Second Quarter 2026 Earnings Presentation

July 23, 2026

5:00 PM Eastern / 2:00 PM Pacific

2Q26 Registration link

2Q26 Webcast link

EXECUTIVE TEAM ON THE CALL

STEPHEN BERMAN
Chairman & Chief Executive Officer

JOHN KIMBLE
Executive Vice President & Chief Financial Officer

SAFE HARBOR STATEMENT

The Company would like to point out that any comments made about JAKKS Pacific's future performance, events or circumstances, including the estimates of sales and/or Adjusted EBITDA in 2026, as well as any other forward-looking statements concerning 2026 and beyond are subject to Safe Harbor protection under Federal securities laws. These statements reflect the Company's best judgment based on current market trends and conditions today, and are subject to certain risks and uncertainties, which could cause actual results to differ materially from those projected in forward-looking statements.

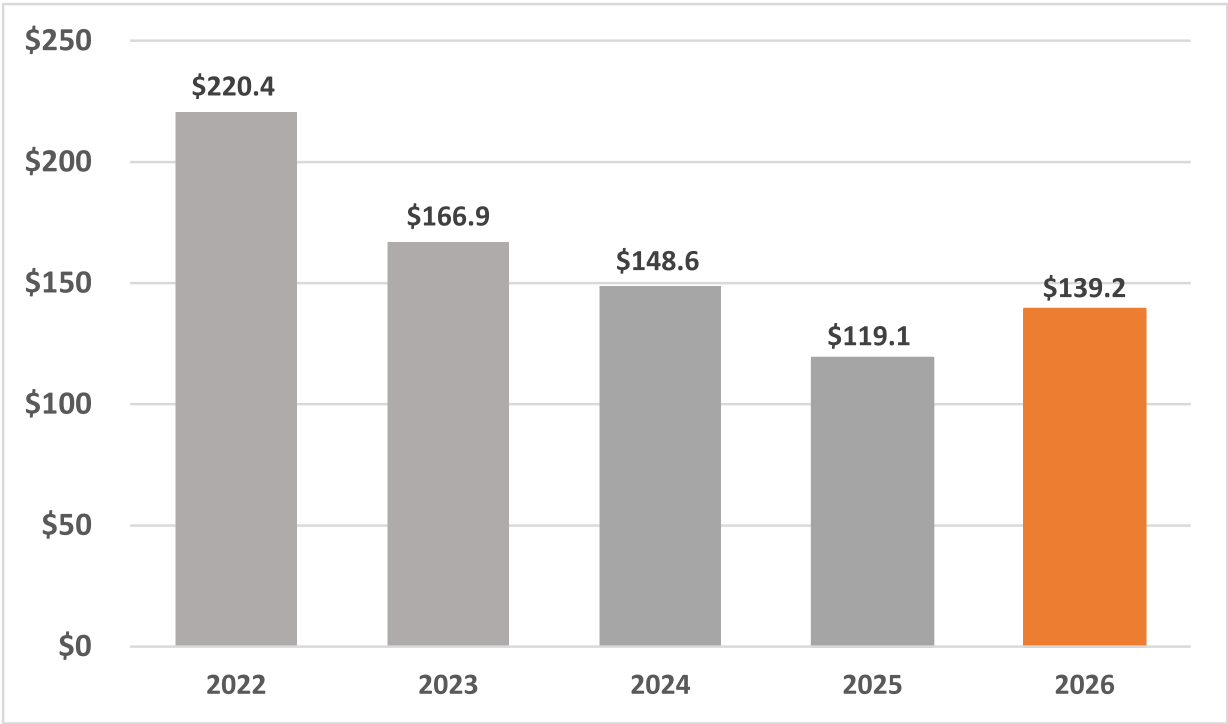
For details concerning these and other such risks and uncertainties, you should consult JAKKS' most recent 10-K and 10-Q filings with the SEC, as well as the Company's other reports, subsequently filed with the SEC from time to time. As a reminder, this conference is being recorded.

Note: The following presentation includes unaudited information

- Q2 Net sales were $139.2 million, a year-over-year increase of 17%
- Gross margin of 32.3%, down 50 basis points vs. Q2 2025
- Gross profit of $45.0 million, up 15% compared to $39.0 million in Q2 2025
- Operating loss of $0.1 million in Q2 2026, compared to a loss of $2.8 million in Q2 2025
- Adjusted net income attributable to common stockholders (a non-GAAP measure) of $2.9 million or $0.25 per diluted share, compared to adjusted net income attributable to common stockholders of $0.4 million or $0.03 per diluted share in Q1 2025
- Adjusted EBITDA (a non-GAAP measure) of $5.4 million vs. $2.3 million in Q2 2025
- Trailing-twelve-month Adjusted EBITDA of $37.8 million, up from $34.6 million as of Q1 2026

