GameStop Corporation Ecosystem

GameStop Corp.
625 Westport Parkway
Grapevine, TX 76051
www.gamestop.com

Outside Relationships

Regulators | Capital | Suppliers | Customers

Capital
- Public Debt Holders
- Commercial Banks

Regulators
- US Regulators
  - *Labor-Related Regulators*
    - Medicare, Medicaid, and Patient Protection and Affordable Care Act (Obamacare)
    - National Labor Relations Board
    - Equal Employment Opportunity Commission *(Reviews Claims of Employment Discrimination)*
  - *Other Regulators*
    - Consumer Product Safety Commission *(Regulates Consumer Product Safety and Investigates Safety Claims)*
    - Federal Bureau of Investigations *(Anti-Piracy Regulator)*
- Foreign Regulators
  - *Labor-Related Regulators*
    - European Commission *(Labor Law Regulator)*
    - Fair Work Ombudsman *(Australian Labor Regulator)*
    - Health Canada *(Canadian Product Safety Regulator)*
  - *Other Regulators*
    - EU General Product Safety Directive *(EU Product Safety Regulations)*
    - Australian Competition and Consumer Commission *(Australian Consumer Safety Regulator)*
    - Commerce Commission New Zealand *(New Zealand Consumer Safety Regulator)*

Suppliers
- Professional Services
  - Deloitte & Touché *Audit Services*
  - The Richards Group *Advertising Services*
  - Troutman Pepper *M&A Legal Services*
- Media Companies *Television Industry*
  - Disney
  - Nickelodeon
  - Comcast
  - ViacomCBS
  - AT&T (Time Warner)
- Video Game Platform Manufacturers
  - *PC Manufacturers*
    - Alienware
    - Micro-Star International (MSI)
    - Corsair
    - Dell
    - Intel
  - *Console Manufacturers*
    - Microsoft (Xbox)
    - Sony (PlayStation)
    - Nintendo (Switch)

Customers
- Financing
- Working Capital Financing
- Professional Services
- US Labor and Consumer Safety Regulation
- Licenses of the Rights to Incorporate TV, Movie, Gaming, and Pop Culture Images into GameStop Products
- Foreign Labor and Consumer Safety Regulation
- Sales of Video Game Console Supplies

Game Stop Corporation [a Delaware Corporation]

Debt Structure

Debt and Lease Obligations | Ba2 (Moody's), B+ (S&P), *as of Feb 2021*

- **Asset-Based Revolving Credit Facility**
  - Authorized: $420M *(with $200M Expansion Feature & $50M Letter-of-Credit Sub-Limit)*
  - Interest Rate: *0.25% to 0.5% for Prime-Rate Loans; 1.25% to 1.5% for LIBOR Loans*
  - Borrowing Base *90% of Inventory and Credit Card Receivables*
  - Maturity: Nov 2022
- **Senior Notes**
  - Authorized/Outstanding: $475M/$419.8M
  - Maturity: March 2021
  - Interest Rate: *6.75%*
  - *Credit Ratings: Ba2 (Moody's), B+ (S&P), as of Feb 2020*
- **Operating Leases**
  - Operating Lease Liabilities: $529.3M
  - Weighted-Average Remaining Lease Term: 4.7 years

Equity Structure

Common Equity

- **Share Repurchase Program**
  - Authorized: $300M
  - Expiration: None
  - Balance: $279.9M *(as of 4Q19)*
- **Class A Common Stock**
  - Authorized: 300M Shares
  - Issued: 64.3M Shares
  - Record Holders: 1,425

Governance

Board of Directors

- Ryan Cohen *(Chair)*
- George E Sherman
- Alain Attal
- James Grube
- Yang Yu
- Lawrence Cheng
- Committees: Audit (A), Compensation (C), Nominating & Corporate Governance (NCG)

Management Team

- Matt Furlong *Chief Executive Officer*
- Jenna Owens *Chief Operating Officer*
- Diana Saaheh-Jajeh Venuk *Chief Accounting Officer*
- Mike Recupero *EVP and Chief Financial Officer*
- Frank M. Hamlin *EVP and Chief Customer Officer*
- Angela Venuk *Vice President, Chief Information Officer*
- Dan Reed *Corporate Counsel and General Secretary*
- Lisa Keglovitz *Senior Vice President, Human Resources*
- Matt Francis *Chief Technology Officer*
- Elliott Wilke *Chief Growth Officer*
- Chris R. Homeister *EVP and Chief Merchandising Officer*

Corporate Matters

- **Human Resources**
  - Talent Acquisition
  - HR Information Systems
  - Talent Development
  - Compensation
  - Benefits
  - Diversity & Inclusion
  - Employee Engagement
  - Culture
- **Finance and Accounting**
  - FP&A
  - Internal Audit
  - Insurance
  - Accounting
  - Investor Relations
  - Treasury/Cash Management
  - Financial Reporting
  - Tax
- **Technology**
  - *IT*
    - Software Licenses
    - IT Equipment
    - IT Infrastructure
  - *Digital*
    - Omni-Channel Initiatives
    - Analytics
    - E-Commerce
    - Online Marketing
- **Supply Chain**
  - Merchandising
  - Supplier Relations
  - Procurement & Inventory Management Systems
- **Legal**
  - Real Estate/Leases
  - Intellectual Property
  - Employment Law
  - Contract Management
  - Corporate Governance
- **Customer**
  - Advertising and Marketing
  - Customer Experience
  - Store Management

