## 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 January 31, 1999

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)

## DELAWARE

(State of incorporation or organization)
575 Broadway, New York, NY
(Address of principal executive offices)

51-0350842
(IRS Employer Identification No.)

Registrant's telephone number, including area code (212) 941-2988
Indicate by check mark whether the Registrant (1) has filed all reports required to be filed by Section 13 or $15(d)$ of the Securities Exchange Act of 1934 during the preceding 12 months and (2) has been subject to such filing requirements for the past 90 days. Yes _X_No

As of March 12, 1999, there were $18,642,023$ shares of the registrant's Common Stock outstanding.

TAKE-TWO INTERACTIVE SOFTWARE, INC. and SUBSIDIARIES QUARTER ENDED JANUARY 31, 1999

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FORM 10-Q
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TAKE-TWO INTERACTIVE SOFTWARE, INC. and SUBSIDIARIES
Consolidated Balance Sheet
As of October 31, 1998 and January 31, 1999 (unaudited)

## ASSETS:

October 31, 1998 January 31, 1999
(Unaudited)

| \$ | 2,762,837 | \$ | 4,761,396 |
| :---: | :---: | :---: | :---: |
|  | 49,138, 871 |  | 47,493,189 |
|  | 26,092,541 |  | 23, 074,122 |
|  | 8,064,510 |  | 9,086,192 |
|  | 4,319,989 |  | 5,002,663 |
|  | 3,981,942 |  | 3,650,591 |
|  | 941,000 |  | 941,000 |
|  | 95,301,690 |  | 94,009,153 |
|  | 1,979,658 |  | 1,967,358 |
|  | 1,388,673 |  | 1,122,742 |
|  | 2,260,037 |  | 2,402,958 |
|  | 8,421,777 |  | 8,138, 873 |
|  | 33,259 |  | -- |
| \$ | 109,385, 094 | \$ | 107,641, 084 |

LIABILITIES and STOCKHOLDERS' EQUITY:
Current liabilities:
Lines of credit, current portion
Notes payable due to related parties, net of discount
Current portion of capital lease obligation
Note payable
Accounts payable
Accrued expenses
Advances-principally distributors
Total current liabilities
Line of credit
Notes payable, net of current portion
Capital lease obligation, net of current portion
Total liabilities

Commitments and contingencies
Stockholders' equity:
Preferred stock, Series A, no par value; 5,000,000 shares authorized; no shares issued or outstanding
Common stock, par value $\$ .01$ per share; 50,000,000 shares authorized;
$18,071,972$ and $18,425,924$ shares issued and outstanding
Additional paid-in capital
Deferred compensation
Retained earnings
Foreign currency translation adjustment
Total stockholders' equity
Total liabilities and stockholders' equity

| \$ 30,226,899 | \$ 31,589,639 |
| :---: | :---: |
| 222,955 | 128,734 |
| 82,373 | 80,266 |
| 137,140 | 115,578 |
| 31,723,864 | 22,435,940 |
| 10,975, 362 | 13,678,527 |
| 136,000 | - - |
| 73,504,593 | 68,028,684 |
| 123,499 | -- |
| 97,392 | 81,861 |
| 94,042 | 63,970 |
| 73,819,526 | 68,174,515 |


| 180,719 | 184,259 |
| :---: | :---: |
| 33,546,417 | 34,792,045 |
| $(223,657)$ | $(212,951)$ |
| 2,069,522 | 4,964,358 |
| $(7,433)$ | $(261,142)$ |
| 35,565,568 | 39,466,569 |
| \$ 109,385, 094 | \$ 107,641,084 |
| $===========$ | ========== |

The accompanying notes are an integral part of the consolidated financial statements.

TAKE-TWO INTERACTIVE SOFTWARE, INC. and SUBSIDIARIES
Consolidated Statements of Operations
For the three months ended January 31, 1998 and 1999 (unaudited)


Net sales
Cost of sales
Gross profit

Operating expenses:
Research and development costs
Selling and marketing
General and administrative
Depreciation and amortization
Total operating expenses
Income from operations
Interest expense
Income before income taxes
Provision for income taxes
Net income
Distributions paid to $S$ corporation shareholders prior to acquisition

Net income attributable to common stockholders' - Basic

Net income attributable to common stockholders' - Diluted

Per share data: Basic:

Weighted average common shares outstanding
Net income per share
Diluted:
Weighted average common shares outstanding
Net income per share


| \$ 51, 405, 361 | \$ 68,280,653 |
| :---: | :---: |
| 40, 797, 569 | 53,537, 840 |
| 10,607, 792 | 14,742,813 |


| 486,963 | 592,144 |
| :---: | :---: |
| 4, 231, 177 | 4,161,203 |
| 2,135, 246 | 4, 411,498 |
| 376,542 | 453,415 |
| 7,229,928 | 9,618,260 |
| 3,377,864 | 5,124,553 |
| 1,548, 035 | 816,517 |
| 1,829,829 | 4,308, 036 |
| 8,648 | 1,413,200 |
| 1,821, 181 | 2,894,836 |
| 362,000 | -- |
| \$ 1,459,181 | \$ 2, 894, 836 |
| \$ 1, 555,511 | \$ 2, 894, 836 |


| 13,258, 379 | 18, 212, 240 |  |
| :---: | :---: | :---: |
| \$ 0.11 | \$ | 0.16 |
| 14,872,511 |  | , 411 |
| \$ 0.10 | \$ | 0.15 |