2026 Second Quarter Net Sales

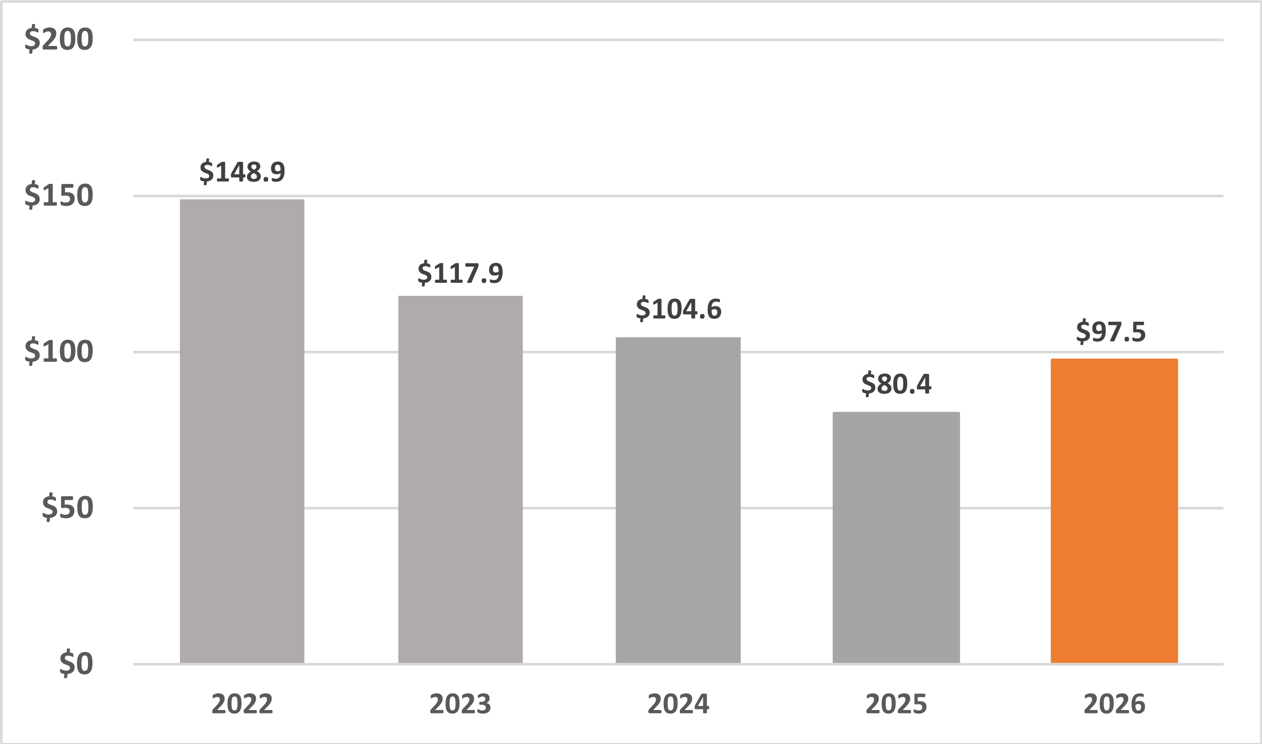
$ Millions



YoY % Change: (24)% (11)% (20)% 17%

2026 Second Quarter Toys/Consumer Products Net Sales

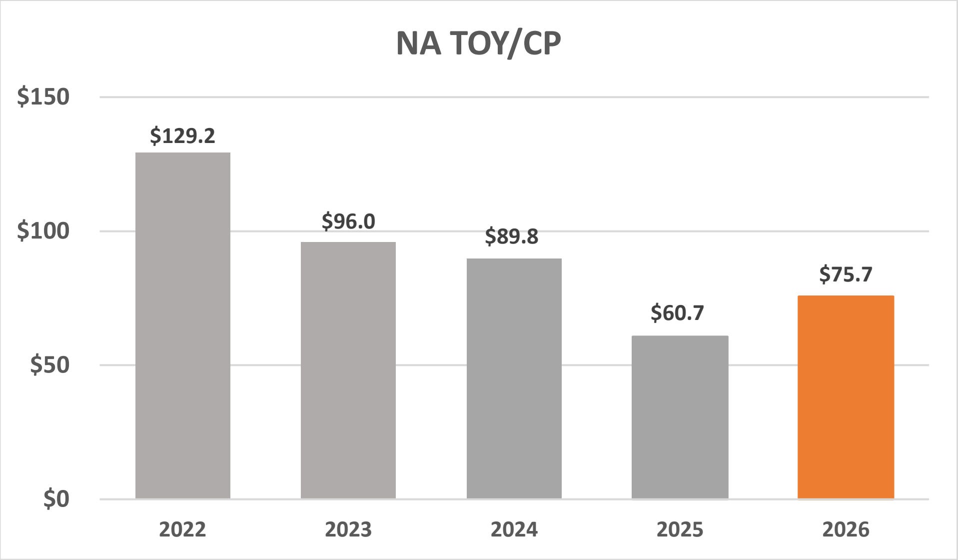
$ Millions



YoY % Change: (21)% (11)% (23)% 21%

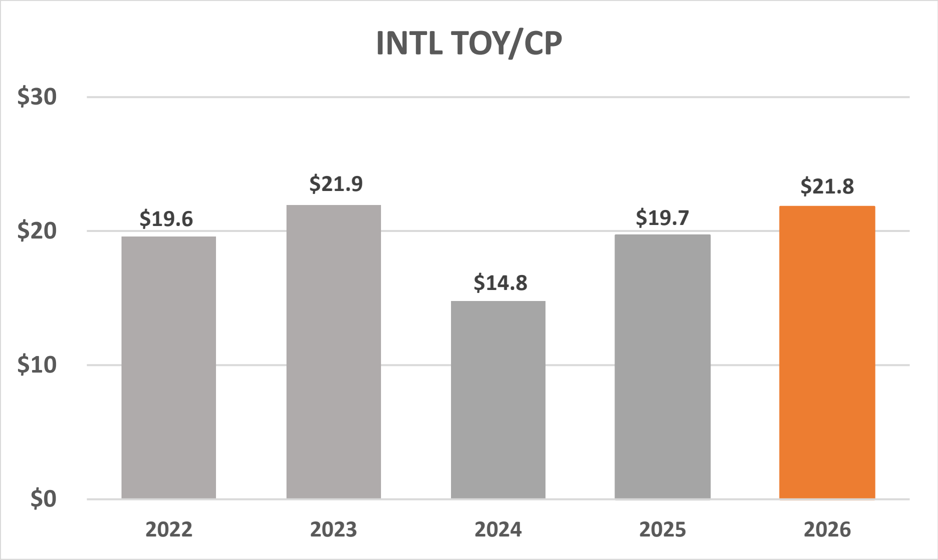
2026 Second Quarter Toys/Consumer Products Net Sales

