

Mindscape's Gross Profit and Royalty Paid to NGS

Schedule 7
4th Quarter 1999

Product SKU	Description	Channel	Units Sold (1)	Net Receipts (2)	COGS (3)	Gross Profit (4)=(2)-(3)	Royalty Earned (5)
1 112671	Ng Complete 108yr Cdonlyhybrid	RETAIL	(1)	\$ (128)	\$ (28)	\$ (102)	\$ (32)
2 112671	Ng Complete 108yr Cdonlyhybrid	RETAIL	5,089	285,360	134,578	150,775	71,538
3 112671	Ng Complete 108yr Cdonlyhybrid	SCHOOL	10	978	265	711	178
4 112671 Total	Ng Complete 108yr Cdonlyhybrid		5,095	286,198	134,814	151,385	71,463
5 112680	Ng Photo Gal W/95/m	SCHOOL	13	210	62	148	37
6 112680 Total	Ng Photo Gal W/95/m		13	210	62	148	37
7 112757	National Geo 90's W/95/mac Lg	SCHOOL	3	84	12	72	18
8 112757	National Geo 90's W/95/mac Lg	SUBLIC	25,000	33,750	-	33,750	16,875
9 112757 Total	National Geo 90's W/95/mac Lg		25,003	33,834	12	33,822	16,893
10 112763	National Geo 1990's W/95/m Sm	DIRECT	3	59	11	48	12
11 112763	National Geo 1990's W/95/m Sm	DIRECT	350	7,101	1,287	5,814	1,450
12 112763	National Geo 1990's W/95/m Sm	RETAIL	(2)	(3)	(2)	(2)	(0)
13 112763	National Geo 1990's W/95/m Sm	RETAIL	(1)	(70)	(4)	(66)	(17)
14 112763	National Geo 1990's W/95/m Sm	SCHOOL	28	383	98	287	67
15 112763	National Geo 1990's W/95/m Sm	SUBLIC	672	1,458	-	1,458	729
16 112763 Total	National Geo 1990's W/95/m Sm		1,048	6,907	1,388	7,520	2,244
17 112803	National Geo 1980's W/95/m	RETAIL	4,094	24,603	12,691	11,912	2,382
18 112803	National Geo 1980's W/95/m	SCHOOL	2	30	6	24	6
19 112803 Total	National Geo 1980's W/95/m		4,096	24,633	12,698	11,936	2,388
20 112804	National Geo 1970's W/95/m	DIRECT	2	11	3	7	2
21 112804	National Geo 1970's W/95/m	DIRECT	12	49	41	9	2
22 112804	National Geo 1970's W/95/m	DIRECT	21	289	71	218	55
23 112804 Total	National Geo 1970's W/95/m		35	349	115	234	59
24 112805	National Geo 1980's W/95/m	DIRECT	1	20	3	17	4
25 112805	National Geo 1980's W/95/m	DIRECT	14	184	40	144	36
26 112805	National Geo 1980's W/95/m	SCHOOL	14	194	40	154	39
27 112805 Total	National Geo 1980's W/95/m		29	398	83	315	75
28 112808	National Geo 1950's W/95/m	DIRECT	(1)	(30)	(3)	(27)	(7)
29 112808	National Geo 1950's W/95/m	DIRECT	1	10	3	7	2
30 112808	National Geo 1950's W/95/m	DIRECT	9	128	23	105	26
31 112808	National Geo 1950's W/95/m	DIRECT	24	332	62	270	67
32 112808 Total	National Geo 1950's W/95/m		33	440	85	355	89
33 112807	National Geo 1940's W/95/m	SCHOOL	23	317	58	261	65
34 112807 Total	National Geo 1940's W/95/m		23	317	58	261	65
35 112808	National Geo 1930's W/95/m	SCHOOL	19	284	58	228	52