Cash flows from operating activities
Net income
Adjustment to retained earnings as a result of business combination, see (A) below
Adjustment to reconcile net income to net cash used in operating activities:
Depreciation and amortization
Provision for bad debts and return allowances
Amortization of deferred compensation
Adjustment of prior period compensation expenses
Amortization of loan discounts
Amortization of deferred financing costs
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
Decrease in prepaid expenses and other current assets
Decrease (increase) in capitalized software development costs, net
Decrease in other assets, net
Decrease in accounts payable
Increase in accrued expenses
Decrease in advances-principally distributors
Increase in due to/from related parties

Net cash provided by operating activities

Cash flows from investing activities:
Purchase of fixed assets
Acquisition, net cash paid
Net cash used in investing activities

Cash flows from financing activities:
Net borrowings under the line of credit
Proceeds from notes payable
Repayment on notes payable
Proceeds from exercise of stock options
Repayment of capital lease obligation
Net cash (used in) provided by financing activities

Effect of foreign exchange rates
Net (decrease) increase in cash for the period
Cash and cash equivalents, beginning of the period
Cash and cash equivalents, end of the period

Supplemental information on business acquired:
Fair value of assets acquired
Less, liabilities assumed
Stock issued
Options issued
Cash paid
Less, cash acquired
Net cash paid
(A) For the purposes of pooling of interests accounting, the statement of operations for the year ended October 31, 1997 was combined with JAG's and Talonsoft's December 31, 1997 statement of operations. The Company's statement of operations for the year ended October 31, 1998 includes JAG's and Talonsoft's restated statement of operations for the period November 1, 1997 to October 31,1998. Accordingly, JAG's and Talonsoft's net income of $\$ 431,527$ and $\$ 149,562$, respectively, for the two months ended December 31, 1997 have been reflected as an adjustment to retained earnings for the year ended October 31, 1998.

| Three months ended January 31, |  |
| :---: | :---: |
| 1998 | 1999 |
|  |  |


| \$ 1, 459,181 | \$ 2, 894, 836 |
| :---: | :---: |
| (581, 089 ) | -- |
| 376,542 | 453,415 |
| 404,911 | 182,243 |
| 4,312 | 41,811 |
| -- | $(55,898)$ |
| 664,580 | 1,008 |
| 184,653 | -- |
| -- | 116,065 |
| 3,848,825 | 1,463,439 |
| 2,425,504 | 3,018,419 |
| $(596,956)$ | $(755,751)$ |
| -- | $(682,674)$ |
| 2,654,352 | 331, 351 |
| 1,278,854 | $(142,921)$ |
| -- | 33,259 |
| $(7,244,244)$ | $(9,287,924)$ |
| 496,629 | 2,703,165 |
| $(595,050)$ | $(136,000)$ |
| $(120,070)$ | (136, - |
| 4,660,934 | 177,843 |

$(65,470)$
$(1,186,874)$
$(1,252,344)$
$(184,408)$
$(184,408)$

| $(980,826)$ | 1,239,241 |
| :---: | :---: |
| 803,800 | - - |
| $(3,693,472)$ | $(132,322)$ |
| 45,000 | 1,157,897 |
| $(30,113)$ | $(19,558)$ |
| $(3,855,611)$ | 2,245,258 |
| $(10,418)$ | $(240,134)$ |
| $(457,439)$ | 1,998,559 |
| 2,372,194 | 2,762,837 |
| \$ 1, 914,755 | \$ 4,761,396 |
| ========== | ========== |


| \$12,181,948 | \$ |  |
| :---: | :---: | :---: |
| $(8,812,948)$ |  | -- |
| $(1,612,500)$ |  |  |
| $(256,500)$ |  | -- |
| 1,500, 000 |  |  |
| $(313,126)$ |  | -- |
| \$ 1,186, 874 | \$ |  |




Issuance of common stock in connection with
DirectSoft acquisition

## Redemption of preferred stock

Issuance of common stock in connection with March 1998 private placement, net of issuance costs

Issuance of common stock in connection with May 1998 private placement, net of issuance costs

Cashless exercise of public warrants, 1 share of common stock for 2 warrants surrendered

897, 183
Cashless exercise of underwriters' warrants, 1 share of common stock for 2 warrants surrendered

Conversion of warrants to common stock issued in connection with 1996 private placement