$ Millions



(26)% (6)% (32)% 25%

YoY % Change

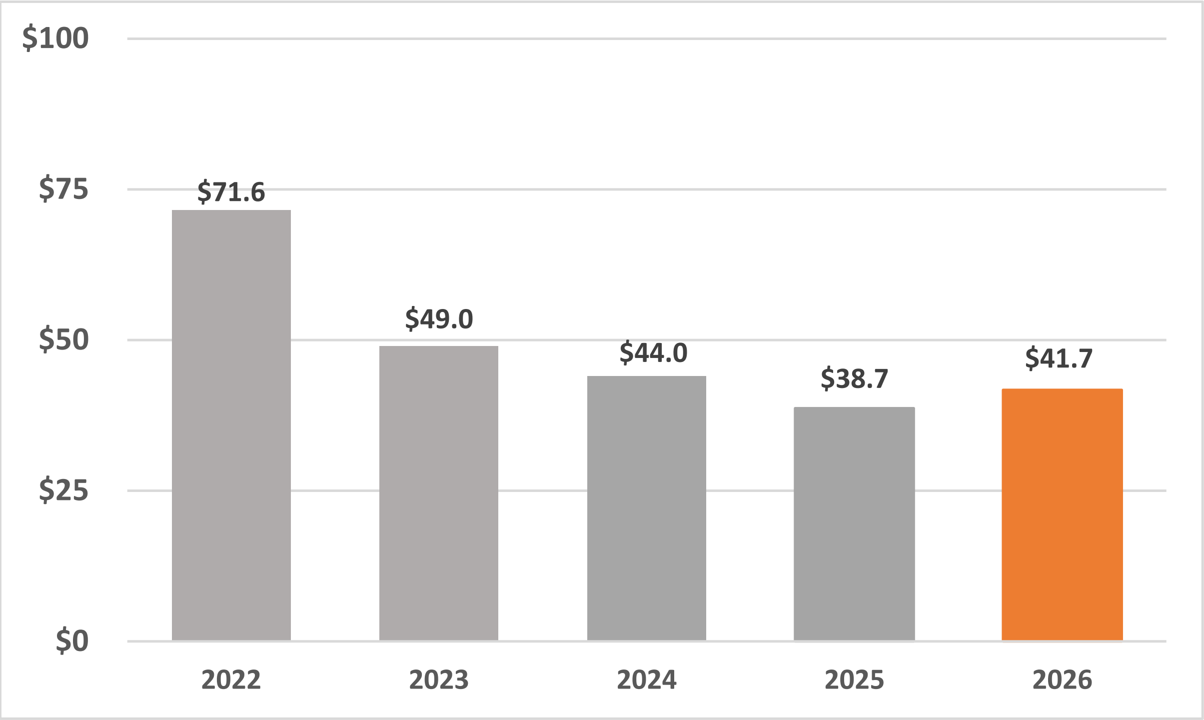


12% (33)% 33% 11%

YoY % Change

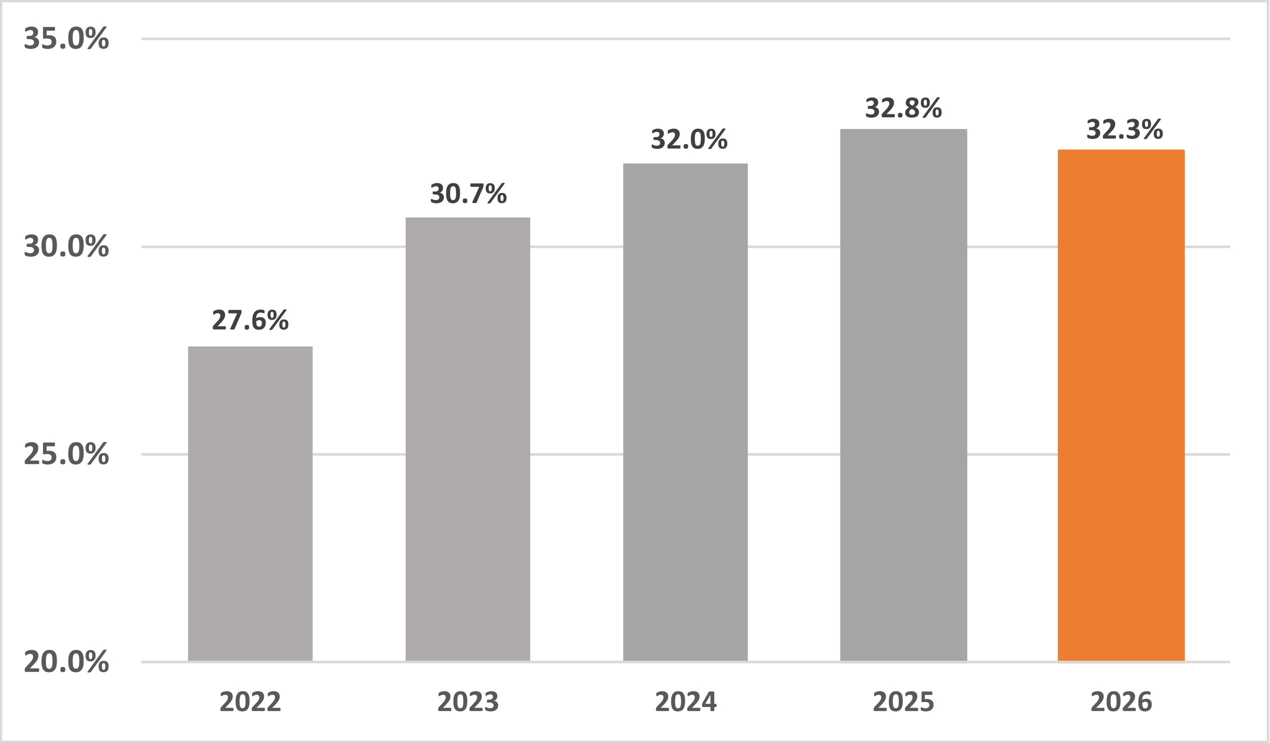
2026 Second Quarter Costumes Net Sales

$ Millions



YoY % Change: (32)% (10)% (12)% 8%

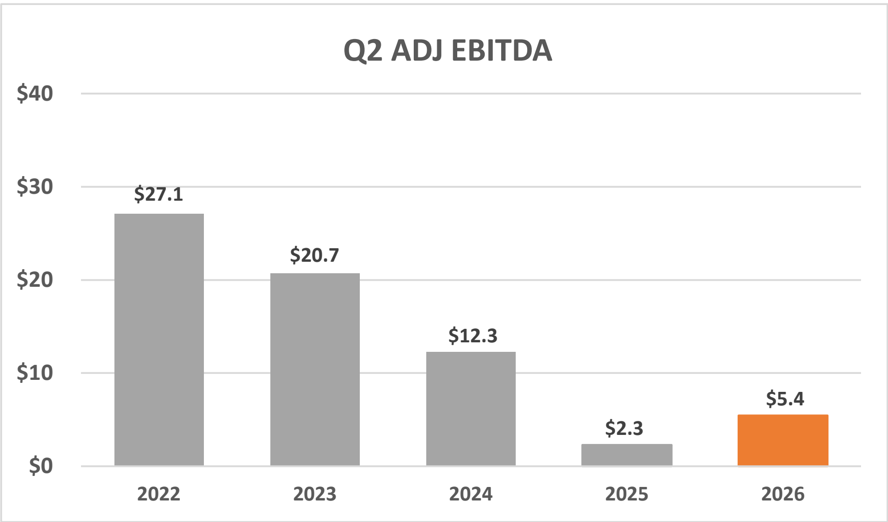
2026 Second Quarter Gross Margin %



YoY % Change:	310 bps	130 bps	80 bps	(50) bps

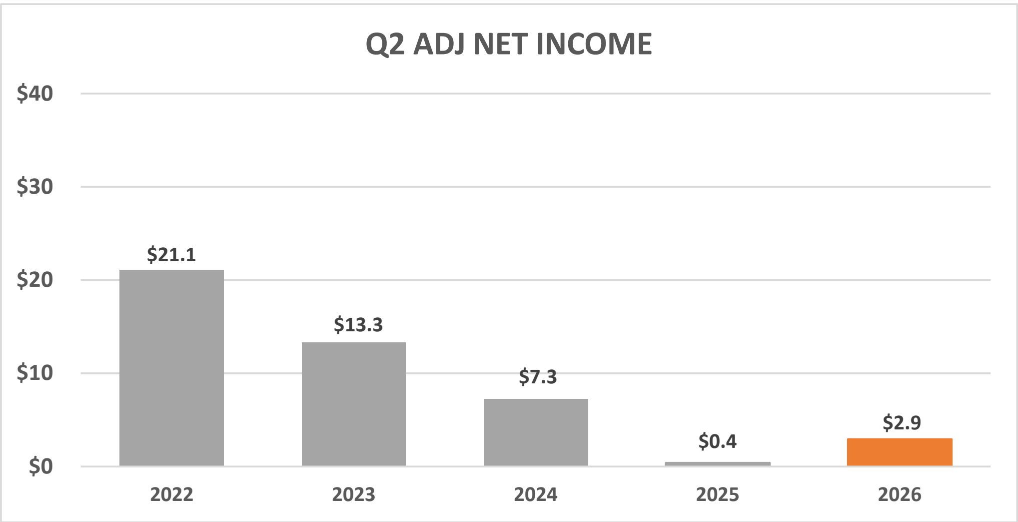
2026 Second Quarter Adj. EBITDA and Adj. Net Income