36 112808 Total	National Geo 1930's W/95/m		19	284	58	228	52
37 112809	National Geo 1920's W/95/m	SCHOOL	13	179	41	138	35
38 112809 Total	National Geo 1920's W/95/m		13	179	41	138	35
39 112810	National Geo 1910's W/95/m	SCHOOL	21	289	55	234	59
40 112810 Total	National Geo 1910's W/95/m		21	289	55	234	59
41 112811	National Geo 1888-1909 W/95/m	RETAIL	12	111	36	75	15
42 112811 Total	National Geo 1888-1909 W/95/m		12	111	36	75	15
43 112812	National Geo 1886-1909 W/95/m	SCHOOL	15	210	48	164	41
44 112812 Total	National Geo 1886-1909 W/95/m		15	210	48	164	41
45 112867	NGC: Educational Supplement	RETAIL	5	222	-	222	58
46 112867	NGC: Educational Supplement	RETAIL	3	189	-	189	47
47 112867	NGC: Educational Supplement	SCHOOL	5	140	17	123	31
48 112867 Total	NGC: Educational Supplement		13	551	17	534	134
49 112874	Nat Geo 109 Collectrs Edt Rd	RETAIL	(208)	(40,841)	(6,138)	(34,703)	(10,210)
50 112874	Nat Geo 109 Collectrs Edt Rd	RETAIL	28	4,469	828	3,633	1,115
51 112874	Nat Geo 109 Collectrs Edt Rd	DIRECT	-	(120)	-	(120)	(30)
52 112874	Nat Geo 109 Collectrs Edt Rd	DIRECT	45	5,635	1,588	4,050	1,012
53 112874	Nat Geo 109 Collectrs Edt Rd	DIRECT	54	4,280	2,031	2,250	582
54 112874	Nat Geo 109 Collectrs Edt Rd	RETAIL	(2)	(520)	(59)	(461)	(130)
55 112874	Nat Geo 109 Collectrs Edt Rd	RETAIL	-	(1,001)	-	(1,001)	(250)
56 112874	Nat Geo 109 Collectrs Edt Rd	RETAIL	1,922	415,010	58,718	356,292	103,789
57 112874 Total	Nat Geo 109 Collectrs Edt Rd		1,839	386,904	54,964	331,940	95,822
58 112874P	Natl Geographic 109yr Clc Edtn	RETAIL	(1)	(520)	(30)	(490)	(130)
59 112874P	Natl Geographic 109yr Clc Edtn	RETAIL	-	(885)	-	(885)	(224)
60 112874P	Natl Geographic 109yr Clc Edtn	RETAIL	30	3,772	885	2,887	843
61 112874P	Natl Geographic 109yr Clc Edtn	SCHOOL	1	180	31	149	37
62 112874P Total	Natl Geographic 109yr Clc Edtn		30	2,537	887	1,650	826
63 112874S	Natnl Geographic 109yr Clc Edt	RETAIL	522	61,002	15,404	45,598	15,251
64 112874S Total	Natnl Geographic 109yr Clc Edt		522	61,002	15,404	45,598	15,251
65 112900	National Geo 109 Years W/95/m	RETAIL	18	1,537	458	1,079	384
66 112900	National Geo 109 Years W/95/m	RETAIL	(51)	(3,529)	(789)	(2,740)	(882)

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Product SKU	Description	Channel	Units Sold (1)	Net Receipts (2)	COGS (3)	Gross Profit (4)-(2)-(3)	Royalty Earned (5)
67 112900	National Geo 109 Years W/95/m	RETAIL	910	35,161	23,160	12,002	8,700
68 112900	National Geo 109 Years W/95/m	DIRECT	16	2,056	533	1,523	381
