portion
Other liabilities
Minority interest

## Total liabilities

Commitments and contingencies
Stockholders' equity:
Common stock, par value $\$ .01$ per share; 50,000,000 shares authorized;
$28,879,122$ and $23,085,455$ shares issued and outstanding
Additional paid-in capital
Deferred compensation
Retained earnings
Accumulated other comprensive loss
Total stockholders' equity
Total liabilities and stockholders' equity

The accompanying notes are an integral part of the consolidated condensed financial statements Certain amounts have been reclassified for comparative purposes

April 30,2000
October 31, 1999
(unaudited)

> \$ 3,185,666 82,628,593 39, 205, 394 23,662,774 11,667,020 7,013,750 2,004,689
> 169,367,886
> 5,539, 147
> 75,000
> 3,415, 467
> 4,100, 000
> 112,542,733
> ------------
> \$ 295,040, 233
> ============
\$ 10, 374, 562 108, 802,903 41, 299, 838 20, 118, 160 6, 374, 031

2, 004, 689
$188,974,183$

4, 120, 317
1,510,530
2,226,670
3, 954, 668
100, 000
30, 856, 983
973, 026
\$ 232, 716, 377
============
\$ 71, 229, 744 20, 161, 810 56, 047,846 65, 204 30, 611
$147,535,215$
58, 363 19, 882
44, 261
399, 000
1,500, 000
$134,766,101$
147,613,460
--------.-.

230, 855 67, 345, 381 $(47,925)$ 18, 401, 625 $(827,019)$ 85,102,917
\$ $232,716,377$
============

Net sales
Cost of sales
Gross profit
Operating expenses:
Selling and marketing
General and administrative
Research and development costs
Depreciation and amortization
Total operating expenses
Income from operations
Interest expense, net
Income before equity in loss of affiliate and income taxes
Equity in loss of affiliate
Income before income taxes
Provision for income taxes
Net income

Per share data:
Basic:
Weighted average common shares outstanding
Net income per share
Diluted:
Weighted average common shares outstanding
Net income per share

The accompanying notes are an integral part of the consolidated condensed financial statements. Certain amounts have been reclassified for comparative purposes

Three months ended April 30,

| 2000 |  | 1999 | 2000 | 1999 |
| :---: | :---: | :---: | :---: | :---: |
| \$ 70, 036,073 | \$ | 52, 165, 332 | \$192, 925,799 | \$120, 445,985 |
| 41, 781, 203 |  | 36, 085, 017 | 128, 054, 812 | 89,622,857 |
| 28,254,870 |  | 16, 080, 315 | 64,870,987 | 30, 823, 128 |
| 9, 912, 061 |  | 5, 328, 266 | 25,187,685 | 9,489,469 |
| 7,324,710 |  | 6, 225,883 | 16,619,630 | 10,637, 381 |
| 1,363,870 |  | 632, 005 | 2,989,308 | 1, 224, 149 |
| 2,173,787 |  | 560,006 | 3,576,454 | 1, 013,421 |
| 20,774,428 |  | 12,746,160 | 48, 373, 077 | 22, 364, 420 |
| 7,480,442 |  | 3, 334, 155 | 16,497,910 | 8,458,708 |
| 1,374,754 |  | 782,953 | 2,881, 090 | 1,599,470 |
| $6,105,688$ |  | 2,551, 202 | 13,616,820 | 6,859,238 |
| 606, 378 |  | -- | 762,682 |  |
| 5,499,310 |  | 2,551, 202 | 12,854,138 | 6,859,238 |
| 2,145, 099 |  | 990, 030 | 4,713, 269 | 2,403,230 |
| \$ 3,354, 211 | \$ | 1,561, 172 | \$ 8, 140,869 | \$ 4,456, 008 |

9,
0, 637, 381
$1,224,149$
$1,013,421$
$22,364,420$
$8,458,708$
1,599,470
6, 859, 238

6, 859, 238
\$ 4,456,008
===========

| 25,698, 852 | 19,152,376 |  | 24,423,859 |  | 18,674,517 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ 0.13 | \$ | 0.08 | \$ | 0.33 | \$ | 0.24 |
| 26,819, 177 | 20, 751, 120 |  | 25,631,363 |  | 20,131, 660 |  |
| \$ 0.13 | \$ | 0.08 | \$ | 0.32 | \$ | 0.22 |

Cash flows from operating activities
Net income
Adjustment to reconcile net income to net cash used in operating activities：
Depreciation and amortization
Loss on disposal of fixed assets
Net gain from eUniverse transactions
Equity in loss of affiliate
Provision for doubtful accounts
Provision for inventory
Amortization of deferred compensation
Forfeiture of compensatory stock options in connection with AIM acquisition
Amortization of affiliate purchase option
Issuance of compensatory stock
Changes in operating assets and liabilities，net of effects of acquisitions：
Decrease in accounts receivable
Decrease in inventories，net
Increase in prepaid royalties
Increase in advances to developers
Increase in prepaid expenses and other current assets
（Increase）decrease in capitalized software development costs
Decrease in other assets，net
Decrease in accounts payable
Increase in accrued expenses
Decrease in other liabilities
Net cash used in operating activities
Cash flows from investing activities：
Purchase of fixed assets
Cash paid for investments
Acquisitions，net cash paid
Additional cash paid for prior acquisition
Net cash used in investing activities
Cash flows from financing activities：
Net borrowings under the line of credit
Repayment on notes payable
Proceeds from exercise of stock options
Proceeds from private placements
Proceeds from minority interest
Proceeds from the exercise of public warrants
Repayment of capital lease obligation
Tax benefit from exercise of stock options