$ Millions



12.3%	12.4%	8.3%	1.9%	3.9%

Adj. EBITDA Margin %

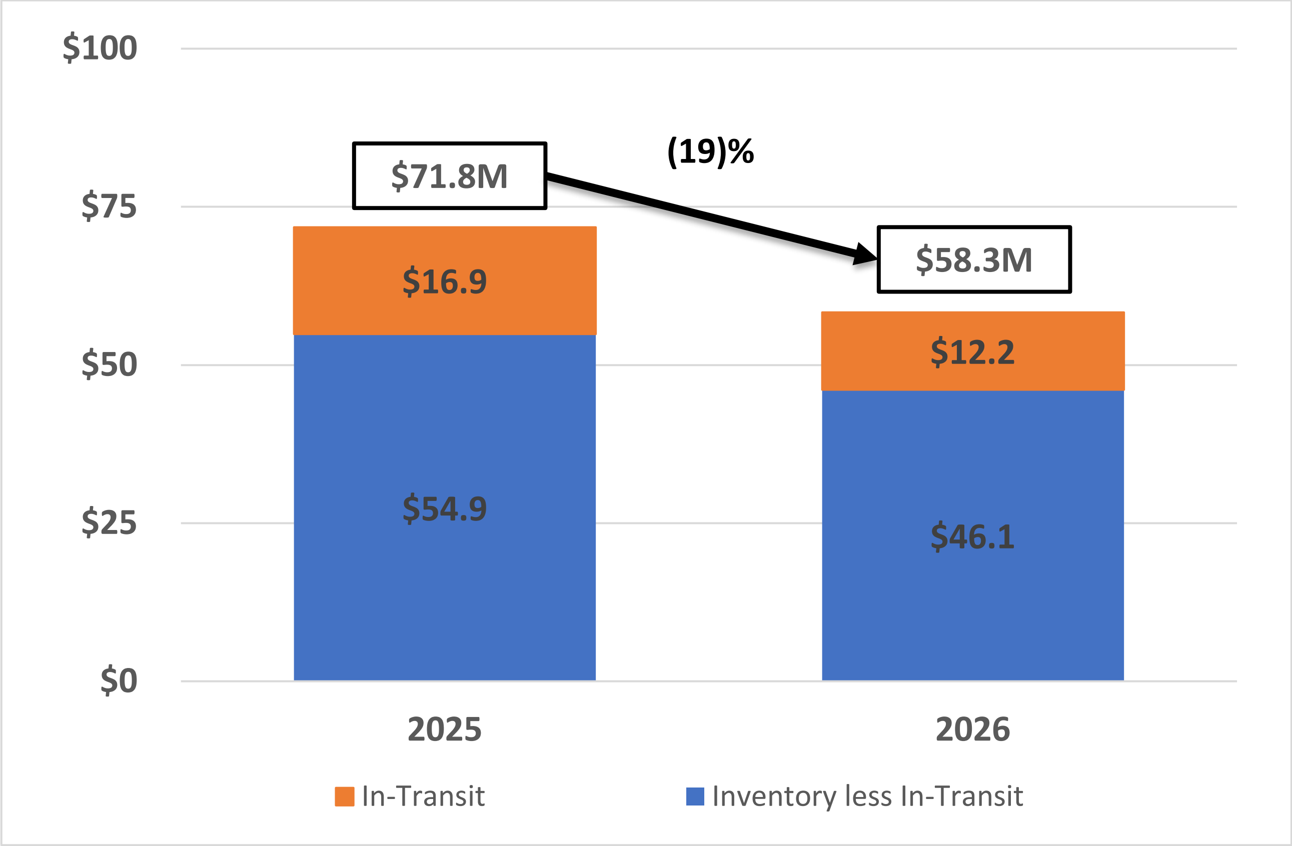


9.6%	8.0%	4.9%	0.3%	2.1%

Adj. Net Income Margin %

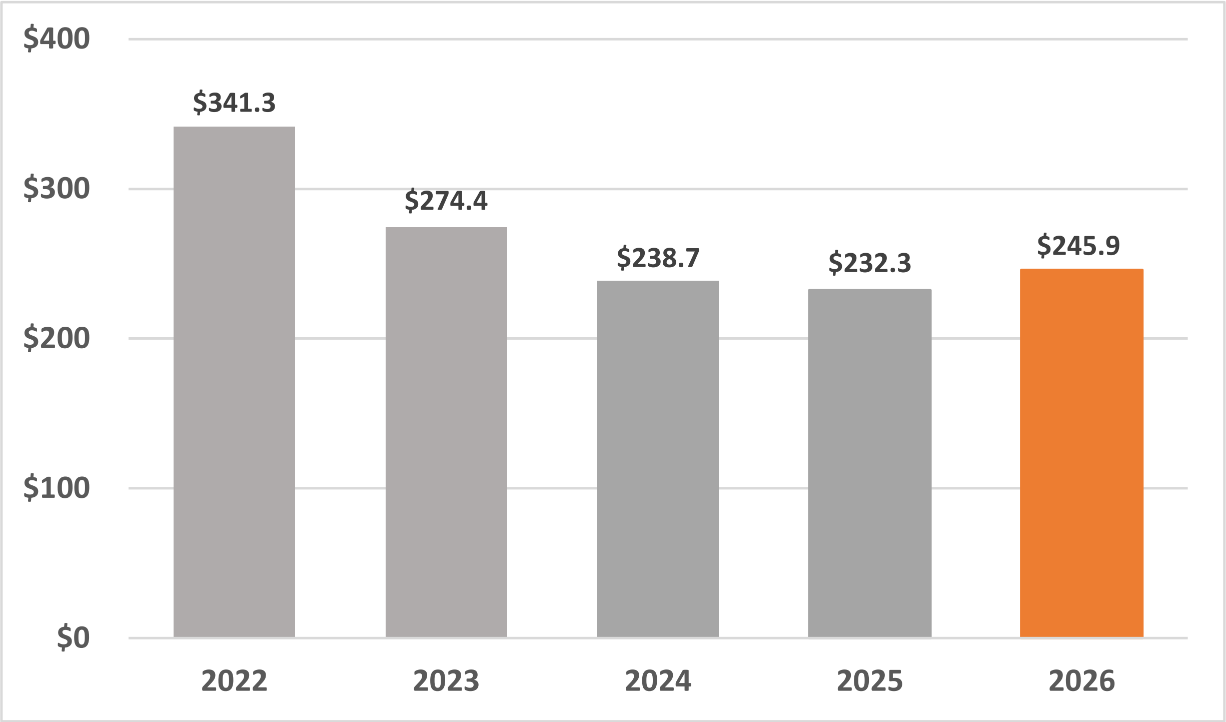
Second Quarter Inventory - 2026 vs 2025 *(Worldwide)*