69 112900	National Geo 109 Years W/95/m	DIRECT	54	4,922	1,798	3,124	781
70 112900	National Geo 109 Years W/95/m	RETAIL	(8)	(1,222)	-	(1,222)	(305)
71 112900	National Geo 109 Years W/95/m	RETAIL	-	(5,700)	-	(5,700)	(1,425)
72 112900	National Geo 109 Years W/95/m	RETAIL	1,665	161,405	42,374	118,031	40,351
73 112900	National Geo 109 Years W/95/m	SCHOOL	122	12,225	4,029	8,196	2,049
74 112900 Total	National Geo 109 Years W/95/m		2,748	206,856	71,963	135,293	50,124
75 112911CSB	National Geo Complete '87	DIRECT	19	40	5	35	9
76 112911CSB	National Geo Complete '87	DIRECT	21	88	26	63	16
77 112911CSB	National Geo Complete '87	SCHOOL	2	20	2	17	4
78 112911CSB Total	National Geo Complete '88		42	148	33	115	29
79 112913	Complete Natl Geograpic Dvd	RETAIL	60	659	659	-	-
80 112913	Complete Natl Geograpic Dvd	DIRECT	49	6,186	682	5,524	1,381
81 112913	Complete Natl Geograpic Dvd	DIRECT	141	8,770	1,904	6,866	1,717
82 112913	Complete Natl Geograpic Dvd	RETAIL	(4)	(1,040)	(56)	(981)	(260)
83 112913	Complete Natl Geograpic Dvd	RETAIL	533	69,727	7,886	61,838	17,432
84 112913	Complete Natl Geograpic Dvd	SCHOOL	3	450	41	409	102
85 112913 Total	Complete Natl Geograpic Dvd		772	84,751	11,093	73,658	20,372
86 113075CSB	1997 Update Ng Hybrid	DIRECT	3	-	-	(30)	(8)
87 113075CSB	1997 Update Ng Hybrid	RETAIL	(1)	(30)	-	(30)	(8)
88 113075CSB Total	1997 Update Ng Hybrid		2	(30)	-	(30)	(8)
89 113142	National Geo 109 Years	RETAIL	1	155	28	128	39
90 113142	National Geo 109 Years	RETAIL	5	738	130	608	164
91 113142	National Geo 109 Years	SCHOOL	68	8,594	1,762	7,833	1,855
92 113142 Total	National Geo 109 Years		74	10,487	1,917	8,570	2,181
93 113170	NATIONAL GEO 109 COL BOX CUSRV	DIRECT	16	180	190	(118)	(69)
94 113170	NATIONAL GEO 109 COL BOX CUSRV	RETAIL	(4)	(278)	(160)	(118)	(69)
95 113170	NATIONAL GEO 109 COL BOX CUSRV	SCHOOL	1	150	40	110	27
96 113170 Total	NATIONAL GEO 109 COL BOX CUSRV		13	62	70	(8)	(42)
97 1271128	Nat Geo Supplement Curriculum	RETAIL	28	1,113	-	1,113	278
98 1271128 Total	Nat Geo Supplement Curriculum		28	1,113	-	1,113	278
99 200328	COMPLETE NATIONAL GEOGRAPHIC E	RETAIL	(9)	(733)	-	(733)	(183)
100 200328	COMPLETE NATIONAL GEOGRAPHIC E	RETAIL	1	188	-	188	49
101 200328 Total	COMPLETE NATIONAL GEOGRAPHIC E		(4)	(536)	-	(536)	(134)
102 200480	THE COM NATIONAL GEO DEC 80&80	RETAIL	(118)	(783)	(726)	(57)	(157)
103 200480	THE COM NATIONAL GEO DEC 80&80	RETAIL	(188)	(3,485)	(1,039)	(2,446)	(671)