Net cash provided by financing activities
Effect of foreign exchange rates
Net decrease in cash for the period
Cash and cash equivalents，beginning of the period
Cash and cash equivalents，end of the period

Supplemental disclosure of non－cash investing and financing activities： Gain from DVDWave transactions

Gain from eUniverse transactions
Tax benefit from exercise of stock options
Gathering purchase option

Supplemental information on businesses acquired：
Fair value of assets acquired：
Cash
Inventories，net
Prepaid expenses and other assets
Property and Equipment，net Goodwill
Less liabilities assumed
Line of credit
Accounts payable
Accrued expenses
Other liabilities
Stock issued
Direct transaction costs
Investment interest and purchase option

| Six months | April 30， |
| :---: | :---: |
| 2000 | 1999 |
| \＄8，140，869 | \＄4，456， 008 |
| 3，576，454 | 1，015，149 |
| 99， 057 | 57，504 |
| $(2,776,449)$ | －－ |
| 762，682 | －－ |
| $(1,349,052)$ | 362，530 |
| $(41,832)$ | $(28,904)$ |
| 24，766 | 136，434 |
| －－ | $(146,418)$ |
| 201， 316 | 100，658 |
| －－ | 299， 779 |
| 22，692，917 | 7，262，129 |
| 2，136，276 | 4，355，461 |
| $(18,035,989)$ | $(4,575,076)$ |
| －－ | $(1,641,911)$ |
| $(418,632)$ | $(137,426)$ |
| $(1,188,796)$ | 75，428 |
| （38，－－ | 33， 259 |
| $(38,918,992)$ | $(15,684,653)$ |
| 3，664，469 | 1，452， 212 |
| －－ | $(136,000)$ |
| $(21,430,936)$ | $(2,743,837)$ |
| $(1,224,909)$ | $(1,599,373)$ |
| $(5,975,000)$ | $(1,332,000)$ |
| $(4,274,611)$ | $(81,712)$ |
| $(1,276,900)$ | －－ |
| $(12,751,420)$ | $(3,013,085)$ |
| 12，036， 321 | 2，602，236 |
| 12，－－ | $(409,381)$ |
| 5，397，602 | 1，965，815 |
| 8，515，535 | －－ |
| 1，500， 000 | －－ |
| －－－ | 223，889 |
| $(44,926)$ | $(51,226)$ |
| 1，940，655 | 723，323 |
| 29，345， 187 | 5，054， 656 |
| $(2,351,727)$ | $(613,426)$ |
| $(7,188,896)$ | $(1,315,692)$ |
| 10，374， 562 | 2，762，837 |
| \＄3，185，666 | \＄1，447，145 |

\＄$(870,883)$
＝＝＝＝ニ＝＝＝＝＝＝
\＄$(1,905,566)$
＝＝＝＝＝＝＝＝＝＝＝＝
$\$ 1,940,655$
＝＝＝＝＝＝＝＝＝＝＝＝
\＄
＝ニニニ＝＝＝＝＝＝＝
\＄195， 270
390， 420
4，899， 200
1，011， 622
83，291， 209
$(7,267,828)$
$(1,059,742)$
$(24,046,405)$
$(48,980,169)$
$(3,963,696)$
\＄
＝＝＝＝＝＝＝＝＝＝＝＝
\＄
＝＝＝＝＝＝＝＝＝＝＝＝
\＄723， 323
＝＝＝＝＝＝＝＝＝＝＝＝
\＄1，275，000
\＄343，865 5，852，779 2，301， 672 320， 123 629， 155 5，136， 686
$(2,210,517)$
$(6,132,408)$
（370， 972 ）
$(5,237,842)$
$(206,964)$

During the six months ended April 30, 2000, the Company paid \$1,276,900 in cash and issued $\$ 161,140$ in common stock related to a prior period acquisition. Such payments were capitalized and recorded as Goodwill.

The accompanying notes are an integral part of the consolidated condensed financial statements
Certain amounts have been reclassified for comparative purposes

Balance, November 1, 1998
Issuance of compensatory stock options
Exercise of stock options

Amortization of deferred compensation
Forfeiture of compensatory stock options in connection with AIM acquisition
Issuance of common stock in connection with LDA and Joytech acquisition
Issuance of common stock in connection with DVDWave.com acquisition
Issuance of common stock in connection with Funsoft acquisition
Issuance of common stock in connection with the investment in affiliate
Issuance of common stock in connection with the Triad and Global acquisition
Proceeds from exercise of public warrants
Issuance of common stock in connection with a public offering, net of issuance costs

Issuance of common stock in lieu of royalty payments
Tax benefit in connection with the exercise of stock options
Foreign currency translation adjustment
Net income
Balance, October 31, 1999

Exercise of stock options
Amortization of deferred compensation
Issuance of common stock in connection with LDA and Joytech acquisition
Issuance of common stock in connection with Pixel acquisition
Issuance of common stock in connection with GOD acquisition
Issuance of common stock in connection with private placements, net of issuance costs

Issuance of common stock in lieu of repayment of debt assumed from Pixel
Issuance of common stock in connection with the purchase of DVD
Tax benefit in connection with the exercise of stock options
Foreign currency translation adjustment
Unrealized gain on available-for-sale securities
Net income
Balance, April 30, 2000