$ Millions



2026 First Half Net Sales

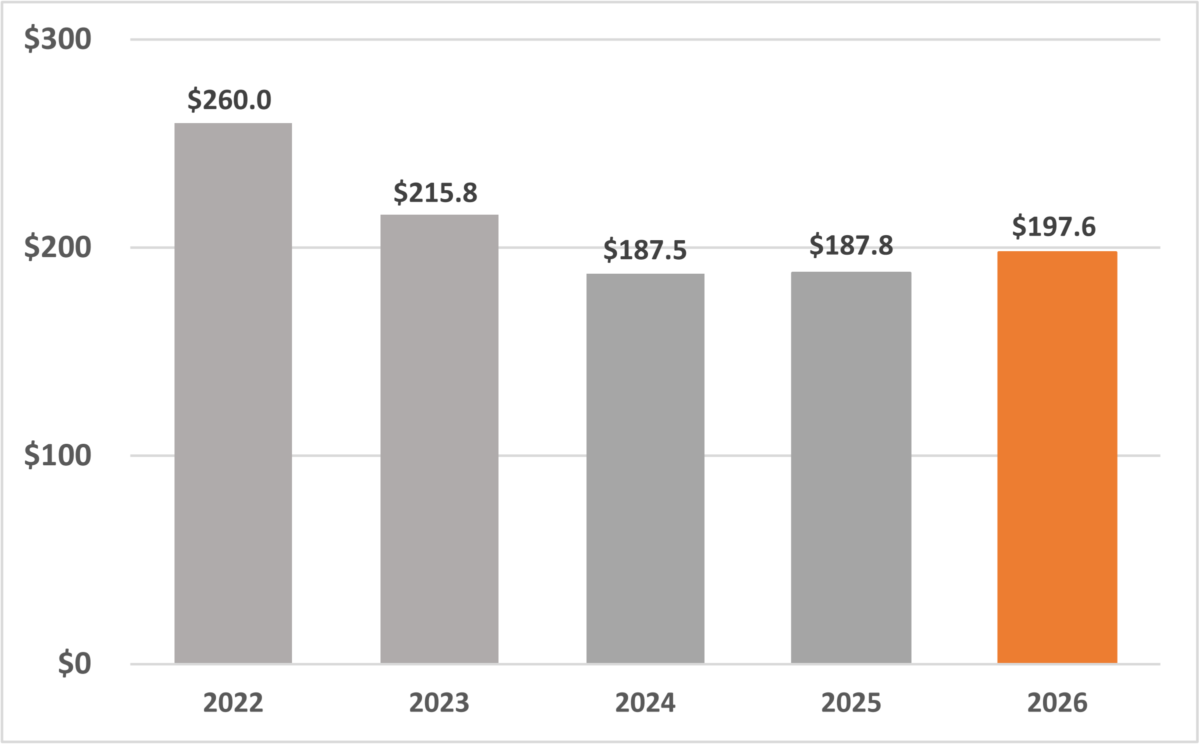
$ Millions



YoY % Change: (20)% (13)% (3)% 6%

2026 First Half Toys/Consumer Products Net Sales

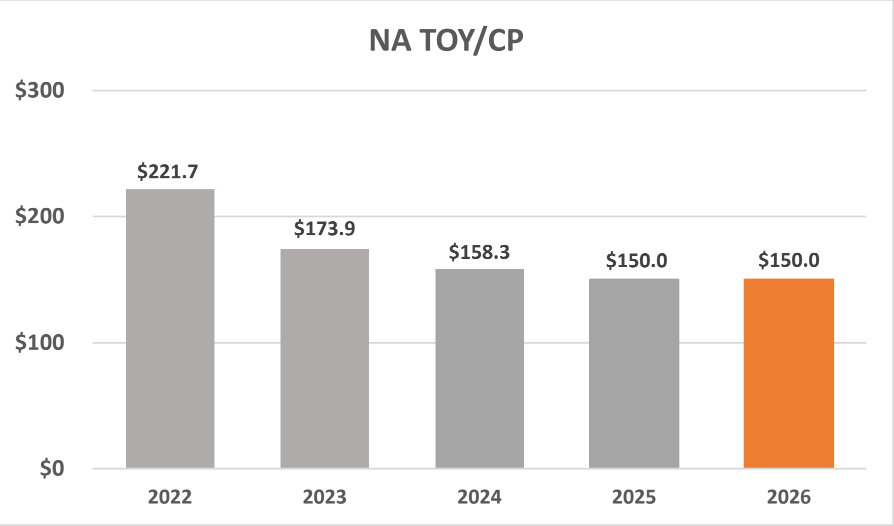
$ Millions

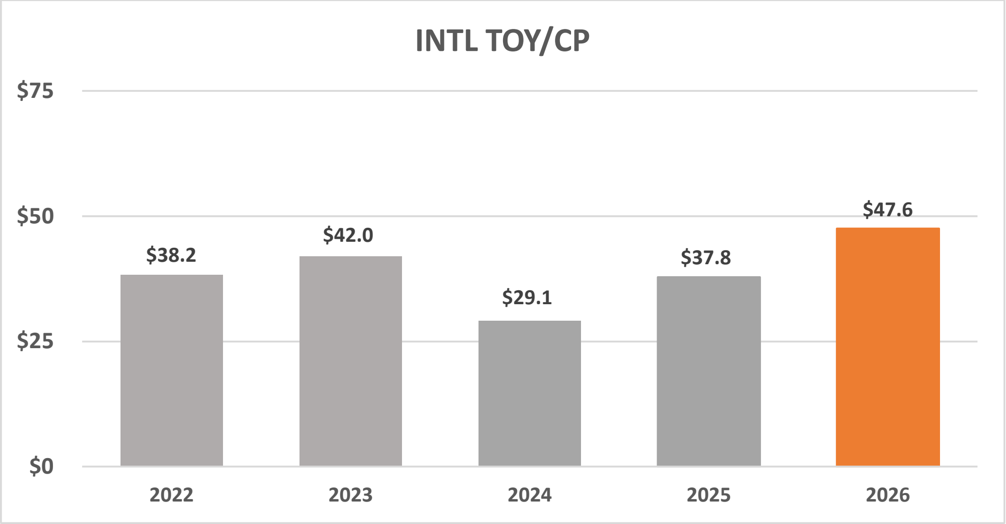


YoY % Change: (17)% (13)% 0% 5%

2026 First Half Toys/Consumer Products Net Sales

$ Millions





(22)%	(9)%	(5)%	0%

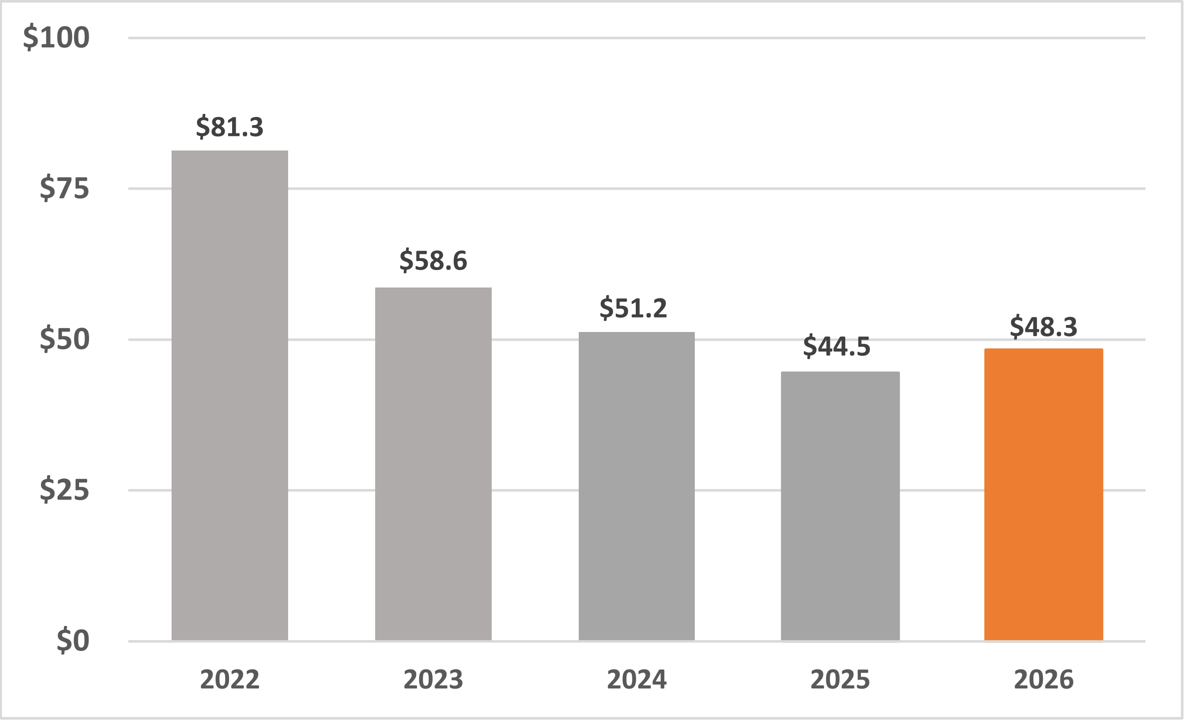
YoY % Change

10%	(31)%	30%	26%

YoY % Change

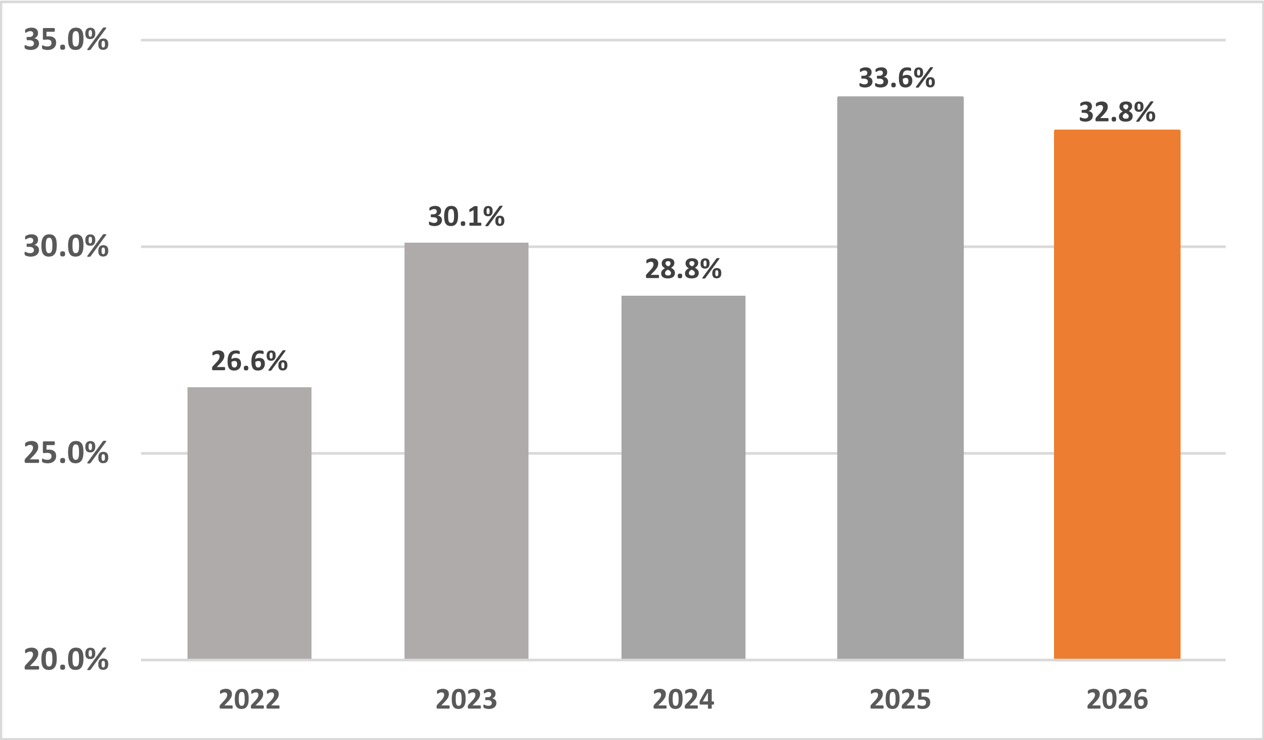
2026 First Half Costumes Net Sales

$ Millions



YoY % Change: (28)% (13)% (13)% 8%

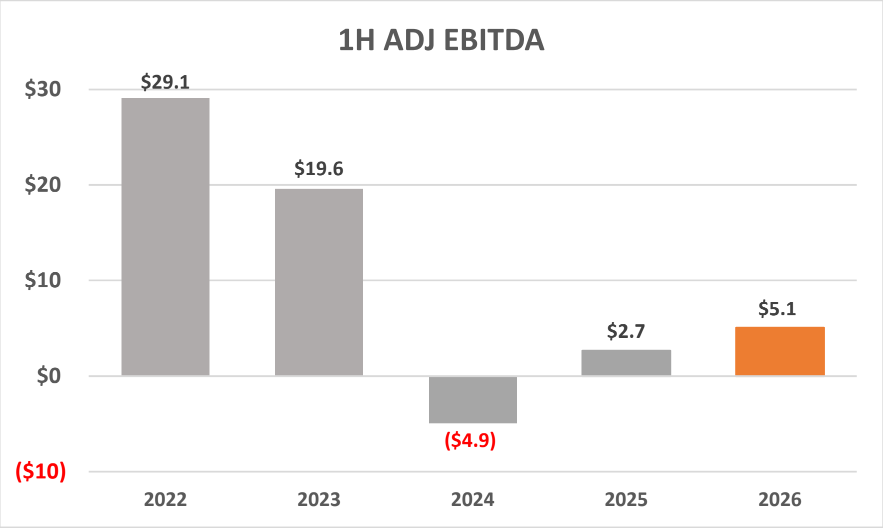
2026 First Half Gross Margin %

