

# **ATVI** Summary as of 02/09/12

Unless otherwise explicitly stated, all data and comments, including forward-looking information, are current as of February 9, 2012 only. Activision Blizzard undertakes no duty to update or revise any forward-looking information contained herein. This is a summary document only. For more detailed information, please refer to Activision Blizzard's earnings release dated February 9, 2012 and the Company's reports and filings with the SEC.

Stock Information <sup>1</sup> :				IR Contacts:	
Price per share as of 01/31/12	\$12.34	GAAP EPS, CY 2011	\$0.92	Kristin Southey, SVP IR and Treasury	Peter Ausnit, VP IR
Daily volume on 01/31/12(M)	7.5	GAAP EPS, CY 2010	\$0.33	Kristin.Southey@Activision.com	Peter.Ausnit@Activision.com
50-day avg. vol., ending 01/31/12 (M)	9.4	Non-GAAP EPS†, CY 2011	\$0.93	(310) 255-2635	(424) 744-5658
Shares Outstanding <sup>2</sup> , as of 12/31/11 (B)	1.13	Non-GAAP EPS†, CY 2010	\$0.79		
Market Capitalization (\$B)	14.1	FCF/diluted share, CY 2011	\$0.73	IR Web Site:	Ken Lim, IR Analyst
Enterprise Value (\$B)	10.6	Cash and investments3/diluted share	\$2.95	http://investor.activisionblizzard.com/	Kenneth.Lim@Activision.com
Beta	0.76	Debt	\$0.00		(310) 255-2208

Source: 1NASDAQ OMX, 2SEC Form 10-K for the year ended 12/31/11, 3Includes short-term and long-term investments

### Estimated Worldwide Video Game Sales, Excluding Japan, \$B

	2011	2013	2015	CAGR		2011	2013	2015	CAGR
Retail	28	30	33	4%	Emerging Digital (Wireless and Advertising)	9	11	13	10%
Digital	24	32	40	13%	Digital (Online)	15	20	26	15%
Total	52	62	73	9%	Total	24	32	40	13%

Source: PWC 12th Annual Global Entertainment and Media Outlook, June 2011

#### Digital growth drivers, 2008-2014

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	Unit Growth
Mobile Internet subscribers:	5x
Broadband households:	2x
Social network users:	16x
Connected HD-consoles:	5x
Sources: IDC, PWC, AR analysis	

#### **Activision Blizzard Online Service Platforms**



Source: Activision Blizzard estimates, Note: MAU is Monthly Active Users, as of 12/31/11.

\*Source: Activision Blizzard internal estimates

#### Portfolio and Growth Plan Leverage emerging ios models and platforms Release innovative new New intellectual property MMO BUNGIE Launch our biggest pipeline of online **COD China** enabled properties and services CALLOIDUTY 🗯 BATTLENET

#### 40 Million Call of Duty Elite Members (M) **Monthly Active Users** Dec 2011 Total: 40+ Premium, Annual ■ Modern Warfare 3 ■ Black Ops Total MW3 Modern Warfare 2 20+ World at War ■ Modern Warfare 4.5 Black Ops 10+ 1.5 MW2 Nov-11 Jan-12

### Annual Digital<sup>1</sup> Revenues and Operating Margins

	2009	2010	2011	Y/Y
Digital <sup>1</sup> Revenues, \$B, GAAP	1.23	1.44	1.64	14%
Digital <sup>1</sup> Revenues, \$B, non-GAAP <sup>†</sup>	1.27	1.55	1.56	1%
Digital <sup>1</sup> Revenues, Percentage of Total, GAAP	29%	32%	34%	
Digital <sup>1</sup> Revenues, Percentage of Total, non-GAAP <sup>†</sup>	27%	32%	35%	
Total Company Operating Margin, GAAP	-0.6%	10.5%	27.9%	
Total Company Operating Margin, non-GAAP	25.8%	28.5%	30.3%	
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Digital Operating Margins: >50%

<sup>1</sup> Digital includes revenues from subscriptions, memberships, and licensing royalties, value added services, downloadable content, digitally distributed products, and wireless devices.

#### **GAAP EPS Non-GAAP EPS EPS Growth** \$0.79 \$0.69 \$0.33 \$0.09 2009 2010 2011 2009 2010 2011

4Q11 Results		Prior Q411	
	4Q10	Outlook <sup>1</sup>	4Q11
GAAP Net Revenues	\$1,427M	\$980M	\$1,407M
GAAP EPS	(\$0.20)	(\$0.08)	\$0.08
Non-GAAP† Net Revenues	\$2.55B	\$2.17B	\$2.41B
Non-GAAP† EPS	\$0.53	\$0.55	\$0.62

#### 2012 Outlook, as of February 9, 2012

		Non-		
	GAAP 1Q 2012	GAAP† 1Q 2012	GAAP 2012	Non-GAAP† 2012
Net Revenues	\$965M	\$525M	\$4.15B	\$4.5B
COGS (Prod/Online)	30%	34%	29%	27%
Op Ex incl. Royalties	34%	57%	48%	40%
Tax Rate	26%	27%	26%	27%
EPS	\$0.22	\$0.03	\$0.63	\$0.94
Diluted Share Count	1.15B	1.15B	1.15B	1.15B