Balance, November 1, 1998
Issuance of compensatory stock options
Exercise of stock options
Amortization of deferred compensation
Forfeiture of compensatory stock options in connection with AIM acquisition
Issuance of common stock in connection with LDA and Joytech acquisition
Issuance of common stock in connection with DVDWave.com acquisition
Issuance of common stock in connection with Funsoft acquisition

| Common Stock |  |  |
| :---: | :---: | :---: |
| Shares |  | Amount |
| 18,071,972 | \$ | 180,719 |
| 536,923 |  | 5,369 |
| 613,218 |  | 6,133 |
| -- |  | -- |
| -- |  | -- |
| 364,766 |  | 3,648 |
| 50, 000 |  | 500 |
| 60,281 |  | 603 |
| 125,000 |  | 1,250 |
| 162,500 |  | 1,625 |
| 40,795 |  | 408 |
| 3,005,000 |  | 30,050 |
| 55,000 |  | 550 |
| -- |  | -- |
| -- |  | -- |
| -- |  | -- |
| 23,085,455 |  | 230,855 |
| 1,099,507 |  | 10,995 |
| -- |  | -- |
| 15,798 |  | 158 |
| 2,561,245 |  | 25,612 |
| 1,060,017 |  | 10,600 |
| 876,678 |  | 8,767 |
| 167,922 |  | 1,679 |
| 12,500 |  | 125 |
| -- |  | -- |
| -- |  | -- |
| -- |  | -- |
| -- |  | -- |
| 28,879,122 | \$ | 288,791 |

Deferred

## Additional

 Paid-in Capital\$ $33,546,417$
831, 203
$2,378,753$

181, 357
Deferred Compensation \$ $(223,657)$
$(5,625)$
$(146,418)$
3,716,965
505, 750
466,575

Issuance of common stock in connection with the investment in affiliate
Issuance of common stock in connection with the Triad and Global acquisition Proceeds from exercise of public warrants

Issuance of common stock in connection with a public offering, net of issuance costs

Issuance of common stock in lieu of royalty payments
Tax benefit in connection with the exercise of stock options
Foreign currency translation adjustment
Net income
Balance, October 31, 1999
Exercise of stock options
Amortization of deferred compensation
Issuance of common stock in connection with LDA and Joytech acquisition
Issuance of common stock in connection with Pixel acquisition
Issuance of common stock in connection with GOD acquisition
Issuance of common stock in connection with private placements, net of issuance costs

Issuance of common stock in lieu of repayment of debt assumed from Pixel
Issuance of common stock in connection with the purchase of DVD
Tax benefit in connection with the exercise of stock options
Foreign currency translation adjustment
Unrealized gain on available-for-sale securities
Net income
Balance, April 30, 2000

Balance, November 1, 1998
Issuance of compensatory stock options
Exercise of stock options
Amortization of deferred compensation
Forfeiture of compensatory stock options in connection with AIM acquisition

Issuance of common stock in connection with LDA and Joytech acquisition
Issuance of common stock in connection with DVDWave.com acquisition
Issuance of common stock in connection with Funsoft acquisition
Issuance of common stock in connection with the investment in affiliate
Issuance of common stock in connection with the Triad and Global acquisition
Proceeds from exercise of public warrants
Issuance of common stock in connection with a public offering, net of issuance costs

Issuance of common stock in lieu of royalty payments
Tax benefit in connection with the exercise of stock options
Foreign currency translation adjustment
Net income
Balance, October 31, 1999
Exercise of stock options
Amortization of deferred compensation
Issuance of common stock in connection with LDA and Joytech acquisition
Issuance of common stock in connection with Pixel acquisition
Issuance of common stock in connection with GOD acquisition

Issuance of common stock in connection with private placements, net of issuance costs

Issuance of common stock in lieu of repayment of debt assumed from Pixel
Issuance of common stock in connection with the purchase of DVD
Tax benefit in connection with the exercise of stock options
Foreign currency translation adjustment
Unrealized gain on available-for-sale securities

Net income
Balance, April 30, 2000

Issuance of compensatory stock options
Exercise of stock options
Amortization of deferred compensation
Forfeiture of compensatory stock options in connection with AIM acquisition
Issuance of common stock in connection with LDA and Joytech acquisition
Issuance of common stock in connection with DVDWave.com acquisition
Issuance of common stock in connection with Funsoft acquisition
Issuance of common stock in connection with the investment in affiliate
Issuance of common stock in connection with the Triad and Global acquisition
Proceeds from exercise of public warrants
Issuance of common stock in connection with a public offering, net of issuance costs

Issuance of common stock in lieu of royalty payments
Tax benefit in connection with the exercise of stock options
Foreign currency translation adjustment
Net income
Balance, October 31, 1999
Exercise of stock options
Amortization of deferred compensation
Issuance of common stock in connection with LDA and Joytech acquisition
Issuance of common stock in connection with Pixel acquisition
Issuance of common stock in connection with GOD acquisition
Issuance of common stock in connection with private placements, net of issuance costs

Issuance of common stock in lieu of repayment of debt assumed from Pixel
Issuance of common stock in connection with the purchase of DVD
Tax benefit in connection with the exercise of stock options
Foreign currency translation adjustment
Unrealized gain on available-for-sale securities
Net income

Balance, April 30, 2000

The accompanying notes are an integral part of
the consolidated condensed financial statements. Certain amounts have been reclassified for comparative purposes

# TAKE-TWO INTERACTIVE SOFTWARE, INC. and SUBSIDIARIES <br> Notes to Interim Consolidated Condensed Financial Statements <br> (Information at April 30, 2000 and for the three and six month periods ended April 30, 2000 and 1999 is unaudited) 