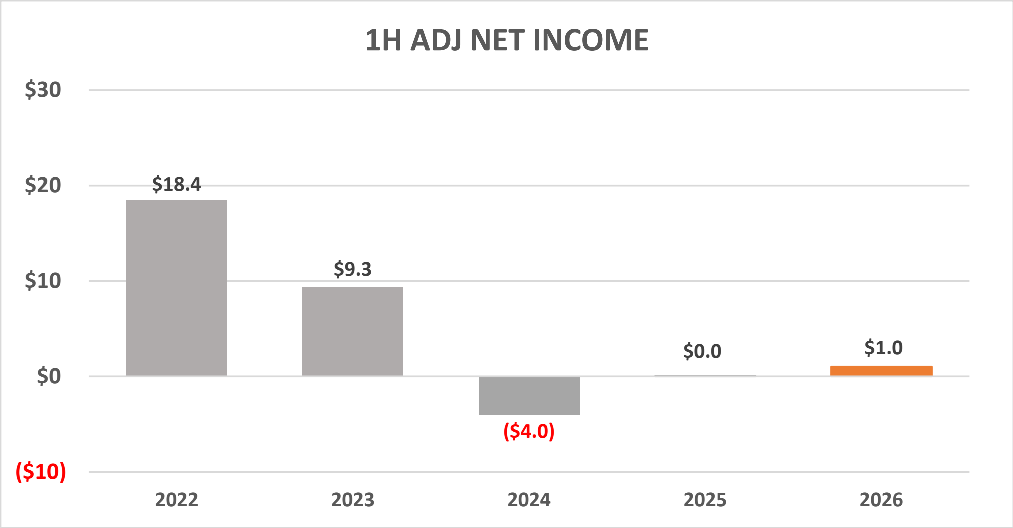


YoY % Change: 350 bps | (130) bps | 480 bps | (80) bps

2026 First Half Adj. EBITDA and Adj. Net Income

$ Millions





8.5%	7.1%	(2.1)%	1.1%	2.1%

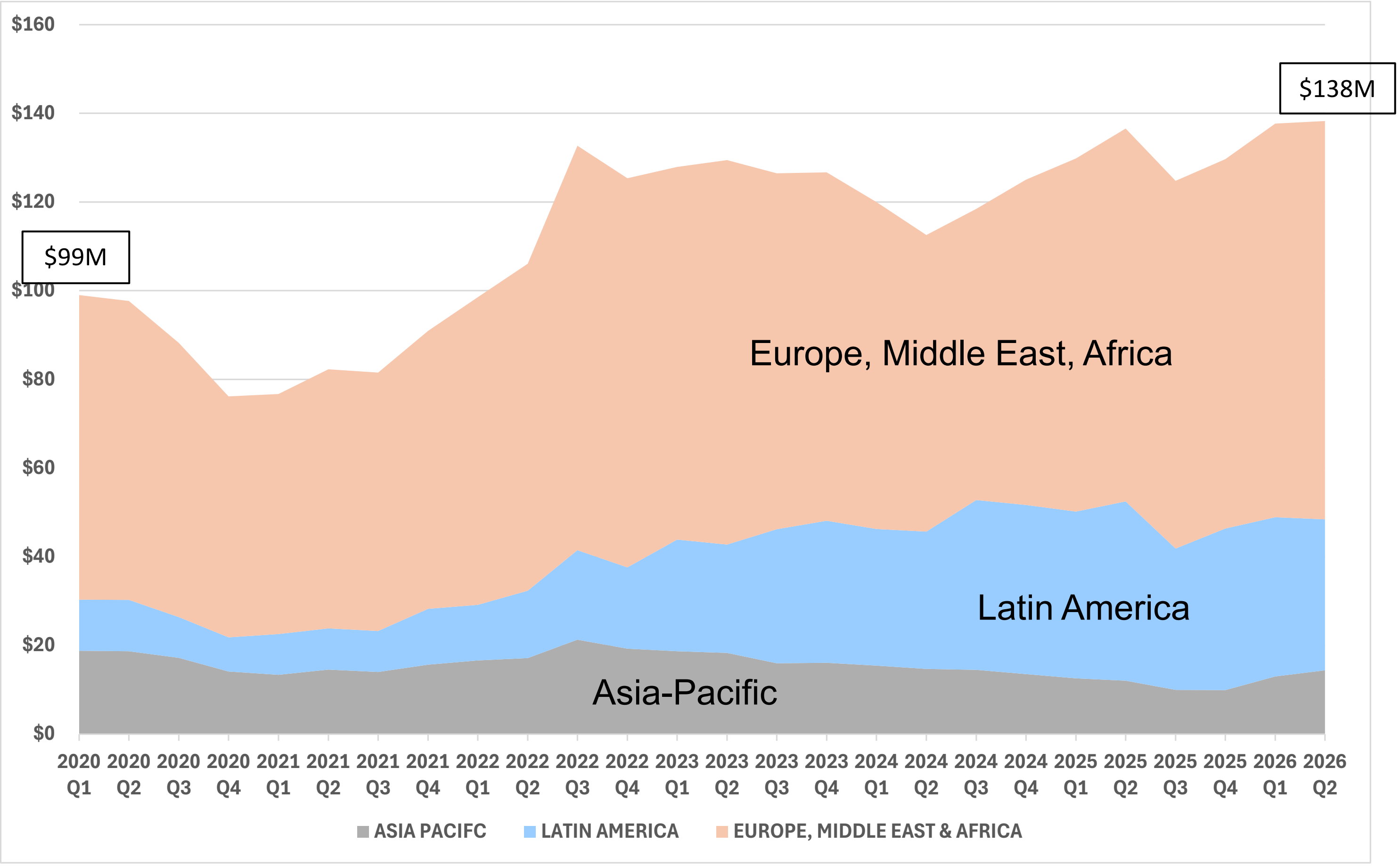
Adj. EBITDA Margin %

5.4%	3.4%	(1.7)%	0.0%	0.4%

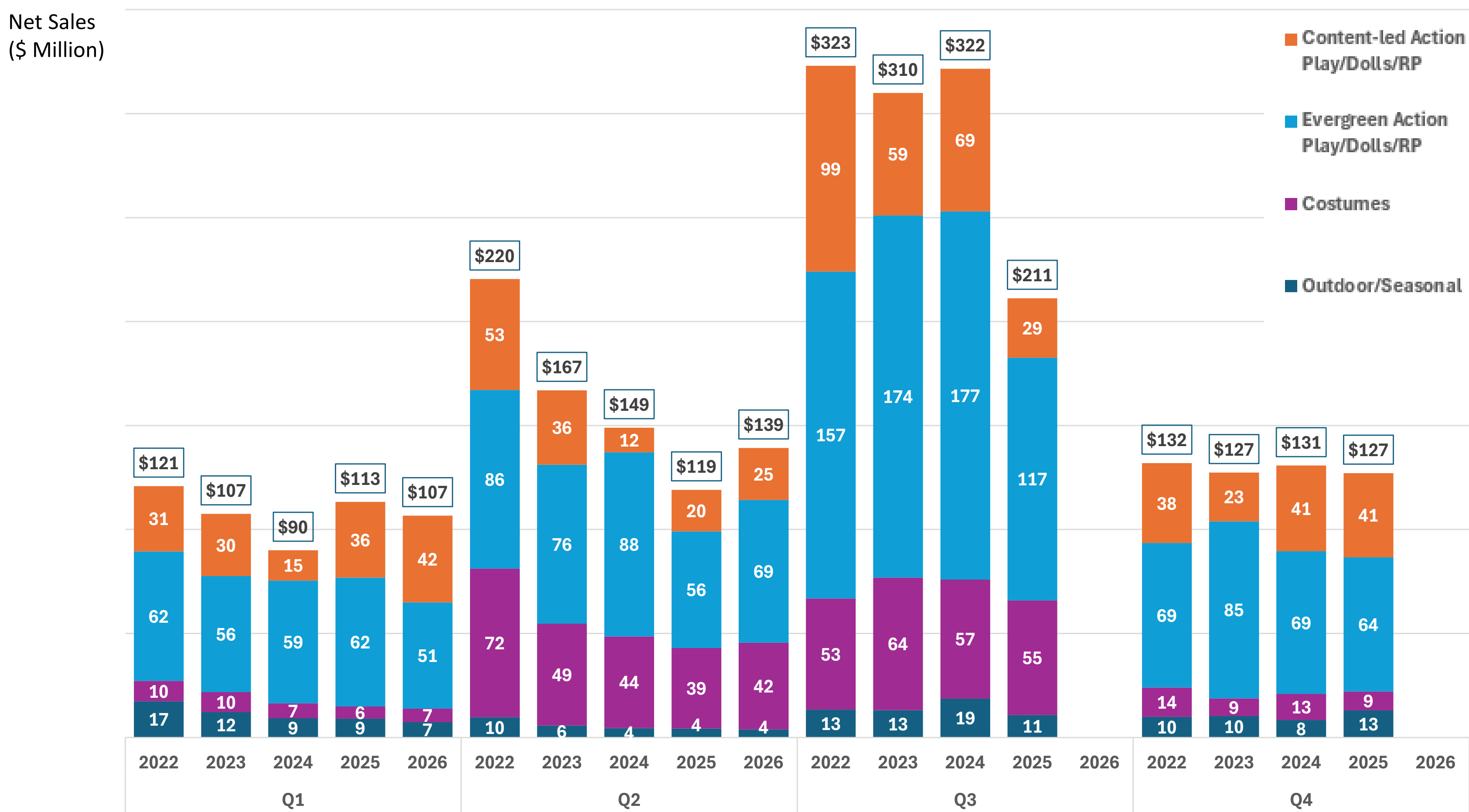
Adj. Net Income Margin %

International Net Sales Evolution (Trailing Twelve Month)

Net Sales
($ Million)



Q2 led by strong entertainment and evergreen rebounding



Note: Content-led sales represent those products branded to support a theatrical, television, streaming film/TV or video game release and reported in either the company's Action Play or Dolls, Dress-up, Role Play divisions.