160, 000

Exercise of stock options
Issuance of common stock in connection with
early extinguishment of debt
Issuance of compensatory stock options
Amortization of deferred compensation
Foreign currency translation adjustment
Net income
Less: net income of JAG and Talonsoft for the
two months ended December 31, 1997
Balance, October 31, 1998
Exercise of stock options
Amortization of deferred compensation
Issuance of compensatory stock options
Forfeiture of compensatory stock options in connection with AIM acquisition

Foreign currency translation adjustment
Net income
Balance, January 31, 1999
--------
$18,425,924$
==========
-------
896, 750

5, 049, 300
$(8,972)$
$(1,600)$

3,789
2,520
156,743

187, 032
75,000
$(75,000)$ 121,887

6,250, 094
(581, 089 )
$2,069,522$

126,706
$(116,000)$
$(140,793)$
------------

\$ $(212,951) \$ 4,964,358$

Accumulated

Total
$(130,706)$
$11,934,712$

Comprehensive Income (Loss)
$(3,572,189)$

Balance, October 31, 1997
$1,615,706$
options in connection with AIM acquisition
Issuance of preferred stock in connection with BMG acquisition

Conversion of preferred stock to common stock issued in connection with BMG acquisition

Issuance of common stock in connection with
DirectSoft acquisition
256,500
Redemption of preferred stock
Issuance of common stock in connection with March 1998 private placement, net of issuance costs

Issuance of common stock in connection with
May 1998 private placement, net of issuance costs
5, 057, 000
Cashless exercise of public warrants, 1 share of
common stock for 2 warrants surrendered
Cashless exercise of underwriters' warrants, 1 share of common stock for 2 warrants surrendered

Conversion of warrants to common stock issued in connection with 1996 private placement

3,789
Exercise of stock options
159, 263
Issuance of common stock in connection with
early extinguishment of debt

| Issuance of compensatory stock options |  | -- | -- |  | -- |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Amortization of deferred compensation |  | -- | 121,887 |  | -- |
| Foreign currency translation adjustment |  | 123,273 | 123,273 |  | 123,273 |
| Net income |  | -- | 6,250,094 |  | 6,250,094 |
| Less: net income of JAG and Talonsoft for the |  |  |  |  |  |
| two months ended December 31, 1997 |  | -- | (581, 089 ) |  | -- |
| Balance, October 31, 1998 |  | $(7,433)$ | 35,380,182 |  | 6,373,367 |
| Exercise of stock options |  | -- | 1,273,961 |  | -- |
| Amortization of deferred compensation |  | -- | 132,331 |  | -- |
| Issuance of compensatory stock options |  | -- | -- |  | -- |
| Forfeiture of compensatory stock options in connection |  | -- | -- |  | -- |
| with AIM acquisition ..... |  | -- | $(146,418)$ |  | -- |
| Foreign currency translation adjustment |  | $(253,709)$ | $(253,709)$ |  | $(253,709)$ |
| Net income |  | -- | 2,894,836 |  | 2,894,836 |
| Balance, January 31, 1999 | \$ | $(261,142)$ | \$ 39,281,183 | \$ | 2,641,127 |

# TAKE-TWO INTERACTIVE SOFTWARE, INC. and SUBSIDIARIES <br> Notes to Interim Consolidated Financial Statements <br> (Information at January 31, 1999 and for the three month periods <br> ended January 31, 1998 and 1999 is unaudited) 

## 1. Organization:

Take-Two Interactive Software, Inc. (the "Company") was incorporated in the State of Delaware on September 30, 1993. Take-Two and its wholly owned subsidiaries, GearHead Entertainment ("GearHead"), Mission Studios Corporation ("Mission"), Take-Two Interactive Software Europe Limited ("TTE"), Alternative Reality Technologies ("ART"), Inventory Management Systems, Inc. ("IMSI"), Alliance Inventory Management ("AIM"), Jack of All Games, Inc. ("JAG"), Creative Alliance Group Inc. ("CAG"), Talonsoft, Inc. ("Talonsoft"), and DirectSoft Australia Pty. Ltd. ("DirectSoft") design, develop, publish, market and distribute interactive software games for use on multimedia personal computer and video game console platforms. The Company's interactive software games are sold primarily in the United States, Europe, Australia, and Asia.
2. Significant Accounting Policies and Transactions:

Basis of Presentation
The accompanying unaudited financial statements have been prepared in accordance with generally accepted accounting principles for interim financial information with the instructions to Form 10-Q and Article 10 of Regulation S-X. Accordingly, they do not include all of the information and footnotes required by generally accepted accounting principles for complete financial statements.

In the opinion of management, all adjustments, consisting only of normal recurring entries necessary for a fair presentation have been included. Operating results for the three months ended January 31, 1999 are not necessarily indicative of the results that may be expected for the year ended October 31, 1999. For further information, refer to the consolidated financial statements and footnotes included in the Company's Annual Report on Form 10-KSB for the year ended October 31, 1998.