1. Organization:

Take-Two Interactive Software, Inc. (the "Company") is a leading global developer, publisher and distributor of interactive software games designed for multimedia personal computers and video game console platforms.
2. Significant Accounting Policies and Transactions:

Basis of Presentation
The Consolidated Condensed Financial Statements of the Company have been prepared in accordance with the instructions to Form 10-Q and Article 10 of Regulation S-X. Accordingly, they do not include all information and disclosures necessary for a presentation of the Company's financial position, results of operations and cash flows in conformity with generally accepted accounting principles. In the opinion of management, these financial statements reflect all adjustments, consisting only of normal recurring accruals, necessary for a fair presentation of the Company's financial position, results of operations and cash flows for such periods. The results of operations for any interim periods are not necessarily indicative of the results for the full year. These financial statements should be read in conjunction with the financial statements and notes thereto contained in the Company's Annual Report on Form 10-K for the fiscal year ended October 31, 1999.

Risk and Uncertainties
The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the dates of the financial statements and the reported amounts of revenues and expenses during the reporting periods. The most significant estimates and assumptions relate to: the recoverability of capitalized software development costs, prepaid royalties, advances to developers and other intangibles, allowances for returns and income taxes. Actual amounts could differ from those estimates.

Prepaid Royalties
Prepaid royalties represent prepayments made to independent software developers under development agreements. Prepaid royalties are expensed at the contractual royalty rate as cost of goods sold based on actual net product sales. Management continuously evaluates the future realization of prepaid royalties, and charges to cost of sales any amount that management deems unlikely to be realized at the contractual royalty rate through product sales. Prepaid royalties are classified as current and non-current assets based upon estimated net product sales within the next year.

Prepaid royalties were written down by $\$ 109,242$ and $\$ 187,414$ for the three months ended April 30, 2000 and 1999, respectively, and \$109,242 and \$844,112 for the six months ended April 30, 2000 and 1999, respectively, to estimated net realizable value. Amortization of prepaid royalties amounted to $\$ 1,737,751$ and $\$ 1,952,532$ for the three months ended April 30, 2000 and 1999, respectively, and $\$ 4,791,016$ and $\$ 3,882,371$ for the six months ended April 30, 2000 and 1999, respectively.

Capitalized Software Development Costs
Costs associated with research and development are expensed as incurred. Software development costs incurred subsequent to establishing technological feasibility are capitalized. Capitalized software costs are compared, by game title, to estimated net realizable value of the product and amounts in excess of estimated net realizable value, if any, are immediately written off.

Capitalized software costs were written down by $\$ 240,184$ and $\$ 520,068$ for the three months ended April 30, 2000 and 1999, respectively, and $\$ 249,184$ and \$688,068 for the six months ended April 30, 2000 and 1999, respectively, to estimated net realizable value. Amortization of capitalized software costs amounted to $\$ 260,087$ and $\$ 180,000$ for the three months ended April 30, 2000 and 1999, respectively, and $\$ 328,970$ and $\$ 230,000$ for the six months ended April 30, 2000 and 1999, respectively.

## Segment Reporting

Statement of Financial Accounting Standards ("FAS") No. 131, "Disclosures about Segments of an Enterprise and Related Information", establishes standards for reporting information about operating segments in annual financial statements. FAS No. 131 had no impact on the Company's results of operations, financial position or cash flows. The Company's operations fall within one reportable segment as defined by FAS No. 131.

## Revenue Recognition

Distribution revenue is derived from the sale of third-party interactive software games and hardware and is recognized upon the shipment of product to retailers. Distribution revenue amounted to $\$ 33,309,323$ and $\$ 21,065,177$ for the three months ended April 30, 2000 and 1999, respectively, and $\$ 93,973,518$ and $\$ 65,415,815$ for the six months ended April 30, 2000 and 1999, respectively. The Company sometimes negotiates accommodations to retailers, including price discounts, credits and product returns, when demand for specific products fall below expectations. Historically, the Company's write-offs from returns for its distribution activities have been less than $1 \%$ of distribution revenues. Publishing revenue is derived from the sale of internally developed interactive software games or from the sale of product licensed from a third party developer and is recognized upon the shipment of product to retailers. Publishing revenue amounted to $\$ 36,726,750$ and $\$ 31,100,155$ for the three months ended April 30, 2000 and 1999, respectively, and $\$ 98,952,281$ and $\$ 55,030,170$ for the six months ended April 30, 2000 and 1999, respectively. The Company has historically experienced a product return rate of approximately $10 \%$ of gross publishing revenues.

The Company's distribution arrangements with retailers generally do not give them the right to return products, however, the company generally accepts product returns for stock balancing or defective products. The Company's publishing arrangements require the company to accept product returns. The Company establishes a reserve for future returns at the time of product sales, based primarily on these return policies, markdown allowances, and historical return rates, and as such, the Company recognizes
revenues net of product returns.
3. Income Taxes

The provisions for income taxes for the three months ended, as well as for the six months ended April 30, 2000 and 1999 are based on the Company's estimated annualized tax rate for the respective years, after giving effect to the utilization of available tax credits and tax planning opportunities.