Operations

United States
- Stores
- 3642 Physical Retail Stores *300+ in TX, CA; 200+ in FL; 100+ in GA, IL, NY, NC, OH, PA, VA*
- 33 Pop-Culture Themed Collectibles Stores
- E-Commerce Properties

Canada
- Stores
- 299 Physical Retail Stores
- 55 Pop-Culture Themed Collectibles Stores *All International Regions*
- E-Commerce Properties

Australia
- Stores
- 426 Physical Retail Stores *383 in AUS, 43 in NZ*
- 55 Pop-Culture Themed Collectibles Stores *All International Regions*
- E-Commerce Properties

Europe
- Stores
- 1152 Physical Retail Stores *413 in France, 343 in Italy, 199 in Germany*
- 55 Pop-Culture Themed Collectibles Stores *All International Regions*
- E-Commerce Properties

Merchandise

- **Hardware and Accessories**
  - New Video Game Systems
  - Gaming Software
  - Pre-Owned Video Game Systems
  - **Accessories** *Controllers, Gaming Headsets, Virtual Reality Products, Memory Cards*
- **Collectibles Products**
  - Collectibles
  - Apparel
  - Toys
  - Gadgets
  - Electronics
  - Other Collectible-Related Items
- **Software and Digital Products**
  - Downloadable Content
  - Prepaid Digital
  - Network Points Cards *(In-Game Digital Currency)*
  - Prepaid Subscription Cards
  - Digitally-Downloadable Gaming Software
- **Other**
  - gameinformer *(World's Leading Print and Digital Video Game Publication)*
  - GameStop PowerUp Rewards *(Loyalty Program with 42 Million Members)*

Competitors

- Walmart, Best Buy, Target, Amazon
- Best Buy, Amazon
- Kmart, Target, JB Hi-Fi
- Saturn, Sony, Amazon, fnac, MediaMarkt, Nintendo, Auchan, Carrefour

Sales of Video Games

- **Software Publishers and Distributers**
  - Nintendo
  - Sony
  - Microsoft
  - Electronic Arts
  - Take-Two Interactive
  - Bethesda
  - CD Projekt Red
  - Ubisoft
  - SEGA

Sales of Video Game Accessories

- **Gaming Accessories Manufacturers**
  - Mad Catz
  - Level Up PC Gaming
  - Skull Candy
  - Logitech
  - HyperX
  - Alienware

Outside Relationships

Customers | Suppliers | Capital | Regulators

Regulators
- Securities Regulators
  - US Securities and Exchange Commission *(Disclosure and Reporting Requirements, Anti-Bribery Law Enforcement)*
  - New York Stock Exchange (NYSE) *(Stock Listing and Maintenance Rules)*

Capital
- Significant Shareholders
  - Fidelity Management and Research *13.67%*
  - BlackRock Fund Advisors *11.32%*
  - Vanguard Group *7.43%*
  - Susquehanna Financial Group *6.27%*
  - Dimensional Fund Advisors *5.66%*
  - Senvest Management *5.18%*
  - Must Asset Management *4.73%*
  - SSgA Funds Management *3.74%*
  - Permit Capital *2.80%*
  - Paradice Investment Management *2.63%*
  - Institutional Ownership *120.34%*

Customers
- Customers
  - *New Products*
    - New Gaming Systems Customers
    - New Gaming Software Customers
  - *Used Products*
    - Used Gaming Systems Customers
    - Used Gaming Software Customers
  - *PowerUp Loyalty Program*
    - Paid Subscribers
    - Free Subscribers
  - *Trade-In Program*
    - Gaming Console Owners
    - Video Game Software Owners

Suppliers
- Securities Regulation and NYSE Listing Rules
- Equity Capital
- Sales of New Video Games and Gaming Consoles
- Sales of Used Video Games and Gaming Consoles
- Sales and Gifts of PowerUp Loyalty Program Memberships
- Trade-Ins of Pre-Owned Video Games and Gaming Consoles (for Credit Toward New Products or Cash)

Key Company Data

Revenue by Location *39 Weeks Ending Oct 31, 2020*
Total Revenue: $2.97B
- United States: $2.01B
- Canada: $138M
- Australia: $374M
- Europe: $447M

Assets
Total Assets: $2.60B
- Net Merchandise Inventory: $861M
- Operating Lease Right-of-Use Assets: $667M
- Cash/Cash Equivalents $446M
- Property & Equipment: $193M

Resources (Locations)
Total Locations: 5519
- United States: 3642
- Canada: 299
- Australia: 426
- Europe: 1152

Share Information
- NYSE: GME
- Share Price: $213.82 (as of 06/18/2021)
- Loss Per Share: ($1.78) *Trailing 12 Months*
- Dividends: None
- Market Capitalization: *$14.835B*

Recent Developments

Short Squeeze. In January 2021, GameStop's stock was shorted 140%+ and attracted the attention of many retail traders, causing a significant rally for the stock (reaching a peak of $481 on Feb 1st)

On June 9, 2021, GameStop appointed former Amazon.com executives Matt Furlong and Mike Recupero as CEO and CFO, respectively, to spearhead the transformation of the ailing brick-and-mortar into an e-comer gaming powerhouse.

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