In August 1998, the Company acquired all the outstanding stock of JAG. JAG is engaged in the distribution of interactive software games. To effect the acquisition, all of the outstanding shares of common stock of JAG were exchanged for $2,750,000$ shares of common stock of the Company. In December 1998, the Company acquired all the outstanding stock of Talonsoft. Talonsoft is a developer and publisher of historical strategy games. To effect the acquisition, all of the outstanding shares of common stock of Talonsoft were exchanged for $1,033,336$ shares of common stock of the Company. The acquisitions have been accounted for as a pooling of interests in accordance with APB No. 16 and accordingly, the accompanying financial statements have been restated to include the results of operations and financial position for all periods presented prior to the business combinations.

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 were written down $\$ 656,698$ for the three months ended January 31, 1999 to net realizable value. Amortization of prepaid royalties for the three months ended January 31, 1999 amounted to $\$ 1,929,839$.

Capitalized Software Development Costs (Including Film Production Costs)
Capitalized software costs were written down by $\$ 168,000$ for the three months ended January 31, 1999 to net realizable value. Amortization of capitalized software costs amounted to $\$ 50,000$ for the three months ended January 31, 1999.

Segment Reporting
In June 1997, the FASB issued SFAS No. 131, "Disclosures about Segments of an Enterprise and Related Information" ("SFAS No. 131"), which established standards for reporting information about operating segments in annual financial statements. It also establishes standards for related disclosures about products and services, geographic areas and major customers. SFAS No. 131 had no impact on the Company's results of operations, financial position or cash flows.

## Revenue Recognition

Distribution revenue is derived from the sale of interactive software games bought from third parties and is recognized upon the shipment of product to retailers. Distribution revenue amounted to $\$ 34,469,905$ and $\$ 44,389,431$ for the three months ended January 31, 1998 and 1999, respectively. The Company's distribution arrangements with retailers generally do not give them the right to return products to the Company or to cancel firm orders, although the Company does accept product returns for stock balancing, price protection and defective products. 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 rate of product returns for its distribution activities has 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 $\$ 16,935,456$ and $\$ 23,891,222$ for the three months ended January 31, 1998 and 1999, respectively. The Company's publishing arrangements with retailers require the Company to accept product returns 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 recognizes revenues net of product returns. The Company has historically experienced a product return rate of approximately $10 \%$ of gross publishing revenues.

Geographic Information
For the three months ended January 31, 1998 and 1999, the Company's net sales in domestic markets accounted for approximately $97.2 \%$ and $78.7 \%$, respectively, and net sales in international markets accounted for $2.8 \%$ and $21.3 \%$, respectively.

As of January 31, 1999, the Company's net fixed assets in domestic and international markets are $\$ 1,291,148$ and $\$ 676,210$, respectively.

Recently Issued Accounting Pronouncements
In March 1998, the American Institute of Certified Public Accountants ("AICPA") issued Statement of Position No. 98-1, "Accounting for the Costs of Computer Software Developed or Obtained For Internal Use," ("SOP 98-1"). This statement establishes capitalization criteria for external and internal computer software costs and is effective for financial statements for fiscal years beginning after December 15, 1998. The Company does not believe this standard will have a material impact on the Company's financial position, results of operations or cash flows.

In April 1998, the AICPA issued, "Reporting on the Costs of Start-Up Activities" ("SOP 98-5"), and is effective for fiscal years beginning after December 15, 1998. The statement requires costs of start-up activities and organization costs to be expensed as incurred, except for certain entities. Initial application of this SOP should be reported as the cumulative effect of a change in accounting principle. The Company does not believe this standard will have a material impact on the Company's financial position, results of operations or cash flows.

In December 1998, the AICPA issued, "Modification of SOP 97-2, Software Revenue Recognition, With Respect to Certain Transactions" which amends SOP 97-2, "Software Revenue Recognition" ("SOP 98-9"), to require recognition of revenue using the residual method. Under the residual method, the total fair value of the undelivered elements, as indicated by vendor-specific objective evidence, is deferred and subsequently recognized in accordance with the relevant sections of SOP 97-2 and the difference between the total arrangement fee and the amount deferred for the undelivered elements is recognized as revenue related to the delivered elements. Effective December 15, 1998, this SOP amends SOP 98-4, Deferral of the Effective Date of a Provision of SOP 97-2, Software Revenue Recognition, to extend the deferral of the application of certain passages of SOP 97-2 provided by SOP 98-4 through fiscal years beginning on or before March 15, 1999. All other provisions of this SOP are effective for transactions entered into in fiscal years beginning after March 15, 1999. The Company does not believe this standard will have a material impact on the Company's financial position, results of operations or cash flows.
3. Business Acquisition

In August 1998, the Company acquired all the outstanding stock of JAG. JAG is engaged in the
distribution of interactive software games. To effect the acquisition, all of the outstanding shares of common stock of JAG were exchanged for 2,750,000 shares of common stock of the Company.