## 4. Net Income per Share

The following table provides a reconciliation of basic earnings per share to dilutive earnings per share for the three and six months ended April 30, 2000 and 1999.

|  | Income | Shares | Per Share Amount |  |
| :---: | :---: | :---: | :---: | :---: |
| Three Months Ended April 30, 2000: |  |  |  |  |
| Basic | \$3,354, 211 | 25,698,852 | \$ | . 13 |
| Effect of dilutive securities - Stock options and warrants |  | 1,120,325 |  | - - |
| Diluted | \$3,354, 211 | 26,819,177 | \$ | . 13 |
| Three Months Ended April 30, 1999: |  |  |  |  |
| Basic | \$1,561,172 | 19,152,376 | \$ | . 08 |
| Effect of dilutive securities - Stock options and warrants |  | 1,598,744 |  | -- |
| Diluted | \$1,561,172 | 20,751,120 | \$ | . 08 |
| Six Months Ended April 30, 2000: |  |  |  |  |
| Basic | \$8,140, 869 | 24,423,859 | \$ | . 33 |
| Effect of dilutive securities - Stock options |  | 1,207,504 |  | (.01) |
| Diluted | \$8,140, 869 | 25,631,363 | \$ | . 32 |
|  | ========= | ======== |  | = |
| Six Months Ended April 30, 1999: |  |  |  |  |
| Basic | \$4,456, 008 | 18,674,517 | \$ | . 24 |
| Effect of dilutive securities - Stock options and warrants | --------- | 1,457,143 |  | (.02) |
| Diluted | \$4,456, 008 | 20,131,660 | \$ | . 22 |

The April 30, 2000 computation for diluted number of shares excludes unexercised stock options and warrants which are anti-dilutive.
5. Business Acquisitions

In March 2000, the Company acquired from Broadband Solutions, Inc. all the outstanding capital stock of Toga Holdings, BV ("Toga") which owns Pixel Broadband Studios, Ltd. ("Pixel"). Pixel is
a leading developer of multiplayer broadband gaming technology. The outstanding shares of Toga were exchanged for approximately $\$ 4.45$ million in cash and $2,561,245$ shares of common stock of the Company.

In April 2000, the Company purchased the $80.1 \%$ of Gathering of Developers, Ltd. ("Gathering"), which it did not already own. Gathering is a leading publisher of PC gaming software. To effect the acquisition, the outstanding shares of Gathering not already owned by the Company were exchanged for 1,060,017 shares of common stock of the Company.

The acquisitions have been accounted for as a purchase. The Consolidated Condensed Statement of Operations includes the operating results of each business from the date of acquisition.

The following unaudited pro forma results below assumes the acquisitions occurred on November 1, 1998:


| Net Sales | $\$$ | $200,217,679$ | $\$$ | $130,757,766$ |
| :--- | :--- | ---: | ---: | ---: |
| Net Income | $\$$ | $8,577,271$ | $\$$ | 288,963 |
| Net Income per share (basic) | $\$$ | 0.31 | $\$$ | 0.01 |
| Net Income per share (fully diluted) | $\$$ | 0.30 | $\$$ | 0.01 |

The pro forma financial information is not necessarily indicative of the operating results that would have occurred had the acquisitions of Toga and Gathering been consummated as of November 1, 1998 nor are they necessarily indicative of future operating results.
6. Disposition of DVDWave.com

The Company has sold all of the capital stock of Falcon Ventures Corporation d/b/a DVDWave.com to eUniverse, Inc for 310,000 shares of common stock. The Company has recognized a gain of $\$ 870,883$ in connection with the transaction.

Safe Harbor Statement under the Private Securities Litigation Reform Act of 1995: The statements contained herein which are not historical facts are forward looking statements that involve material risks and uncertainties, including but not limited to: risks associated with the Company's future growth, prospects and operating results; the ability of the Company to successfully integrate the businesses and personnel of newly acquired entities into its operations; the availability of adequate sources of financing; credit risks; inventory obsolescence; products returns; failure of our products to sell-through by retailers; changes in consumer preferences and demographics; technological change; competitive factors; unfavorable general economic conditions; and other factors described herein and in the Company's Registration Statement on Form S-3 as filed with the Securities And Exchange Commission, any or all of which could have a material adverse affect on the Company's business, financial condition and results of operations. Actual results may vary significantly from such forward-looking statements.

Overview

The Company derives its principal sources of revenues from publishing and distribution activities. Publishing revenues are derived from the sale of internally developed interactive entertainment software products or products licensed from third parties. Distribution revenues are derived from the sale of third-party software and hardware products. Publishing activities generally generate higher margins than distribution activities, with sales of PC software resulting in higher margins than sales of cartridges designed for video game consoles. The Company recognizes revenue from software sales when products are shipped.

The Company's published products are subject to return if not sold to consumers, including for stock balancing, markdowns or defective products. The Company establishes a reserve for future returns of published products at the time of product sales, based primarily on these return policies and historical return rates, and the Company recognize revenues net of product returns. The Company has historically experienced a product return rate of approximately $10 \%$ of gross publishing revenues (less than $1 \%$ of distribution revenues). If future product returns significantly exceed these reserves, the Company's operating results would materially be adversely affected.

Research and development costs (consisting primarily of salaries and related costs) incurred prior to establishing technological feasibility are expensed in accordance with Statement of Financial Accounting Standards ("FAS") No. 86 "Accounting for the Costs of Computer Software to Be Sold Leased, or Otherwise Marketed". In accordance with FAS No. 86, the Company capitalizes software development costs subsequent to establishing technological feasibility (completion of a detailed program design) which is amortized (included in cost of sales) based on the greater of the proportion of current year sales to total estimated sales commencing with the product's release or the straight line method. At April 30, 2000, the Company had capitalized $\$ 3,415,467$ of software development costs. The Company evaluates the recoverability of capitalized software costs, which may be reduced materially in future periods. See Note 2 to Notes to Consolidated Condensed Financial Statements.

