



Fourth Quarter and Full Year 2017
Earnings Conference Call Presentation
February 22, 2017

Participant Dial-In: (800) 708-4539

Passcode: 46403742#

Playback available on www.JAKKS.com/Investors





EXECUTIVE TEAM ON THE CALL

STEPHEN BERMAN

Chairman & Chief Executive Officer

DANNY SUNG

Senior Vice President - Finance





Q4 2017 RESULTS

(in US \$ millions, except per share data)

	Q4			
	2017	2016	\$ Δ	% Δ
Net Sales	136.6	167.0	(30.4)	(18%)
Gross Profit %	22.1%	31.2%	(910) bps	
Net (Loss) Attributable to JAKKS	(30.4)	(7.6)	(22.8)	(301%)
Diluted (Loss) Per Share	(1.33)	(0.47)	(0.86)	(183%)
Adjusted EBITDA	(6.8)	4.0	(10.8)	(271%)





PRODUCT CATEGORIES – NET SALES

(In US \$ millions except per share data)

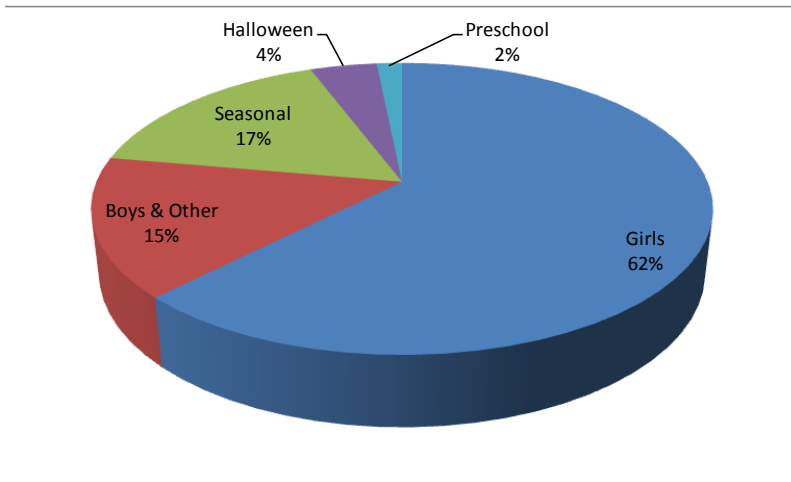
	Q4			
	2017	2016	\$ Δ	% Δ
Girls	85.2	101.4	(16.2)	(16%)
Boys & Other	21.1	25.5	(4.4)	(17%)
Seasonal	22.5	25.5	(3.0)	(12%)
Halloween	5.7	5.0	0.7	14%
Preschool	2.1	9.7	(7.6)	(78%)
Total	136.6	167.0	(30.5)	(18%)