104 200480	THE COM NATIONAL GEO DEC 80&80	RETAIL	726	5,537	5,360	177	35
105 200480	THE COM NATIONAL GEO DEC 80&80	RETAIL	1,802	30,474	13,985	16,489	4,122
106 200480 Total	THE COM NATIONAL GEO DEC 80&80		2,048	31,743	17,580	14,163	3,130
107 200605	CNG 1970's Decade Set (E) W95	RETAIL	(50)	(389)	-	(389)	(80)
108 200605	CNG 1970's Decade Set (E) W95	RETAIL	(108)	(1,890)	-	(1,890)	(422)
109 200605	CNG 1970's Decade Set (E) W95	RETAIL	2	25	10	15	3
110 200605	CNG 1970's Decade Set (E) W95	RETAIL	174	3,038	803	2,234	559
111 200605 Total	CNG 1970's Decade Set (E) W95		20	974	814	160	59
112 200607	CNG 1980's (E) Decade Set W85/	RETAIL	(31)	(251)	-	(251)	(60)
113 200607	CNG 1980's (E) Decade Set W85/	RETAIL	(52)	(836)	-	(836)	(210)
114 200607	CNG 1980's (E) Decade Set W85/	RETAIL	9	71	53	18	4
115 200607	CNG 1980's (E) Decade Set W85/	RETAIL	204	3,442	1,882	1,560	390
116 200607 Total	CNG 1980's (E) Decade Set W85/		130	2,424	1,935	489	134
117 200632	CNG: 109 Years (E) W95/3.1/Mac	RETAIL	(148)	(13,515)	(8,280)	(7,225)	(3,379)
118 200632	CNG: 109 Years (E) W95/3.1/Mac	RETAIL	10	80	80	-	-
119 200632	CNG: 109 Years (E) W95/3.1/Mac	RETAIL	703	57,725	3,467	54,237	13,539
120 200632 Total	CNG: 109 Years (E) W95/3.1/Mac		565	44,289	(2,723)	47,012	10,161
121 200632-L	Complete NG 109 Yrs LICENCE	RETAIL	(235)	(964)	-	(964)	(183)
122 200632-L	Complete NG 109 Yrs LICENCE	RETAIL	200,075	161,767	-	161,767	32,353
123 200632-L Total	Complete NG 109 Yrs LICENCE		199,840	160,803	-	160,803	32,161
124 200633	CNG: 1997 UPGRADE (E) CDW95/3.	RETAIL	39	180	43	117	23
125 200633	CNG: 1997 UPGRADE (E) CDW95/3.	RETAIL	3	280	-	280	70
126 200633 Total	CNG: 1997 UPGRADE (E) CDW95/3.		42	440	43	397	83
127 200654	COMPLETE NAT GEOG 109 YRS DVD	RETAIL	(9)	(1,070)	-	(1,070)	(267)
128 200654	COMPLETE NAT GEOG 109 YRS DVD	RETAIL	1	4	3	1	0
129 200654	COMPLETE NAT GEOG 109 YRS DVD	RETAIL	38	4,975	-	4,975	1,244
130 200654 Total	COMPLETE NAT GEOG 109 YRS DVD		30	3,909	3	3,906	976
131 200713	CNG 108 Australian Coll Vers W	RETAIL	(1)	(115)	-	(115)	(29)
132 200713 Total	CNG 108 Australian Coll Vers W		(1)	(115)	-	(115)	(29)

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4th Quarter 1998

Product SKU	Description	Channel	Units Sold (1)	Net Receipts (2)	COGS (3)	Gross Profit (4)=(2)-(3)	Royalty Earned (5)
133 200822	Nat Geo 40's & 50's Decade Set	RETAIL	(55)	(847)	-	(847)	(212)
134 200822 Total	Nat Geo 40's & 50's Decade Set		(55)	(847)	-	(847)	(212)
135 200823	The Complete NG 109 on CD Rom	RETAIL	237	17,491	-	17,491	4,373