Top Entertainment Properties Shipping Impact and (Release Date)

2022	2023	2024	2025	2026
Disney Encanto (Fall 2021)	**The Super Mario Bros. Movie** (Spring 2023)	**The Simpsons**	**The Simpsons**	**DC x Sonic the Hedgehog** (Comic Series) (Spring 2025)
Sonic the Hedgehog 2 (Spring 2022)	**Disney The Little Mermaid** (Live Action) (Spring 2023)	**Disney Moana 2** (Fall 2024)	**Disney Moana 2** (Fall 2024)	**The Super Mario Galaxy Movie** (Spring 2026)
	Disney Wish (Fall 2023)	**Sonic the Hedgehog 3** (Fall 2024)	**Sonic the Hedgehog 3** (Fall 2024)	
			Dog Man (Spring 2025)	
			DC x Sonic the Hedgehog (Comic Series) (Spring 2025)	

jakks PACIFIC

THE SUPER MARIO GALAXY MOVIE

Jakks Pacific

Disney Darlings

Deluxe Feature Dolls

Snuggly Stars

jakks PACIFIC

Disney PRINCESS

Disney PRINCESS

jakks PACIFIC

tote ily teenies

jakks PACIFIC

SONIC™ THE HEDGEHOG

jakks PACIFIC

Disguise®

Disney DESCENDANTS WICKED WONDERLAND

ILLUMINATION PRESENTS

minions

PAW PATROL THE DINO MOVIE

JAKKS Pacific, Inc. and Subsidiaries
Condensed Consolidated Statements of Operations (Unaudited)

	Three Months Ended June 30, 2026	Three Months Ended June 30, 2025	Δ (%)	Six Months Ended June 30, 2026	Six Months Ended June 30, 2025	Δ (%)
	(In thousands, except per share data)			(In thousands, except per share data)		
Net sales	$ 139,238	$ 119,094	17 %	$ 245,914	$ 232,347	6 %
Less: Cost of sales						
Cost of goods	68,773	58,784	17	120,960	113,410	7
Royalty expense	23,072	19,509	18	39,985	37,677	6
Amortization of tools and molds	2,432	1,778	37	4,402	3,224	37
Cost of sales	94,277	80,071	18	165,347	154,311	7
Gross profit	44,961	39,023	15	80,567	78,036	3
Direct selling expenses	8,500	6,710	27	16,664	15,406	8
General and administrative expenses	36,442	34,974	4	69,306	68,935	1
Depreciation and amortization	161	122	32	313	235	33
Selling, general and administrative expenses	45,103	41,806	8	86,283	84,576	2
Loss from operations	(142)	(2,783)	(95)	(5,716)	(6,540)	(13)
Other income (expense):						
Other income (expense), net	6,976	25	nm	7,001	30	nm
Loss on debt extinguishment	-	(417)	nm	-	(417)	nm
Interest income	788	395	99	1,268	757	68
Interest expense	(55)	(145)	(62)	(115)	(300)	(62)
Income (loss) before provision for (benefit from) income taxes	7,567	(2,925)	nm	2,438	(6,470)	nm
Provision for (benefit from) income taxes	1,704	(606)	nm	855	(1,769)	nm
Net income (loss)	5,863	(2,319)	nm	1,583	(4,701)	nm
Earnings (loss) per share - basic	$ 0.51	$ (0.21)		$ 0.14	$ (0.42)	
Shares used in earnings (loss) per share - basic	11,445	11,146		11,444	11,146	
Earnings (loss) per share - diluted	$ 0.49	$ (0.21)		$ 0.13	$ (0.42)	
Shares used in earnings (loss) per share - diluted	11,872	11,146		11,803	11,146	

	Three Months Ended June 30, 2026	Three Months Ended June 30, 2025	Δ bps Fav/(Unfav)	Six Months Ended June 30, 2026	Six Months Ended June 30, 2025	Δ bps Fav/(Unfav)
Net sales	100.0 %	100.0 %	-	100.0 %	100.0 %	-
Less: Cost of sales						
Cost of goods	49.4	49.3	(10)	49.2	48.8	(40)
Royalty expense	16.6	16.4	(20)	16.3	16.2	(10)
Amortization of tools and molds	1.7	1.5	(20.0)	1.7	1.4	(30)
Cost of sales	67.7	67.2	(50)	67.2	66.4	(80)
Gross profit	32.3	32.8	(50)	32.8	33.6	(80)
Direct selling expenses	6.1	5.6	(50)	6.8	6.6	(20)
General and administrative expenses	26.2	29.4	320	28.2	29.7	150
Depreciation and amortization	0.1	0.1	-	0.1	0.1	-
Selling, general and administrative expenses	32.4	35.1	270	35.1	36.4	130
Loss from operations	(0.1)	(2.3)	220	(2.3)	(2.8)	50
Other income (expense):						
Other income (expense), net	5.0	-		2.8	-	
Loss on debt extinguishment	-	(0.4)		-	(0.2)	
Interest income	0.6	0.3		0.5	0.3	
Interest expense	(0.1)	(0.1)		(0.1)	(0.1)	
Income (loss) before provision for (benefit from) income taxes	5.4	(2.5)		0.9	(2.8)	
Provision for (benefit from) income taxes	1.2	(0.6)		0.3	(0.8)	
Net income (loss)	4.2 %	(1.9)		0.6	(2.0) %	

JAKKS Pacific, Inc. and Subsidiaries
Reconciliation of Non-GAAP Financial Information (Unaudited)

	Three Months Ended June 30, 2026	Three Months Ended June 30, 2025	Δ ($)	Six Months Ended June 30, 2026	Six Months Ended June 30, 2025	Δ ($)
	(In thousands)			(In thousands)		
EBITDA and Adjusted EBITDA						
Net income (loss)	$ 5,863	$ (2,319)	$ 8,182	$ 1,583	$ (4,701)	$ 6,284
Interest expense	55	145	(90)	115	300	(185)
Interest income	(788)	(395)	(393)	(1,268)	(757)	(511)
Provision for (benefit from) income taxes	1,704	(606)	2,310	855	(1,769)	2,624
Depreciation and amortization	2,593	1,900	693	4,715	3,459	1,256
EBITDA	9,427	(1,275)	10,702	6,000	(3,468)	9,468
Adjustments:						
Other (income) expense, net	(6,976)	(25)	(6,951)	(7,001)	(30)	(6,971)
Restricted stock compensation expense	2,998	3,188	(190)	6,079	5,740	339
Loss on debt extinguishment	-	417	(417)	-	417	(417)
Adjusted EBITDA	$ 5,449	$ 2,305	$ 3,144	$ 5,078	$ 2,659	$ 2,419
Adjusted EBITDA/Net sales %	3.9 %	1.9 %	200 bps	2.1 %	1.1 %	100 bps

	Trailing Twelve Months Ended June 30, 2026	Trailing Twelve Months Ended June 30, 2025	Δ ($)	
	(In thousands)			
TTM EBITDA and TTM Adjusted EBITDA				
TTM net income	$ 16,155	$ 38,458	$ (22,303)	
Interest expense	286	996	(710)	
Interest income	(1,506)	(1,134)	(372)	
Provision for income taxes	7,518	8,210	(692)	
Depreciation and amortization	11,489	9,857	1,632	
TTM EBITDA	33,942	56,387	(22,445)	
Adjustments:				
Other (income) expense, net	(7,421)	(122)	(7,299)	
Restricted stock compensation expense	11,252	10,181	1,071	
Loss on debt extinguishment	10	417	(407)	
TTM Adjusted EBITDA	$ 37,783	$ 66,863	$ (29,080)	(43) %
TTM Adjusted EBITDA/TTM Net sales %	6.5 %	9.8 %	-330 bps	

JAKKS Pacific, Inc. and Subsidiaries
Reconciliation of Non-GAAP Financial Information (Unaudited)