The following table sets forth for the periods indicated the percentage of net sales represented by certain items reflected in the Company's statement of operations:

|  | Three Months Ended April 30, |  | Six Months Ended April 30, |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2000 | 1999 | 2000 | 1999 |
| Net sales | 100.0\% | 100.0\% | 100.0\% | 100.0\% |
| Cost of sales | 59.7 | 69.2 | 66.4 | 74.4 |
| Selling and marketing | 14.2 | 10.2 | 13.1 | 7.9 |
| General and administrative | 10.5 | 11.9 | 8.6 | 8.8 |
| Research and development costs | 1.9 | 1.2 | 1.5 | 1.0 |
| Depreciation and amortization | 3.1 | 1.1 | 1.9 | . 8 |
| Interest expense | 2.0 | 1.5 | 1.5 | 1.3 |
| Income taxes | 3.1 | 1.9 | 2.4 | 2.0 |
| Net income | 4.8 | 3.0 | 4.2 | 3.7 |

Results of Three Months Ended April 30, 2000 and 1999
Net sales increased by $\$ 17,870,741$ or $34.3 \%$, to $\$ 70,036,073$ for the three months ended April 30, 2000 from $\$ 52,165,332$ for the three months ended April 30, 1999. The increase in net sales was primarily attributable to the Company's expanded distribution operations. Distribution revenues increased by $\$ 12,244,146$ or $58.1 \%$, to $\$ 33,309,323$ for the three months ended April 30, 2000 from $\$ 21,065,177$ for the three months ended April 30, 1999. In addition, publishing revenues increased by $\$ 5,626,595$, or $18.1 \%$ to $\$ 36,726,750$ for the three months ended April 30, 2000 from $\$ 31,100,155$ for the three months ended April 30, 1999.

Cost of sales increased by $\$ 5,696,186$, or $15.8 \%$, to $\$ 41,781,203$ for the three months ended April 30, 2000 from $\$ 36,085,017$ for the three months ended April 30, 1999. This increase was primarily a result of the expanded scope of the Company's operations. Cost of sales as a percentage of net sales decreased from $69 \%$ to $60 \%$ primarily due to higher margin international and PC publishing activities. In future periods, cost of sales may be adversely affected by manufacturing and other costs, price competition and by changes in product and sales mix and distribution channels.

Selling and marketing expenses increased by $\$ 4,583,795$, or $86.0 \%$, to $\$ 9,912,061$ for the three months ended April 30, 2000 from $\$ 5,328,266$ for the three months ended April 30, 1999. Selling and marketing expenses as a percentage of net sales increased to $14.2 \%$ for the three months ended April 30, 2000 from $10.2 \%$ for the three months ended April 30, 1999. The increase in both absolute dollars and as a percentage of net sales was primarily attributable to increased marketing and promotion efforts undertaken to broaden product distribution and to assist retailers in positioning our products for sale to consumers.

General and administrative expenses increased by $\$ 1,098,827$, or $17.6 \%$, to $\$ 7,324,710$ for the three months ended April 30, 2000 from $\$ 6,225,883$ for the three months ended April 30, 1999. General and administrative expenses as a percentage of net sales decreased to $10.5 \%$ for the three months ended April 30, 2000 from 11.9\% for the three months ended April 30, 1999. This increase in absolute dollars was primarily attributable to salaries, rent, insurance premiums and professional fees associated with the Company's expanded operations. The decrease as a percentage of net sales is a result of increased revenue growth without a proportionate increase in fixed costs.

Research and development costs increased by $\$ 731,865$, or $115.8 \%$ to $\$ 1,363,870$ for the three months ended April 30, 2000 from $\$ 632,005$ for the three months ended April 30, 1999. This increase was primarily attributable to the Company's expansion of its product development operations. Research and development costs as a percentage of net sales remained relatively constant.

Depreciation and amortization expense increased by $\$ 1,613,781$ or $288.2 \%$, to $\$ 2,173,787$ for the three months ended April 30, 2000 from $\$ 560,006$ for the three months ended April 30, 1999. The increase was primarily due to the amortization of intangible assets from acquisitions.

Interest expense increased by $\$ 591,801$, or $75.6 \%$, to $\$ 1,374,754$ for the three months ended April 30, 2000 from $\$ 782,953$ for the three months ended April 30, 1999. The increase resulted from increased bank borrowings.

Income taxes increased by $\$ 1,155,069$, or $116.7 \%$ to $\$ 2,145,099$ for the three months ended January 31, 2000 from $\$ 990,030$ for the three months ended April 30, 1999. The increase in absolute dollars resulted primarily from increased pre-tax income. Income tax expense as a percentage of net sales remained constant.

As a result of the foregoing, the Company achieved net income of $\$ 3,354,211$ for the three months ended April 30, 2000, as compared to net income of $\$ 1,561,172$ for the three months ended April 30, 1999.

Results of Six Months Ended April 30, 2000 and 1999
Net sales increased by $\$ 72,479,814$ or $60.2 \%$, to $\$ 192,925,799$ for the six months ended April 30, 2000 from $\$ 120,445,985$ for the six months ended April 30, 1999. The increase in net sales was primarily attributable to the Company's expanded presence in international markets. International publishing revenues increased by $\$ 29,565,787$ or $98.4 \%$, to $\$ 59,615,309$ for the six months ended April 30, 2000 from $\$ 30,049,522$ for the six months ended April 30, 1999. In addition, revenues from distribution activities increased by $\$ 28,557,703$, or $43.7 \%$ to $\$ 93,973,518$ for the six months ended April 30, 2000 from $\$ 65,415,815$ for the six months ended April 30, 1999.