In December 1998, the Company acquired all the outstanding stock of Talonsoft. Talonsoft is a developer and publisher of historical strategy games. To effect the acquisition, all of the outstanding shares of common stock of Talonsoft were exchanged for $1,033,336$ shares of common stock of the Company.

The acquisitions have been accounted for as a pooling of interests in accordance with APB No. 16 and accordingly, the accompanying financial statements have been restated to include the results of operations and financial position for all periods presented prior to the business combinations. Certain operating expenses were reclassed to be consistent with the Company's financial statement presentation.

Separate results of the combining entities for the three months ended January 31, 1998 and 1999 are as follows:

|  | Three Months Ended January 31, 1998 | Three Months Ended January 31, 1999 |
| :---: | :---: | :---: |
| Total revenues: |  |  |
| Take-Two | \$22, 068, 437 | \$32,167, 920 |
| JAG | 28,966,589 | 34, 494, 625 |
| Talonsoft | 370,335 | 1,618,108 |
|  | $\begin{aligned} & \$ 51,405,361 \\ & ========== \end{aligned}$ | $\$ 68,280,653$ $========$ |
| Net income attributable to common stockholders' - Basic: |  |  |
| stockholders - Basic: Take-Two | \$ 1, 240,989 | \$ 148,680 |
| JAG | 169,660 | 2,237,344 |
| Talonsoft | 48,532 | 508,812 |
|  | \$ 1, 459, 181 | \$ 2, 894, 836 |
| Net income per share - Basic | \$ . 11 | \$ . 16 |
| Net income attributable to common stockholders' - Diluted: |  |  |
|  |  |  |
| Take-Two | \$ 1, 337, 319 | \$ 148,680 |
| JAG | 169,660 | 2,237,344 |
| Talonsoft | 48,532 | 508,812 |
|  | \$ 1,555, 511 | \$ 2,894,836 |
| Net income per share - Diluted | \$ . 10 | \$ . 15 |

The provisions for income taxes for the three months ended January 31, 1998 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.
5. Comprehensive Income

For the three months ended January 31, 1998 and 1999, the components of comprehensive income were:

|  | Three Month 1998 | $\begin{gathered} \text { January } 31, \\ 1999 \end{gathered}$ |
| :---: | :---: | :---: |
| Net income | \$ 1,459,181 | \$ 2, 894,836 |
| Change in foreign currency translation adjustment | 120,288 | $(253,709)$ |
| Total comprehensive income | \$ 1,579,469 | \$ 2,641, 127 |

6. Net Income per Share

The following table provides a reconciliation of basic earnings per share to dilutive earnings per share for the three months ended January 31, 1998 and 1999.

|  | Income | Shares | Per Share Amount |
| :---: | :---: | :---: | :---: |
| Three Months Ended January 31, 1998: |  |  |  |
| Basic EPS | \$ 1,459,181 | 13,258,379 | \$. 11 |
| Plus: Impact from assumed conversion of $10 \%$ convertible notes | 96,330 | 65,338 |  |
| Effect of dilutive securities - Stock options and warrants |  | 1,548,794 | (.01) |
| Diluted EPS | \$ 1,555,511 | 14,872,511 | \$. 10 |
| Three Months Ended January 31, 1999: |  |  |  |
| Basic EPS | \$ 2,894, 836 | 18,212,240 | \$. 16 |
| Effect of dilutive securities - Stock options and warrants |  | 1,322,171 | (.01) |
| Diluted EPS | \$ 2,894,836 | 19,534,411 | \$. 15 |

The computation for diluted number of shares excludes unexercised stock options and warrants which are anti-dilutive. The number of such shares were 590,000 for the three months ended January 31, 1998. There were no anti-dilutive stock options or warrants for the three months ended January 31, 1999.

In February 1999, the Company acquired all of the outstanding capital stock of L.D.A. Distribution Limited ("LDA") and its subsidiary, Joytech Europe Limited ("Joytech"), a company incorporated in the United Kingdom. LDA is engaged in the distribution of video game software in the United Kingdom and France and Joytech is a third-party publisher of computer peripherals for first-party console manufacturers. The Company paid (pound)200,000 (approximately $\$ 328,000$ ) and issued 580,000 shares of restricted Common Stock.

In February 1999, the Company purchased a $19.9 \%$ class A limited partnership interest in Gathering of Developers I, Ltd. ("Gathering"). Gathering is a developer-driven computer and video game publishing company. The Company's investment in Gathering amounted to $\$ 4$ million, payable in six equal monthly installments of $\$ 667,000$. The general partner and each class B limited partner of Gathering granted the Company an option to purchase their interests, exercisable on two separate occasions during the six-month periods ending April 30, 2001 and 2002. In consideration of the option grant, the Company issued to the general partner and the class B limited partners 125,000 shares of Common Stock. The Company also granted to the general partner and class B limited partners an option to purchase the Company's class A limited partnership interest, exercisable during the six-month period ending April 30, 2003.

