ORIGIN® COMPANY PROFILE



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ORIGIN: Creator of Software Worlds

ORIGIN is a developer and publisher of state-of-the-art computer entertainment software. ORIGIN's motto, "We create worlds," symbolizes the company's consistent goal of providing a large-scale entertainment experience for the end-user. Releasing on average eight new computer titles each year, plus other associated products including a popular series of computer game hint books, ORIGIN maintains a staff of more than 270 in its two main areas of Product Development and Publishing.

ORIGIN: An International Corporation

ORIGIN was founded in 1983 as an entrepreneurial startup by a team of four: Robert and Richard Garriott; their father, an ex-NASA astronaut, Owen Garriott; and their friend and software author, Charles Bueche. On September 25, 1992, ORIGIN merged with entertainment software industry leader, Electronic Arts® (NASDAQ: ERTS) of San Mateo, California. The combined strengths of ORIGIN's product development talents and Electronic Arts' worldwide distribution power have expanded ORIGIN's influence into every corner of the globe.

ORIGIN remains in Austin, Texas and operates independently as a wholly owned subsidiary of Electronic Arts. Housed in 54,000 square feet of modern, ergonomically engineered office space, ORIGIN carries out its mission to design, develop and publish top-of-the-line entertainment software for both home computing and electronic game systems. The company has also developed German, French and Japanese translations of many of its most popular recent titles.

ORIGIN: A Product Developer and Publisher

Home Computing Products (CD-ROM-based)

During the last twelve years, ORIGIN has produced more than 45 quality titles on all of the major home computer platforms, including IBM, Commodore 64, Apple II, Macintosh, Amiga and Atari ST. Today, it develops solely on CD-ROM for high-end IBM and compatible 486 and Pentium™ processor-based personal computers.

Electronic Game Products (CD-ROM and cartridge-based)

ORIGIN already is developing titles on the emerging 32-bit console gaming platforms such as the Sony Playstation and the Sega Saturn. In 1994, ORIGIN published its first title for the 3DO Interactive Multiplayer, *Super Wing Commander*®. ORIGIN also has created several titles for 16-bit cartridge-based platforms. Through its association with cartridge game developers and publishers, ORIGIN has produced titles for the Super NES®, Nintendo GAME BOY®, Fujitsu FM Towns and SEGA Genesis™ platforms.

ORIGIN: The Executive Management Group

Richard Garriott, Sr. Vice President/Director of Development; Mike Grajeda, Vice President/Chief Operating Officer; Marten Davies, Vice President: Sales; Chris Roberts: Vice President/Executive Producer; Jennie Evans, Director of Marketing; Warren Spector, Senior Producer/Product Development; Andy Hollis, Senior Producer/Product Development

Producer/Product Development



Richard Garriott, Senior Vice President/Director of Development

Richard Garriott (a.k.a. "Lord British") pioneered computer gaming with his release of Akalabeth in 1979. That led to the highly acclaimed and award-winning *ULTIMA*® series, one of the highest-grossing single product lines in the the history of entertainment software. In addition to Garriott's great domestic success, the *ULTIMA* software series has become a genuine sensation internationally. Record sales levels have been achieved in Japan, where the *ULTIMA* world and characters have spawned many other products, including children's cartoons, comic books, novels and popular songs. The *ULTIMA* line has been developed for U.S. distribution on Super NES, GAME BOY and Sega systems. Garriott also receives international attention for his biennial, interactive, full-contact

haunted house, which he stages inside and around his west Austin mansion. Garriott serves as an Executive Producer for the Electronic Arts organization.



Mike Grajeda, Vice President & Chief Operating Officer

At ORIGIN, Mike Grajeda manages all aspects of the company's business operations and product development. He joined Electronic Arts in 1989 and held various finance positions until he transferred to ORIGIN in 1993 to serve as its Director of Finance. Previously, Grajeda worked for five years in a variety of accounting positions. In addition to his duties at ORIGIN, Grajeda serves as the chief financial officer for Electronic Arts' Entertainment Division. He manages the division's financial functions and studio planning as well as its operating group.



Marten Davies, Vice President/Sales

Marten Davies brings to ORIGIN more than twenty years of diversified international sales, marketing and management experience, with more than half of those years spent in the entertainment software industry. Prior to joining ORIGIN, Davies served as VP of Sales for Intracorp, Inc., where he managed sales operations to all major distributors, mass merchants, major retailers and dealers in the U.S. and Canada. Previously, he was the founder and president of Firebird Licensees, Inc., the U.S. entertainment software subsidiary of the diversified U.K. giant British Telecommunications Ltd. Davies has also held senior management positions in Europe with Softek International, Computer Games Ltd., Pentax and British Ever Ready. Davies' combined marketing

and sales experience serves as a great asset to ORIGIN's mission of achieving "top sales" honors for each of its quality entertainment titles. He also monitors the brand's marketing and sales expansion into the booming European market.