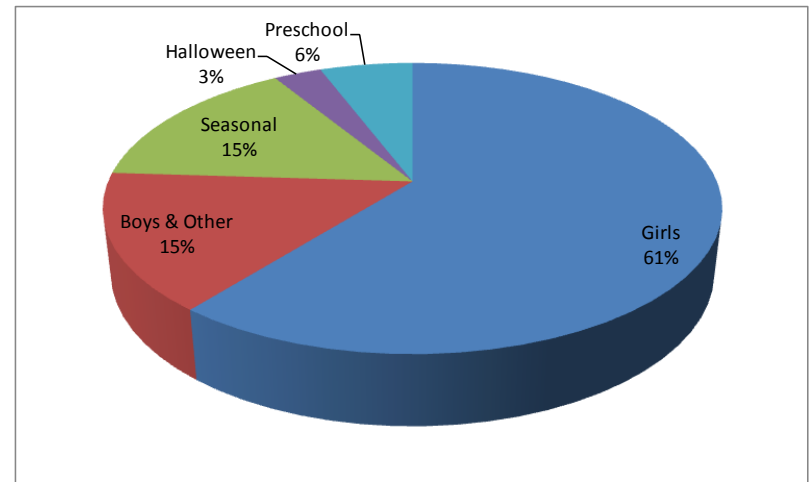


PRODUCT CATEGORIES

Q4 2017 Net Sales As % of Total

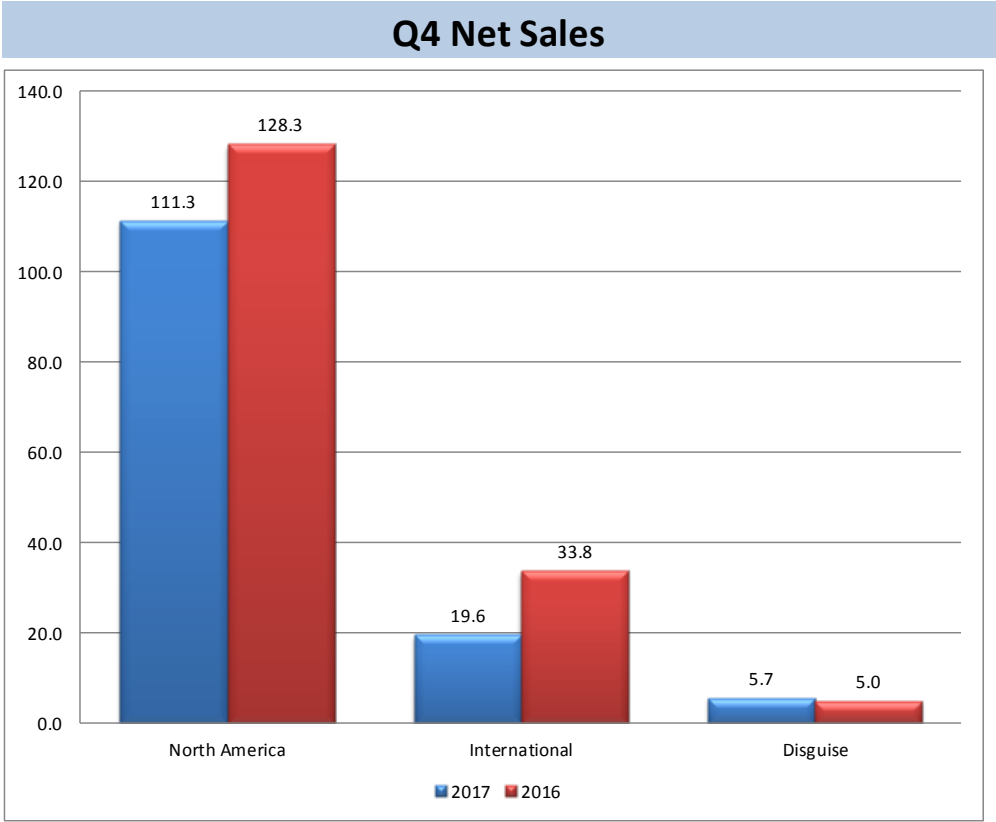


Q4 2016 Net Sales As % of Total





SEGMENT RESULTS





Q4 2017 RESULTS

(in US \$ millions, except per share data)

	Q4				
	2017	% of Sales	2016	% of Sales	% Δ
Net sales	136.6		167.0		-18.2%
Cost of sales	106.4	77.9%	114.9	68.8%	-7.4%
Gross profit	30.2	22.1%	52.1	31.2%	-42.1%
SG&A	56.7	41.5%	54.5	32.6%	4.1%
Operating Income (Loss)	(26.6)	19.5%	(2.4)	1.4%	NM
Interest Expense, net	(2.3)	1.7%	(3.5)	2.1%	33.5%
Other	0.8	0.6%	0.2	0.0%	NM
Provision for income taxes	0.7	0.5%	1.9	1.1%	-62.5%
Net (Loss) attributable to JAKKS Pacific, Inc.	(30.4)	22.3%	(7.6)	4.5%	-301.0%
(Loss) per share - diluted	\$ (1.33)		\$ (0.47)		183.0%
<i>Adjusted EBITDA</i>	(6.8)	5.0%	4.0	2.4%	-270.2%





Q4 2017 RESULTS (without charges)

(in US \$ millions, except per share data)

	Q4				
	2017	% of Sales	2016	% of Sales	% Δ
Net sales	136.6		167.0		-18.2%
Cost of sales	92.6	67.8%	114.9	68.8%	-19.4%
Gross profit	44.0	32.2%	52.1	31.2%	-15.5%
SG&A	54.3	39.8%	54.5	32.6%	-0.4%
Operating Income (Loss)	(10.3)	7.5%	(2.4)	1.4%	-329.2%
Interest Expense, net	(2.3)	1.7%	(3.5)	2.1%	34.3%
Other	0.1	0.0%	0.2	0.1%	-2.0%
Provision for income taxes	0.7	0.5%	1.9	1.1%	63.2%
Tax Impact of Additional Charges	0.7	NM	—	NM	NM
Net (loss) attributable to JAKKS Pacific, Inc.	(13.9)	10.2%	(7.6)	4.5%	82.9%
(Loss) per share - diluted	\$ (0.61)		\$ (0.47)		29.8%
<i>Adjusted EBITDA</i>	(6.8)	5.0%	4.0	2.4%	-270.0%





Q4 2017 RESULTS

(in US \$ millions)

	Q4			
	2017	2016	\$ Δ	% Δ
Cash Flow From Operations	17.2	37.4	(20.2)	(53.9%)
Free Cash Flow	12.8	33.9	(21.1)	(62.3%)





BALANCE SHEET HIGHLIGHTS

(in US \$ millions)

	As of December 31		
	2017	2016	\$ Δ
Cash & Cash Equivalents and Restricted Cash	65.0	86.1	(21.1)
Accounts Receivable, net	142.5	173.6	(31.1)
Inventory, net	58.4	75.4	(17.0)
Accounts Payable and Accrued Liabilities	109.7	106.8	2.9
Working Capital	146.9	236.6	(89.7)





THANK YOU