In May 1998 the Company entered into a distribution agreement ("the Agreement") with Gathering, as amended in February 1999, which granted the company (i) the exclusive right to distribute in the United States and Canada all products designed by Gathering to operate on PC platforms and scheduled to be released by May 31, 2003; (ii) the exclusive right to publish in Europe all products designed by Gathering to operate on PC platforms and scheduled to be released by May 31, 2003; (iii) until recoupment of the advances described below, rights of first and last refusal for the exclusive worldwide publishing rights to any console version of products for which Gathering has publishing rights; and (iv) after recoupment of such advances, the rights of first and last refusal for publishing rights and which Gathering has publishing by or on behalf of Gathering on the PC or other non-console platform.

The agreement obligates the Company to pay Gathering recoupable advances of $\$ 12,500,000$, payable over one year from the date of the agreement. The agreement is terminable by the Company with respect to a particular title in the event Gathering fails to deliver a title 60 days after its delivery date specified in the agreement or Gathering otherwise materially breaches the agreement. In any such event, Gathering is obligated to refund any un-recouped portion of the advance attributable to a particular title. In addition, Gathering may terminate the agreement with respect to a particular title in the event we materially breach the agreement and, upon any subsequent two material breaches, may terminate the entire agreement.

In February 1999, JAG entered into a line of credit with NationsBank, N.A. ("NationsBank") which provides for borrowings of up to $\$ 35,000,000$ through September 30, 1999 and $\$ 45,000,000$ thereafter. This line replaces the existing credit lines held separately by JAG and AIM. Advances under the line of credit are based on a borrowing formula equal to the lesser of (i) the borrowing limit in effect at the time or (ii) $80 \%$ of eligible accounts receivable, plus $50 \%$ of eligible inventory. Interest accrues on such advances at NationsBank's prime rate plus $0.5 \%$ and is payable monthly. Borrowings under the line of credit are collateralized by all of JAG's accounts, inventory, equipment, general intangibles, securities and other personal property. In addition to certain financial covenants, the loan agreement limits or prohibits the Company from declaring or paying cash dividends, merging or consolidation with another corporation,
selling assets (other than in the ordinary course of business), creating liens and incurring additional indebtedness. The line of credit expires on February 28, 2001.

In February 1999, the Company acquired DVDWave.com, an on-line marketer of DVD movie titles over the Internet, for 50,000 shares of the Company's common stock. The acquisition will be accounted for as a purchase transaction in accordance with APB No. 16.

## MANAGEMENT'S DISCUSSION AND ANALYSIS OF

## FINANCIAL CONDITION AND RESULTS OF OPERATIONS

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 risks and uncertainties, including but not limited to, risks associated with the Company's future growth and operating results, the ability of the Company to successfully integrate the businesses and personnel of newly acquired entities into its operations, changes in consumer preferences and demographics, technological change, competitive factors, unfavorable general economic conditions, Year 2000 compliance and other factors described herein. 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. See Note 2 to Notes to Consolidated Financial Statements.

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 Financial Accounting Standards Board (FASB) Statement No. 86. In accordance with FASB 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 January 31, 1999, the Company had capitalized $\$ 2,402,958$ 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 Financial Statements.

## Results of Operations

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 January 31, |  |
| :---: | :---: | :---: |
|  | 1998 | 1999 |
| Net sales | 100.0\% | 100.0\% |
| Cost of sales | 79.4 | 78.4 |
| Research and development costs | . 9 | . 9 |
| Selling and marketing | 8.2 | 6.1 |
| General and administrative | 4.2 | 6.5 |
| Depreciation and amortization | . 7 | . 7 |
| Interest expense | 3.0 | 1.2 |
| Income taxes | -- | 2.1 |
| Net income | 2.8 | 4.2 |

Results of Three Months Ended January 31, 1998 and 1999
Net sales increased by $\$ 16,875,292$, or $32.8 \%$, from $\$ 51,405,361$ for the three months ended January 31, 1998 to $\$ 68,280,653$ for the three months ended January 31, 1999. The increase in net sales was primarily attributable to the Company's expanded presence in international markets. International publishing revenues increased by $\$ 13,134,215$ or $915.0 \%$, from $\$ 1,435,453$ for the three months ended January 31, 1998 to $\$ 14,569,668$ for the three months ended January 31, 1999. In addition, revenues from distribution activities in the United States increased by $\$ 8,826,949$, or $25.6 \%$ from $\$ 34,469,904$ for the three months ended January 31 , 1998 to $\$ 43,296,853$ for the three months ended January 31, 1999.