Chris Roberts, Vice President/Executive Producer

Chris Roberts' success started in the British computer gaming industry, where he had three #1 hits before joining forces with ORIGIN in 1987. He pioneered the move to projects with specialized teams of programmers, artists, writers and musicians. Roberts' first project with ORIGIN, *Times of Lore™*, hit #1 on Ingram's Best-Seller List in 1988. He followed that achievement with *Bad Blood™* the next Spring, then *Wing Commander* in the Fall. Roberts' game design ideas and the industry's advances in PC technology (386/486 processors, VGA graphics and sound cards) combined to make *Wing Commander*

the standard in PC games. It created a new genre of entertainment software – interactive cinema – and simultaneously created a second flagship line for ORIGIN. The Wing Commander series and its associated products have garnered a host expertise to keep ORIGIN on the cutting edge of computer entertainment. He continues to produce/direct one to two screen in a groundbreaking interactive movie.



Jennie Evans, Director of Marketing

Jennie Evans' career spans the spectrum of marketing, sales and public relations, beginning with her position in the publishing industry in 1986, working as office manager with South Western Newspapers Ltd. in England. From there, Evans, an English native, moved to Future Publishing, first as an advertising sales executive and later as Advertising Manager. In 1991, she became ORIGIN's sole European employee, directing sales and marketing through the company's overseas distributor. As European Brand Manager in London, she built the ORIGIN brand into a leader in the United Kingdom, France and Germany. In 1992, she joined Electronic Arts after the California company acquired ORIGIN, rising from Product Manager to Product Marketing Manager. In April of

1994 she moved into her current position at ORIGIN headquarters in Austin, where she oversees and directs ORIGIN's worldwide brand and product marketing.



Warren Spector, Senior Producer

When he joined ORIGIN in 1989, Warren Spector brought six years of experience in pencil-and-paper games. He worked as Editor-in-Chief of Steve Jackson Games and Supervisor of the game division of industry leader TSR, publishers of the *Dungeons & Dragons* roleplaying game. He was well known as the editor/developer of award-winning and best-selling roleplaying and boardgames like TOON: The Cartoon Roleplaying Game, the Top Secret/S.I. game, the Bullwinkle & Rocky Party Roleplaying Game and the Advanced Dungeons & Dragons 2nd Edition Dungeon Masters Guide. His electronic gaming credits have been equally impressive. He started as an Associate Producer with Richard Garriott on ULTIMA

VI, and with Chris Roberts on Wing Commander and Bad Blood. As Producer (and later, Senior Producer), he struck out on his own with such innovative titles as the Victorian science-fiction adventure, Martian Dreams*, the award-winning ULTIMA Underworld* games, the critically acclaimed ULTIMA VII Part 2: Serpent Isle*, System Shock* and Wings of Glory*, a cinematic flight game set in the closing years of World War I.



Andy Hollis, Senior Producer

Andy Hollis is another true pioneer in entertainment software. As a founding member of MicroProse Software, he designed and programmed many of that company's top flight simulations, including Mig Alley, Kennedy Approach, Gunship, F19 Stealth Fighter, F15 Strike Eagle II and F15 Strike Eagle III, as well as the science-fiction titles Lightspeed and Hyperspeed. His programming expertise covers multiple computer platforms. Hollis joined ORIGIN in 1993 to launch a new line of military simulations, beginning with a game based on the AH64 Longbow helicopter to be released in 1995.



Eric Hyman, Senior Producer

Eric Hyman came to ORIGIN in December of 1992 after a short stint as Technical Lead at Electronic Arts in San Mateo. Prior to that, Hyman worked with Strategic Simulations, where he worked on Amiga versions of Kampfgruppe, Gettysburg and Rebel Charge. Later, he was lead producer for New World Computing, where he produced, directed and designed Planet's Edge. He also wrote Nuclear War and contributed to Might & Magic III. Since he arrived in Austin, Hyman has risen in the ranks from Associate Producer to his current role, where he oversees one of ORIGIN's four development

Publishing

Publishing consists of more than 35 individuals in Accounting, Administrative Assistance, Warehouse & Shipping, Production and Manufacturing, Marketing, Sales, Creative Services, Publications and Media Relations.

Product Development

Product Development comprises more than 240 individuals in the areas of Management, Producing/Directing, Design, Software Engineering, Computer Graphics, Music and Sound, Writing, and Product Support.

Origin: An Electronic Arts Company

Electronic Arts, headquartered in San Mateo, CA, is a leading global interactive entertainment software company that develops, publishes and distributes software worldwide for IBM-compatible PCs and Macintosh computers, as well as game machines such as Sega Genesis, Super NES and 3DO Interactive Multiplayer.

Electronic Arts (EA) was founded in 1982 and has an annual sales rate of over \$400 million. Of its 1100 employees, EA employs approximately 730 product development staff (including ORIGIN's development staff of more than 240). It is one of the most successful interactive entertainment software companies, with 224 titles selling over \$1 million, 61 titles selling over \$5 million and 16 titles selling over \$20 million.

Electronic Arts has wholly-owned subsidiaries in the United Kingdom, France, Germany, Spain, Australia, Canada, Puerto Rico and Austin, Texas. Its latest acquisition was that of Bullfrog Productions Ltd., the premier European development company, based in Surrey, England.