136 200823 Total	The Complete NG 109 on CD Rom		237	17,491	-	17,491	4,373
137 200865	National Geographic 110 YrsDVD	RETAIL	46	5,034	-	5,034	1,258
138 200865 Total	National Geographic 110 YrsDVD		46	5,034	-	5,034	1,258
139 278244D	CNG 109 COLLECTORS EDITION AOL	OEM	3,500	140,000	87,500	52,500	28,280
140 278244D Total	CNG 109 COLLECTORS EDITION AOL		3,500	140,000	87,500	52,500	28,280
141 278585	NG DECADE BUNDLE 1970-1998 AOL	OEM	16,057	337,197	184,858	152,542	78,271
142 278585 Total	NG DECADE BUNDLE 1970-1998 AOL		16,057	337,197	184,858	152,542	78,271
143 3214110-500008	CD 3/PER 8 CPT NTNL GE	OEM	4,000	28,000	13,971	14,029	7,015
144 3214110-500008 Total	CD 3/PER 8 CPT NTNL GE		4,000	28,000	13,971	14,029	7,015
145 3214110-500009	CD 3/PER 9 CPT NTNL GE	OEM	4,000	28,000	13,971	14,029	7,015
146 3214110-500009 Total	CD 3/PER 9 CPT NTNL GE		4,000	28,000	13,971	14,029	7,015
147 3214110-500011	CD 3/PER 10 CPT NTL GE	OEM	4,000	28,001	13,971	14,030	7,015
148 3214110-500011 Total	CD 3/PER 10 CPT NTL GE		4,000	28,001	13,971	14,030	7,015
149 478309	NAT. GEO MULTI USER LICENSE	RETAIL	2	721	-	721	180
150 478309	NAT. GEO MULTI USER LICENSE	RETAIL	8	3,371	-	3,371	843
151 478309 Total	NAT. GEO MULTI USER LICENSE		10	4,093	-	4,093	1,023
152 478340	CNG 110 SCHOOL EDITION	RETAIL	34	1,241	1,257	(17)	310
153 478340	CNG 110 SCHOOL EDITION	RETAIL	4	640	148	492	180
154 478340	CNG 110 SCHOOL EDITION	SCHOOL	145	16,683	481	16,202	4,051
155 478340 Total	CNG 110 SCHOOL EDITION		183	18,564	1,886	16,678	4,821
156 CNC3744AB	The Complete National Geo:110	RETAIL	(50)	(1,350)	-	(1,350)	(338)
157 CNC3744AB	The Complete National Geo:110	RETAIL	100	288	-	288	83
158 CNC3744AB	The Complete National Geo:110	RETAIL	1,413	126,141	1,711	124,430	31,107
159 CNC3744AB	The Complete National Geo:110	RETAIL	25	2,382	-	2,382	598
160 CNC3744AB Total	The Complete National Geo:110		1,488	127,439	1,711	125,728	31,419
161 CNC3744AE	COMP NATNL GEO 110 YRS COLL ED	RETAIL	80	5,217	1,897	3,319	1,304
162 CNC3744AE	COMP NATNL GEO 110 YRS COLL ED	RETAIL	200	2,000	2,000	-	-
163 CNC3744AE	COMP NATNL GEO 110 YRS COLL ED	RETAIL	12,780	1,146,823	404,104	742,719	288,706
164 CNC3744AE Total	COMP NATNL GEO 110 YRS COLL ED		13,040	1,154,040	409,001	748,039	290,010
165 CND3811AE	COMP NATNL GEO 110 YRS DVD	RETAIL	220	4,480	3,185	1,315	329
166 CND3811AE	COMP NATNL GEO 110 YRS DVD	RETAIL	-	(5,148)	-	(5,148)	(1,028)
167 CND3811AE	COMP NATNL GEO 110 YRS DVD	RETAIL	480	21,888	7,829	14,040	5,467