#### 2012—2014 Non-GAAP† Growth Scenarios

Revenues (M)	2011	2012	2013	2014	2012 - 2014
	<u> </u>			\$230	\$230
			\$210	\$210	\$420
		\$200	\$200	\$200	\$600
Outlook as of 9/1/11:	\$4,050	\$4,250	\$4,460	\$4,680	\$1,250
LT target growth rate:		5%+	5%+	5%+	
Outlook as of 2/9/12:		\$4,500			
v. base yr. on 9/1/11:		11%			
					2012 -
<u>EPS</u>	2011	2012	2013	2014	2014
				\$0.09	\$0.09
			\$0.08	\$0.08	\$0.17
		\$0.08	\$0.08	\$0.08	\$0.23
Outlook as of 9/1/11:	\$0.77	\$0.85	\$0.93	\$1.02	\$0.49
LT target growth rate:		10%+	10%+	10%+	
Outlook as of 2/9/12:		\$0.94			
v. base yr. on 9/1/11:		22%			

## Revenue Breakdowns, \$B

	2009	GAAP 2010	2011	Y/Y %	Non- 2009	GAAP <sup>†</sup> 2010	2011	Y/Y %
Distribution Channels				,,				,,
Digital online channels1	1.23	1.44	1.64	14	1.27	1.55	1.56	1
Retail	2.62	2.63	2.70	3	3.08	2.88	2.51	-13
Distribution	0.42	0.38	0.42	11	0.42	0.38	0.42	11
Total	4.28	4.45	4.76	7	4.78	4.80	4.49	-6
Operating Segments								
Activision					3.16	2.77	2.83	2
Blizzard					1.20	1.66	1.24	-25
Distribution					0.42	0.38	0.42	11
Total					4.78	4.80	4.49	-6
Platforms								
Online subscriptions <sup>2</sup>	1.26	1.23	1.36	10	1.17	1.42	1.15	-19
HD-Consoles (Xbox 360, PS3)	1.44	1.89	2.08	10	1.98	1.98	2.16	9
SD-Consoles3, Handhelds4	1.00	0.63	0.53	-15	1.00	0.62	0.46	-25
PC and Other	0.15	0.33	0.37	14	0.20	0.41	0.30	-26
Distribution	0.42	0.38	0.42	11	0.42	0.38	0.42	11
Total	4.28	4.45	4.76	7	4.78	4.80	4.49	-6
Geography								
North America	2.22	2.41	2.41	0	2.46	2.57	2.25	-13
Europe	1.80	1.74	1.99	14	2.02	1.90	1.89	-1
Asia Pacific	0.26	0.30	0.36	22	0.30	0.33	0.35	8
Total	4.28	4.45	4.76	7	4.78	4.80	4.49	-6

<sup>1</sup>Digital includes revenues from subscriptions , memberships and licensing royalties, value added services, downloadable con-tent, digitally distributed products, and wireless devices. <sup>2</sup> All World of Warcraft, <sup>3</sup> Wii and PS2, <sup>4</sup> PSP, DS, 3DS.

Cash Flow, \$M			
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Operating Cash Flow (OCF)	\$1,183	\$1,376	\$952
Capital Expenditures (CapEx)	69	97	72
Free Cash Flow <sup>1</sup> (FCF)	\$1,114	\$1,279	\$880
Repurchases and Dividends  1FCF represents OCF minus CapEx.	1,109	1,148	886

## Balance Sheet Highlights, \$B, as of Dec. 31, 2011

Cash & Investments <sup>1</sup>	3.54
Total Repurchases, through December 31, 2011	2.89
Remaining Repurchase Authorization	0.8
Unaludas short tarm and long tarm investments	

#### Ownership as of Dec. 31, 2011

	Shares 0	Dutstanding	Fully Diluted	d Shares Outstanding
Vivendi S.A.	684M	60%	684M	57%
Others	449M	40%	517M	43%

#### Major Intellectual Properties, Projects & Platforms

# **ACTIVISION**

	Call of Duty	Skylanders	Bungie
Retail	COD 2012	GIANTS	Genre-defining new IP
	Modern Warfare 3	Light Up Toys	Genre-defining new IP
Digital	Black Ops	Spyro's Adventure	
	Modern Warfare 2	Starter Packs	
	World at War	Individual Toys	
	Modern Warfare	Multi-Packs	
	Mobile	Expansion Packs	
	DLC	Licensing	
	Elite 2.0	Web World FTP MTX	
	China FTP MTX	Mobile	
	Full Game Download		-



	World of Warcraft	StarCraft	Diablo	
Retail	Mists of Pandaria	Heart of the Swarm	Diablo III	
	Cataclysm	Expansion Pack	<b>Expansion Pact</b>	
Retail and Battle.net	Wrath of the Lich King	StarCraft II: Wings of Liberty	Diablo II	
	Burning Crusade	StarCraft	Diablo	
	World of Warcraft	Blizzard Arcade	Auction House	
Battle.net	Subscriptions Value Added			

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Our outlook is based on assumptions about self-through rates for our products and the launch timing, success and pricing of our slate of new products, all of which are subject to significant risks and uncertainties, including possible declines in the overall demand for video games and in the demand for our products, the dependence in the interactive software industry and by us on an increasingly limited number of popular franchises for a disproportionately high percentage of revenues and profits, our ability to predict shifts in consumer preferences among genres and competition. Current macroeconomic conditions and market conditions within the video game industry increase those risks and uncertainties. Our outlook is also subject to other risks and uncertainties including litigation and associated costs, fluctuations in foreign exchange and tax rates, counterparty risks relating to customers, licensees, licensees, licensers and manufacturers. As a result of these and other factors (including those mentioned in our 2010 Annual Report on Form 10-K and our other filings with the SEC) actual results may deviate materially from the outlook presented above.

1For a full reconciliation of GAAP to non-GAAP numbers and for more detailed information concerning the Company's financial results for the quarter ended December 31, 2011, please refer to the tables attached to