Cost of sales increased by $\$ 12,740,271$, or $31.2 \%$, from $\$ 40,797,569$ for the three months ended January 31, 1998 to $\$ 53,537,840$ for the three months ended January 31, 1999. The increase in absolute dollars is primarily a result of the expanded scope of the Company's operations. Cost of sales as a percentage of net sales remained relatively constant primarily due to the offset of higher margin international publishing activities by lower margin distribution operations. 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.

Research and development costs increased by $\$ 105,181$, or $21.6 \%$, from $\$ 486,963$ for the three months
ended January 31, 1998 to $\$ 592,144$ for the three months ended January 31, 1999 This increase is 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.

Selling and marketing expenses decreased by $\$ 69,974$, or $1.7 \%$, from $\$ 4,231,177$ for the three months ended January 31, 1998 to $\$ 4,161,203$ for the three months ended January 31, 1999. Selling and marketing expenses as a percentage of net sales decreased to 6.1\% for the three months ended January 31, 1999 from $8.2 \%$ for the three months ended January 31, 1998. The decrease in both absolute dollars and as a percentage of net sales is primarily attributable to the Company's acquisition of leading software distributors and its resulting shift from using third party distributors.

General and administrative expenses increased by $\$ 2,276,252$, or $106.6 \%$, from $\$ 2,135,246$ for the three months ended January 31, 1998 to $\$ 4,411,498$ for the three months ended January 31, 1999. General and administrative expenses as a percentage of net sales increased to $6.5 \%$ for the three months ended January 31, 1999 from 4.2\% for the three months ended January 31, 1998. This increase in both absolute dollars and as a percentage of net sales is primarily attributable to salaries, rent, insurance premiums and professional fees associated with the Company's expanded operations.

Depreciation and amortization expense increased by $\$ 76,873$, or $20.4 \%$, from $\$ 376,542$ for the three months ended January 31, 1998 to $\$ 453,415$ for the three months ended January 31, 1999 is primarily due to the depreciation of assets acquired in March 1998.

Interest expense decreased by $\$ 731,518$, or $47.3 \%$, from $\$ 1,548,035$ for the three months ended January 31, 1998 to $\$ 816,517$ for the three months ended January 31, 1999. The decrease resulted primarily from lower interest rates on borrowings.

Income taxes increased by $\$ 1,404,552$, from $\$ 8,648$ for the three months ended January 31, 1998 to $\$ 1,413,200$ for the three months ended January 31, 1999. The increase resulted primarily from the full utilization of net operating loss carryforwards in fiscal 1998.

As a result of the foregoing, the Company achieved net income of $\$ 2,894,836$ for the three months ended January 31, 1999, as compared to net income of $\$ 1,459,181$ for the three months ended January 31, 1998.

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 through advances made by distributors, the issuance of debt and equity securities and bank borrowings. At January 31, 1999, the Company had working capital of $\$ 25,980,469$ as compared to working capital of $\$ 21,797,097$ at October 31, 1998. The increase in working capital was primarily attributable to the decrease in accounts payable as of January 31, 1999.

Net cash provided by operating activities for the three months ended January 31, 1999 was $\$ 177,843$ as compared to net cash provided by operating activities of $\$ 4,660,934$ for the three months ended January 31, 1998. The decrease was primarily attributable to a decrease in accounts receivable and prepaid
expenses and other assets. Net cash used in investing activities for the three months ended January 31, 1999 was $\$ 184,408$ as compared to net cash used in investing activities of \$1,252,344 for the three months ended January 31, 1998. The decrease in net cash used in investing was primarily attributable to the AIM acquisition that occurred in 1998. Net cash provided by financing activities for the three months ended January 31, 1999 was $\$ 2,245,258$ as compared to net cash used in financing activities of $\$ 3,855,611$ for the three months ended January 31, 1998. The increase in net cash provided by financing activities was primarily attributed to a decrease in repayments on the Company's debt instruments and an increase in proceeds from the exercise of stock options. At January 31, 1999, the Company had cash and cash equivalents of $\$ 4,761,396$.

In February 1999, JAG entered into a line of credit with NationsBank, N.A. ("NationsBank") which provides for borrowings of up to $\$ 35,000,000$ through September 30, 1999 and $\$ 45,000,000$ thereafter. This line replaces the existing credit lines held separately by JAG and AIM. Advances under the line of credit are based on a borrowing formula equal to the lesser of (i) the borrowing limit in effect at the time or (ii) $80 \%$ of eligible accounts receivable, plus $50 \%$ of eligible inventory. Interest accrues on such advances at NationsBank's prime rate plus $0.5 \%$ and is payable monthly. Borrowings under the line of credit are collateralized by all of JAG's accounts, inventory, equipment, general intangibles, securities and other personal property. In addition to certain financial covenants, the loan agreement limits or prohibits the Company from declaring or paying cash dividends, merging or consolidation with another corporation, selling assets (other than in the ordinary course of business), creating liens and incurring additional indebtedness. The line of credit expires on February 28, 2001.