	Three Months Ended June 30, 2026	Three Months Ended June 30, 2025	Δ ($)	Six Months Ended June 30, 2026	Six Months Ended June 30, 2025	Δ ($)
	(In thousands, except per share data)			(In thousands, except per share data)		
Adjusted net income						
Net income (loss)	$ 5,863	$ (2,319)	$ 8,182	$ 1,583	$ (4,701)	$ 6,284
Restricted stock compensation expense	2,998	3,188	(190)	6,079	5,740	339
Loss on debt extinguishment	-	417	(417)	-	417	(417)
Refunded tariff expenditure	(6,772)	-	(6,772)	(6,772)	-	(6,772)
Tax impact of additional charges	855	(896)	1,751	142	(1,420)	1,562
Adjusted net income	$ 2,944	$ 390	$ 2,554	$ 1,032	$ 36	$ 996
Adjusted earnings per share - basic	$ 0.26	$ 0.03	$ 0.23	$ 0.09	$ -	$ 0.09
Shares used in adjusted earnings per share - basic	11,445	11,146	299	11,444	11,146	298
Adjusted earnings per share - diluted	$ 0.25	$ 0.03	$ 0.22	$ 0.09	$ -	$ 0.09
Shares used in adjusted earnings per share - diluted	11,872	11,397	475	11,803	11,487	316

JAKKS Pacific, Inc. and Subsidiaries
Condensed Consolidated Balance Sheets (Unaudited)

	June 30, 2026	June 30, 2025	December 31, 2025
	(In thousands)		
Assets			
Current assets:			
Cash and cash equivalents	$ 59,513	$ 38,195	$ 52,197
Restricted cash	1,132	4,861	1,869
Accounts receivable, net	141,272	124,489	138,341
Inventory, net	58,272	71,811	59,805
Prepaid expenses and other assets	17,899	22,575	16,873
Total current assets	278,088	261,931	269,085
Property and equipment	159,938	146,661	152,224
Less accumulated depreciation and amortization	136,725	126,890	133,216
Property and equipment, net	23,213	19,771	19,008
Operating lease right-of-use assets, net	40,890	49,931	46,776
Deferred income tax assets, net	69,587	70,401	69,569
Goodwill	34,964	34,950	35,077
Other long-term assets	1,751	1,734	2,682
Total assets	$ 448,493	$ 438,718	$ 442,197
Liabilities and Stockholders' Equity			
Current liabilities:			
Accounts payable	$ 69,737	$ 65,422	$ 55,558
Accrued expenses	47,145	45,890	43,076
Reserve for sales returns and allowances	30,849	29,116	33,569
Income taxes payable	-	-	2,119
Short-term operating lease liabilities	14,406	12,405	13,784
Total current liabilities	162,137	152,833	148,106
Long-term operating lease liabilities	32,218	43,881	39,578
Accrued expenses, long term	5,288	3,222	4,463
Income taxes payable	975	2,045	945
Total liabilities	200,618	201,981	193,092
Stockholders' equity:			
Common stock, $.001 par value	11	11	11
Additional paid-in capital	307,218	299,110	302,408
Accumulated deficit	(45,160)	(49,965)	(41,021)
Accumulated other comprehensive loss	(14,194)	(12,919)	(12,293)
Total JAKKS Pacific, Inc. stockholders' equity	247,875	236,237	249,105
Non-controlling interests	-	500	-
Total stockholders' equity	247,875	236,737	249,105
Total liabilities and stockholders' equity	$ 448,493	$ 438,718	$ 442,197

JAKKS Pacific, Inc. and Subsidiaries
Condensed Consolidated Balance Sheets (Unaudited)

Supplemental Balance Sheet and Cash Flow Data (Unaudited)

Key Balance Sheet Data:	June 30, 2026	June 30, 2025
Accounts receivable days sales outstanding (DSO)	92	95
Inventory turnover (DSI)	56	82

Condensed Cash Flow Data:	Six Months Ended June 30, 2026	Six Months Ended June 30, 2025	Trailing Twelve Months (*) Ended June 30, 2026	Trailing Twelve Months (*) Ended June 30, 2025
Cash flows from (used in) operating activities	$ 26,149	$ (15,931)	$ 50,572	$ 50,682
Cash flows used in investing activities	(10,532)	(6,015)	(16,861)	(12,730)
Cash flows used in financing activities and other	(9,038)	(5,135)	(16,122)	(12,798)
Net increase (decrease) in cash, cash equivalents and restricted cash	$ 6,579	$ (27,081)	$ 17,589	$ 25,154
Capital expenditures	$ (10,104)	$ (4,470)	$ (15,197)	$ (11,089)

(*) Trailing twelve months (TTM) amounts are calculated as the sum of the most recent four quarters, derived from reported GAAP results.

JAKKS Pacific, Inc. and Subsidiaries
Net Sales by Division and Geographic Region

(In thousands)	QTD Q2				
Divisions	**2024**	**2025**	**2026**	**% Change 2025 v 2026**	**CAGR% 2024 - 2026**
Toys/Consumer Products	$104,570	$80,379	$97,507	21.3%	-3.4%
Dolls, Role-Play/Dress-Up	63,608	46,164	51,629	11.8%	-9.9%
Action Play & Collectibles	36,555	29,902	42,063	40.7%	7.3%
Outdoor/Seasonal Toys	4,407	4,313	3,815	-11.5%	-7.0%
Costumes	$44,049	$38,715	$41,731	7.8%	-2.7%
Total	**$148,619**	**$119,094**	**$139,238**	**16.9%**	**-3.2%**

(In thousands)	YTD Q2				
Divisions	**2024**	**2025**	**2026**	**% Change 2025 v 2026**	**CAGR% 2024 - 2026**
Toys/Consumer Products	$187,480	$187,817	$197,602	5.2%	2.7%
Dolls, Role-Play/Dress-Up	104,182	101,627	89,126	-12.3%	-7.5%
Action Play & Collectibles	69,563	72,783	97,332	33.7%	18.3%
Outdoor/Seasonal Toys	13,735	13,407	11,144	-16.9%	-9.9%
Costumes	$51,215	$44,530	$48,312	8.5%	-2.9%
Total	**$238,695**	**$232,347**	**$245,914**	**5.8%**	**1.5%**

(In thousands)	QTD Q2				
Regions	**2024**	**2025**	**2026**	**% Change 2025 v 2026**	**CAGR% 2024 - 2026**
United States	$125,837	$86,990	$108,251	24.4%	-7.3%
Europe	10,264	14,657	16,021	9.3%	24.9%
Latin America	3,239	6,047	4,137	-31.6%	13.0%
Canada	6,288	8,826	7,080	-19.8%	6.1%
Australia & New Zealand	1,607	886	1,533	73.0%	-2.3%
Asia	1,268	1,448	2,216	53.0%	32.2%
Middle East & Africa	116	240	-	-100.0%	-100.0%
Total	**$148,619**	**$119,094**	**$139,238**	**16.9%**	**-3.2%**

(In thousands)	YTD Q2				
Regions	**2024**	**2025**	**2026**	**% Change 2025 v 2026**	**CAGR% 2024 - 2026**
United States	$196,267	$175,934	$182,887	4.0%	-3.5%
Europe	15,999	26,467	33,400	26.2%	44.5%
Latin America	11,235	13,506	11,099	-17.8%	-0.6%
Canada	9,658	12,105	10,072	-16.8%	2.1%
Australia & New Zealand	2,953	1,499	4,002	167.0%	16.4%
Asia	2,233	2,199	4,151	88.8%	36.3%
Middle East & Africa	350	637	303	-52.4%	-7.0%
Total	**$238,695**	**$232,347**	**$245,914**	**5.8%**	**1.5%**

(In thousands)	QTD Q2				
Regions	**2024**	**2025**	**2026**	**% Change 2025 v 2026**	**CAGR% 2024 - 2026**
North America	$132,125	$95,816	$115,331	20.4%	-6.6%
International	16,494	23,278	23,907	2.7%	20.4%
Total	**$148,619**	**$119,094**	**$139,238**	**16.9%**	**-3.2%**

(In thousands)	YTD Q2				
Regions	**2024**	**2025**	**2026**	**% Change 2025 v 2026**	**CAGR% 2024 - 2026**
North America	$205,925	$188,039	$192,959	2.6%	-3.2%
International	32,770	44,308	52,955	19.5%	27.1%
Total	**$238,695**	**$232,347**	**$245,914**	**5.8%**	**1.5%**

(In thousands)	QTD Q2				
Regions	**2024**	**2025**	**2026**	**% Change 2025 v 2026**	**CAGR% 2024 - 2026**
United States	$125,837	$86,990	$108,251	24.4%	-7.3%
Rest of World	22,782	32,104	30,987	-3.5%	16.6%
Total	**$148,619**	**$119,094**	**$139,238**	**16.9%**	**-3.2%**

(In thousands)	YTD Q2				
Regions	**2024**	**2025**	**2026**	**% Change 2025 v 2026**	**CAGR% 2024 - 2026**
United States	$196,267	$175,934	$182,887	4.0%	-3.5%
Rest of World	42,428	56,413	63,027	11.7%	21.9%
Total	**$238,695**	**$232,347**	**$245,914**	**5.8%**	**1.5%**