Cost of sales increased by $\$ 38,431,955$, or $42.9 \%$ to $\$ 128,054,812$ for the six months ended April 30, 2000 from $\$ 89,622,857$ for the six months ended April 30, 1999. This increase was primarily a result of
the expanded scope of the Company's operations. Cost of sales as a percentage of net sales decreased primarily due to the higher margin publishing activities. In future periods, cost of sales may be adversely affected by manufacturing and other costs, price competition and by changes in product and sales mix and distribution channels.

Selling and marketing expenses increased by $\$ 15,698,216$, or $165.4 \%$, to $\$ 25,187,685$ for the six months ended April 30, 2000 from $\$ 9,489,469$ for the six months ended April 30, 1999. Selling and marketing expenses as a percentage of net sales increased to $13.1 \%$ for the six months ended April 30, 2000 from $7.9 \%$ for the six months ended April 30, 1999. The increase in both absolute dollars and as a percentage of net sales was primarily attributable to increased marketing and promotion efforts undertaken to broaden product distribution and to assist retailers in positioning our products for sale to consumers.

General and administrative expenses increased by $\$ 5,982,249$, or $56.2 \%$, to $\$ 16,619,630$ for the six months ended April 30, 2000 from $\$ 10,637,381$ for the six months ended April 30, 1999. General and administrative expenses as a percentage of net sales remained constant for the six month periods ended April 30, 2000 and 1999. The increase in absolute dollars was primarily attributable to salaries, rent, insurance premiums and professional fees associated with the Company's expanded operations.

Research and development costs increased by $\$ 1,765,159$, or $144.2 \%$, to $\$ 2,989,308$ for the six months ended April 30, 2000 from $\$ 1,224,149$ for the six months ended April 30, 1999. This increase was primarily attributable to the Company's expansion of its product development operations. Research and development costs as a percentage of net sales remained relatively constant.

Depreciation and amortization expense increased by $\$ 2,563,033$ or $252.9 \%$, to $\$ 3,576,454$ for the six months ended April 30, 2000 from $\$ 1,013,421$ for the six months ended April 30, 1999. The increase was primarily due to the amortization of intangible assets from acquisitions.

Interest expense increased by $\$ 1,281,620$, or $80.1 \%$, to $\$ 2,881,090$ for the six months ended April 30, 2000 from $\$ 1,599,470$ for the six months ended April 30, 1999. The increase resulted primarily from increased bank borrowings.

Income taxes increased by $\$ 2,310,039$, or $96.1 \%$ to $\$ 4,713,269$ for the six months ended April 30, 1999 from $\$ 2,403,230$ for the six months ended April 30, 1999. The increase in absolute dollars resulted primarily from increased pre-tax income. Income tax expense as a percentage of net sales remained constant.

As a result of the foregoing, the Company achieved net income of $\$ 8,140,869$ for the six months ended April 30, 2000, as compared to net income of $\$ 4,456,008$ for the six months ended April 30, 1999.

## Liquidity and Capital Resources

The Company's primary capital requirements have been and will continue to be to fund the acquisition, development, manufacture and commercialization of its software products. The Company has historically financed its operations primarily through the issuance of debt and equity securities and bank borrowings. At April 30, 2000, the Company had working capital of $\$ 36,545,046$ as compared to working capital of \$41,438,968 at October 31, 1999.

Net cash used in operating activities for the six months ended April 30, 2000 was \$21,430,936 compared
to net cash used by operating activities of $\$ 2,743,837$ for the six months ended April 30, 1999. The increase in net cash used in operating activities was primarily attributable to an increase in prepaid royalties. Net cash used in investing activities for the six months ended April 30, 2000 was $\$ 12,751,420$ as compared to net cash used in investing activities of $\$ 3,013,085$ for the six months ended April 30, 1999. The increase in net cash used in investing was primarily attributable to the Company's acquisition activities and third party investments. Net cash provided by financing activities for the six months ended April 30, 2000 was $\$ 29,345,187$ as compared to net cash provided by financing activities of $\$ 5,054,656$ for the six months ended April 30, 1999. The increase in net cash provided by financing activities was primarily attributed to an increase in net borrowings under the line of credit, cash received from private placements and the impact of increased exercises of stock options. At April 30, 2000, the Company had cash and cash equivalents of $\$ 3,185,666$.

In December 1999, the Company's subsidiary, Take-Two Interactive Software Europe Limited entered into a line of credit agreement with Barclays' Bank. The line of credit provides for borrowings of up to approximately British Pounds (pound)17,000,000 (approximately $\$ 25,000,000$ ). Advances under the line of credit bear interest at the rate of $1.4 \%$ over Barclays' base rate per annum, payable quarterly. Borrowings are collateralized by receivables of the company's European subsidiaries, and are guaranteed by the Company. The line of credit is repayable upon demand and is subject to review prior to November 29, 2000. The outstanding balance and available credit under the revolving line of credit is $\$ 18,190,158$ and $\$ 1,334,958$, respectively, as of April 30, 2000.

In December 1999, the Company entered into a credit agreement with a group of lenders led by Bank of America, N.A., as agent, which provides for borrowings of up to $\$ 75,000,000$. The Company may increase the credit line to up to $\$ 85,000,000$ subject to certain conditions. Interest accrues on such advances at the bank's prime rate plus . $5 \%$ or at LIBOR plus 2.5\%. Borrowings under the line of credit are collaterized by all of the company's assets. The line of credit expires on December 7, 2002. The outstanding balance and available credit under the revolving line of credit is $\$ 49,982,983$ and $\$ 761,584$, respectively, as of April 30, 2000.