The Company's accounts receivable at January 31, 1999 were $\$ 47,493,189$, net of allowances of $\$ 1,526,808$. Most of the Company's receivables are covered by insurance and have been collected in the ordinary course of business to date. Delays in collection or uncollectibility of accounts receivable could adversely affect the Company's working capital position. The Company is subject to credit risks, particularly in the event that any of its receivables represent sales to a limited number of retailers or distributors or are concentrated in foreign markets, which could require the Company to increase its allowance for doubtful accounts. The Company has credit insurance for most receivables.

Based on plans and assumptions relating to its operations, the Company believes that projected cash flow from operations and available cash resources will be sufficient to satisfy its contemplated cash requirements for the reasonably foreseeable future. To the extent the Company continues to implement its expansion plans, the Company may seek to obtain additional financing. There can be no assurance that projected cash flow from operations and available cash resources will be sufficient to fund the Company's operations or that additional financing will be available to the Company, if required.

Fluctuations in Operating Results and Seasonality
The Company has experienced and may continue to experience fluctuations in operating results as a result of delays in the introduction of principal titles; product and platform mix; the size and growth rate of the consumer software market; market acceptance of the Company's products; development and promotional expenses relating to the introduction of new products; sequels or enhancements of existing products; the timing and success of product introductions by the Company and its competitors; changes in pricing policies by the Company and its 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 the Company's products are seasonal, with peak product shipments typically occurring in the fourth calendar quarter (the Company's fourth and first fiscal quarter) as a result of increased demand for products during the year-end 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 three months ended January 31, 1998 and 1999, sales of products in international markets accounted for approximately $2.8 \%$ and $21.3 \%$, 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
The inability of many existing computers to recognize and properly process data as the Year 2000 approaches may cause many computer software applications to fail or reach erroneous results. The Company has assessed potential issues that may result from the Year 2000 and is upgrading its accounting and management information software, which the Company expects to complete by June 1999. The Company does not contemplate incurring material costs in connection with ensuring year 2000 readiness.

The Company has contacted principal third-party suppliers to determine their year 2000 readiness and believes that such suppliers are in the process of becoming year 2000 compliant. However, the Company's failure or the failure of the Company's third-party suppliers to correct a material year 2000 problem could result in an interruption in, or a failure of, certain of the Company's business operations.

Statement of Financial Accounting Standards Not Yet Adopted
In March 1998, the American Institute of Certified Public Accountants ("AICPA") issued Statement of Position No. 98-1, "Accounting for the Costs of Computer Software Developed or Obtained For Internal Use," ("SOP 98-1"). This statement establishes capitalization criteria for external and internal computer software costs and is effective for financial statements for fiscal years beginning after December 15, 1998. The Company does not believe this standard will have a material impact on the Company's financial position, results of operations or cash flows.

In April 1998, the AICPA issued, "Reporting on the Costs of Start-Up Activities" ("SOP 98-5"), and is effective for fiscal years beginning after December 15, 1998. The statement requires costs of start-up activities and organization costs to be expensed as incurred, except for certain entities. Initial application of this SOP should be reported as the cumulative effect of a change in accounting principle. The Company does not believe this standard will have a material impact on the Company's financial position, results of operations or cash flows.

In December 1998, the AICPA issued, "Modification of SOP 97-2, Software Revenue Recognition, With Respect to Certain Transactions" which amends SOP 97-2, "Software Revenue Recognition" ("SOP 98-9"), to require recognition of revenue using the residual method. Under the residual method, the total fair value of the undelivered elements, as indicated by vendor-specific objective evidence, is deferred and subsequently recognized in accordance with the relevant sections of SOP 97-2 and the difference between the total arrangement fee and the amount deferred for the undelivered elements is recognized as revenue related to the delivered elements. Effective December 15, 1998, this SOP amends SOP 98-4, Deferral of the Effective Date of a Provision of SOP 97-2, Software Revenue Recognition, to extend the deferral of the application of certain passages of SOP 97-2 provided by SOP 98-4 through fiscal years beginning on or before March 15, 1999. All other provisions of this SOP are effective for transactions entered into in fiscal years beginning after March 15, 1999. The Company does not believe this standard will have a material impact on the Company's financial position, results of operations or cash flows.

Item 2. Changes in Securities
In December 1998, the Company issued 1,033,336 shares of Common Stock in connection with the acquisition of Talonsoft.

In December 1998, the Company issued 100,000 warrants to purchase shares of Common Stock in consideration of consulting fees.

In November 1998, the Company issued 5,043 shares of Common Stock in connection with a financing arrangement.

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. Each purchaser of securities is an "accredited investor".

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

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

Current Report on Form 8-K dated December 22, 1998 reporting under Item 5 - Other Events

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: March 16, 1999
Ryan A. Brant
Chief Executive Officer

## By: /s/ Larry Muller

Dated: March 16, 1999
Larry Muller
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.

3-MOS
JAN-31-1999
JAN-31-1999
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