168 CND3811AE	COMP NATNL GEO 110 YRS DVD	SCHOOL	10	1,270	127	1,144	288
169 CND3811AE Total	COMP NATNL GEO 110 YRS DVD		710	22,478	11,120	11,359	5,053
170 CND3844AF	NATL GEO.COMPLETE 109 YRS DVD	RETAIL	23	2,787	-	2,787	882
171 CND3844AF Total	NATL GEO.COMPLETE 109 YRS DVD		23	2,787	-	2,787	882
172 CNG3744AE	COMP NATNL GEO 110 YRS RTL CD	RETAIL	21	1,415	589	815	354
173 CNG3744AE	COMP NATNL GEO 110 YRS RTL CD	RETAIL	841	24,351	4,271	20,079	5,020
174 CNG3744AE	COMP NATNL GEO 110 YRS RTL CD	DIRECT	-	(83)	-	(83)	(23)
175 CNG3744AE	COMP NATNL GEO 110 YRS RTL CD	DIRECT	234	21,788	4,468	17,300	4,325
176 CNG3744AE	COMP NATNL GEO 110 YRS RTL CD	DIRECT	983	86,541	28,205	58,336	14,584
177 CNG3744AE	COMP NATNL GEO 110 YRS RTL CD	OEM	3,000	210,000	86,078	123,921	61,861
178 CNG3744AE	COMP NATNL GEO 110 YRS RTL CD	RETAIL	15,780	1,302,731	450,488	852,242	325,883
179 CNG3744AE	COMP NATNL GEO 110 YRS RTL CD	SCHOOL	150	12,382	3,508	8,855	2,214
180 CNG3744AE Total	COMP NATNL GEO 110 YRS RTL CD		20,819	1,859,074	577,817	1,081,457	414,117
181 CNG3744AEJ	COMP NATNL GEO 110 YRS BJS CD	RETAIL	480	45,120	14,203	30,917	11,280
182 CNG3744AEJ Total	COMP NATNL GEO 110 YRS BJS CD		480	45,120	14,203	30,917	11,280
183 CNG3744AEP	COMP NATNL GEO 110 YRS COSTCO	RETAIL	1,524	143,258	43,788	99,487	35,814
184 CNG3744AEP Total	COMP NATNL GEO 110 YRS COSTCO		1,524	143,258	43,788	99,487	35,814
185 CNG3744AES	COMP NATNL GEO 110 YRS SAMS	RETAIL	16,278	1,410,827	481,807	829,020	352,657
186 CNG3744AES Total	COMP NATNL GEO 110 YRS SAMS		16,278	1,410,827	481,807	829,020	352,657
187 CNG3744AF	COMPLETE NATL GEO 100 YRS FRC	RETAIL	20	414	840	(228)	103
188 CNG3744AF Total	COMPLETE NATL GEO 100 YRS FRC		20	414	840	(228)	103
189 G27181	National Geographic:110 YEARS	RETAIL	518	54,985	8,687	48,328	13,748
190 G27181 Total	National Geographic:110 YEARS		518	54,985	8,687	48,328	13,748
191 NGE1744AE	NATIONAL GEO 1998 UPDATE DIR	DIRECT	(8)	(298)	(8)	(298)	(73)
192 NGE1744AE	NATIONAL GEO 1998 UPDATE DIR	DIRECT	315	2,938	445	2,493	623
193 NGE1744AE	NATIONAL GEO 1998 UPDATE DIR	DIRECT	3,395	9,739	4,923	4,818	1,204
194 NGE1744AE	NATIONAL GEO 1998 UPDATE DIR	ONLINE	-	10	-	10	2
195 NGE1744AE	NATIONAL GEO 1998 UPDATE DIR	RETAIL	(1)	(105)	(2)	(103)	(28)
196 NGE1744AE	NATIONAL GEO 1998 UPDATE DIR	RETAIL	239	877	347	530	108
197 NGE1744AE	NATIONAL GEO 1998 UPDATE DIR	SCHOOL	1	10	1	9	2
198 NGE1744AE Total	NATIONAL GEO 1998 UPDATE DIR		3,943	13,170	5,705	7,464	1,839