In March and April 2000, the Company received net proceeds of $\$ 8,515,535$ from the sale of common stock

The Company's accounts receivable, less an allowance for doubtful accounts and returns, at April 30, 2000 were $\$ 82,628,593$. Of such receivables, approximately $\$ 8,322,831$ or $10.1 \%$ were due from Ames Department Stores. Most of the Company's receivables are covered by insurance and generally have been collected in the ordinary course of business. The Company's sales are typically made on credit, with terms that vary depending upon the customer and the demand for the particular title being sold. The Company does not hold any collateral to secure payment from customers. As a result, the Company is subject to credit risks, particularly in the event that any of the receivables represent sales to a limited number of retailers or are concentrated in foreign markets. If the Company is unable to collect its accounts receivable as they become due and such accounts are not covered by insurance, the Company's liquidity and working capital position would be materially adversely affected.

Based on currently proposed operating plans and assumptions, the company believes that projected revenues from operations and available cash resources will be sufficient to satisfy its contemplated cash requirements for the reasonably foreseeable future. The company recently acquired from Broadband Solutions, Inc. all of the outstanding capital stock of Netherlands based Toga Holdings BV, which owns Pixel Broadband Studios, Ltd., a company engaged in the development of multiplayer broadband gaming technology, which may require the Company to seek additional financing to fund ongoing product and
technology development efforts. The Company has entered into a letter of intent in connection with a proposed public offering of the securities of Broadband Studios, Inc., the parent of Pixel. There can be no assurance that projected revenues from operations and available cash resources will be sufficient to fund the Company's operations or future expansion activities (including technology development) or that any additional financing will be available to the Company on commercially reasonable terms or at all. Failure to obtain any such additional financing could severely limit the Company's ability to continue to expand its operations.

Fluctuations in Operating Results and Seasonality
The Company has experienced and may continue to experience fluctuations in quarterly operating results as a result of timing in the introduction of new titles; variations in sales of titles developed for particular platforms; market acceptance of our titles; development and promotional expenses relating to the introduction of new titles, sequels or enhancements of existing titles; projected and actual changes in platforms; the timing and success of title introductions by our competitors; product returns; changes in pricing policies by us and our competitors; the accuracy of retailers' forecasts of consumer demand; the size and timing of acquisitions; the timing of orders from major customers; and order cancellations and delays in shipment.

Sales of our titles are seasonal, with peak shipments typically occurring in the fourth calendar quarter (our fourth and first fiscal quarters) as a result of increased demand for titles during the holiday season.

## International Operations

Product sales in international markets, primarily in the United Kingdom and other countries in Europe and the Pacific Rim, have accounted for an increasing portion of the Company's revenues. For the six months ended April 30, 2000 and 1999, sales of products in international markets accounted for approximately $34.5 \%$ and $27.7 \%$, respectively, of the Company's revenues. The Company is subject to risks inherent in foreign trade, including increased credit risks, tariffs and duties, fluctuations in foreign currency exchange rates, shipping delays and international political, regulatory and economic developments, all of which can have a significant impact on the Company's operating results. Product sales in France and Germany are made in local currencies. The Company does not engage in foreign currency hedging transactions.

Year 2000
Pursuant to the year 2000 issue, the Company had developed programs to address the possible exposures related to the impact of computer systems incorrectly recognizing the year 2000 or "00" as 1900. As a result of implementation of its programs, the Company did not experience any significant Year 2000 disruptions during the transition from 1999 to 2000, and since entering 2000 the Company has not experienced any significant Year 2000 disruptions to its business. In addition, the Company is not aware of any significant disruptions impacting its customers or suppliers. The Company will continue to monitor its computer system over the next several months.

Costs incurred to achieve Year 2000 readiness, which included modification to existing systems, replacement or non-compliant systems and consulting resources were not material to the Company's total operating expenses.

Item 2. Changes in Securities
From February 2000 to April 2000, 202,500 options from the 1997 Stock Option Plan and 590,000 non-plan options were granted at exercise prices ranging from $\$ 8.25$ to $\$ 12.64$.

In March 2000, the Company issued 446,678 shares of Common Stock to an individual investor in exchange for $\$ 5$ million.

In April 2000, the Company issued 430,000 shares of Common Stock to a group of investors in a private placement for $\$ 3,515,535$ that was net of $\$ 246,965$ in commissions and discounts.

In connection with the above securities issuances, the Company relied on Section 4(2) and Regulation D promulgated under the Securities Act of 1933, as amended.

Item 6. Exhibits and Reports on Form 8-K
(a) Exhibit

Exhibit 27 - Financial Data Schedule (SEC use Only)
(b) Reports on Form 8-K

The Company filed a Current Report on Form 8-K dated March 14, 2000 relating to the acquisition of Pixel Broadband Studios, Ltd.

Pursuant to the requirements of Section 13 or 15(d) of the Securities Exchange Act of 1934, Take-Two Interactive Software, Inc. has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

Take-Two Interactive Software, Inc.

## By: /s/ Ryan A. Brant

Dated: June 14, 2000
Ryan A. Brant
Chief Executive Officer

By: /s/ Larry Muller
Dated: June 14, 2000
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Chief Financial Officer

THE SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM
THE COMPANY'S FINANCIAL STATEMENT INCLUDED IN THIS QUARTERLY REPORT ON FORM 10-Q, AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.
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