Gamestop

## GameStop Sales by Product Type

|  | 2013 | 2013 | 2013 | 2013 | 2013 | 2012 | 2012 | 2012 | 2012 | 2012 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | Q3 | Q4 | YTD | Q1 | Q2 | Q3 | Q4 | YTD |
| Net Sales (in millions) |  |  |  |  |  |  |  |  |  |  |
| New video game hardware | 241.8 | 147.8 | 181.8 | 1,158.6 | 1,730.0 | 348.6 | 183.3 | 184.8 | 616.7 | 1,333.4 |
| New video game software | 703.2 | 429.8 | 1,133.2 | 1,214.7 | 3,480.9 | 731.1 | 473.8 | 769.8 | 1,607.7 | 3,582.4 |
| Pre-owned and value video game products | 572.6 | 528.7 | 486.6 | 741.9 | 2,329.8 | 619.0 | 562.3 | 496.3 | 752.8 | 2,430.5 |
| Video game accessories | 126.4 | 92.0 | 98.0 | 244.2 | 560.6 | 148.1 | 107.1 | 101.2 | 255.4 | 611.8 |
| Digital | 56.2 | 49.4 | 46.0 | 66.1 | 217.7 | 40.3 | 50.2 | 48.0 | 69.9 | 208.4 |
| Mobile and consumer electronics | 51.0 | 60.6 | 56.0 | 136.1 | 303.7 | 13.7 | 31.0 | 46.4 | 109.2 | 200.3 |
| Other | 114.1 | 75.4 | 105.2 | 122.2 | 416.8 | 101.3 | 142.5 | 126.3 | 149.8 | 519.9 |
| Total | 1,865.3 | 1,383.7 | 2,106.8 | 3,683.8 | 9,039.5 | 2,002.1 | 1,550.2 | 1,772.8 | 3,561.5 | 8,886.7 |

Sales as a Percentage of Total:

| New video game hardware | $13.0 \%$ | $10.7 \%$ | $8.6 \%$ | $31.5 \%$ | $19.1 \%$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| New video game software | $37.7 \%$ | $31.1 \%$ | $53.8 \%$ | $33.0 \%$ | $38.5 \%$ |
| Pre-owned and value video game products | $30.7 \%$ | $38.2 \%$ | $23.1 \%$ | $20.1 \%$ | $25.8 \%$ |
| Video game accessories | $6.8 \%$ | $6.6 \%$ | $4.6 \%$ | $6.6 \%$ | $6.2 \%$ |
| Digital | $3.0 \%$ | $3.6 \%$ | $2.2 \%$ | $1.8 \%$ | $2.4 \%$ |
| Mobile and consumer electronics | $2.7 \%$ | $4.4 \%$ | $2.7 \%$ | $3.7 \%$ | $3.4 \%$ |
| Other | $6.1 \%$ | $5.4 \%$ | $5.0 \%$ | $3.3 \%$ | $4.6 \%$ |
|  |  |  |  |  |  |
|  | $100.0 \%$ | $100.0 \%$ | $100.0 \%$ | $100.0 \%$ | $100.0 \%$ |

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## GameStop Margin by Product Type

|  | 2013 | 2013 | 2013 | 2013 | 2013 | 2012 | 2012 | 2012 | 2012 | 2012 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | Q3 | Q4 | YTD | Q1 | Q2 | Q3 | Q4 | YTD |
| Gross Profit (in millions) |  |  |  |  |  |  |  |  |  |  |
| New video game hardware | 20.3 | 15.5 | 13.7 | 127.0 | 176.5 | 22.9 | 16.4 | 18.8 | 43.6 | 101.7 |
| New video game software | 148.2 | 98.9 | 249.1 | 309.1 | 805.3 | 150.0 | 107.7 | 174.9 | 353.7 | 786.3 |
| Pre-owned and value video game products | 270.7 | 250.6 | 216.7 | 355.9 | 1,093.9 | 304.2 | 269.5 | 240.0 | 356.4 | 1,170.1 |
| Video game accessories | 49.8 | 38.4 | 38.1 | 94.2 | 220.5 | 56.5 | 43.4 | 40.3 | 97.7 | 237.9 |
| Digital | 37.3 | 35.1 | 31.9 | 45.0 | 149.2 | 22.1 | 26.7 | 28.4 | 43.7 | 120.9 |
| Mobile and consumer electronics | 12.6 | 16.3 | 9.3 | 26.9 | 65.1 | 2.7 | 7.1 | 8.0 | 23.5 | 41.3 |
| Other | 39.3 | 26.6 | 39.7 | 44.9 | 150.6 | 41.5 | 48.5 | 47.0 | 56.3 | 193.3 |
| Total | 578.2 | 481.4 | 598.5 | 1,003.0 | 2,661.1 | 599.9 | 519.3 | 557.4 | 974.9 | 2,651.5 |
| Gross Profit Percentage: |  |  |  |  |  |  |  |  |  |  |
| New video game hardware | 8.4\% | 10.5\% | 7.6\% | 11.0\% | 10.2\% | 6.6\% | 9.0\% | 10.2\% | 7.1\% | 7.6\% |
| New video game software | 21.1\% | 23.0\% | 22.0\% | 25.4\% | 23.1\% | 20.5\% | 22.7\% | 22.7\% | 22.0\% | 21.9\% |
| Pre-owned and value video game products | 47.3\% | 47.4\% | 44.5\% | 48.0\% | 47.0\% | 49.1\% | 47.9\% | 48.3\% | 47.3\% | 48.1\% |
| Video game accessories | 39.4\% | 41.7\% | 38.8\% | 38.6\% | 39.3\% | 38.2\% | 40.5\% | 39.8\% | 38.3\% | 38.9\% |
| Digital | 66.5\% | 71.1\% | 69.3\% | 68.1\% | 68.5\% | 54.7\% | 53.2\% | 59.3\% | 62.5\% | 58.0\% |
| Mobile and consumer electronics | 24.8\% | 26.9\% | 16.7\% | 19.8\% | 21.4\% | 19.6\% | 22.9\% | 17.3\% | 21.5\% | 20.6\% |
| Other | 34.4\% | 35.3\% | 37.7\% | 36.7\% | 36.1\% | 40.9\% | 34.1\% | 37.2\% | 37.6\% | 37.2\% |
| Total | 31.0\% | 34.8\% | 28.4\% | 27.2\% | 29.4\% | 30.0\% | 33.5\% | 31.4\% | 27.4\% | 29.8\% |

