



Third Quarter 2022
Earnings Conference Call Presentation
October 27, 2022, 2pm PT/5pm ET

Participant Dial in (Registration required): [Registration Link](#)

Webcast: <https://www.jakks.com/investors/>





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 2022, as well as any other forward-looking statements concerning 2022 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





EXECUTIVE SUMMARY

Net Sales through September exceed full-year 2021

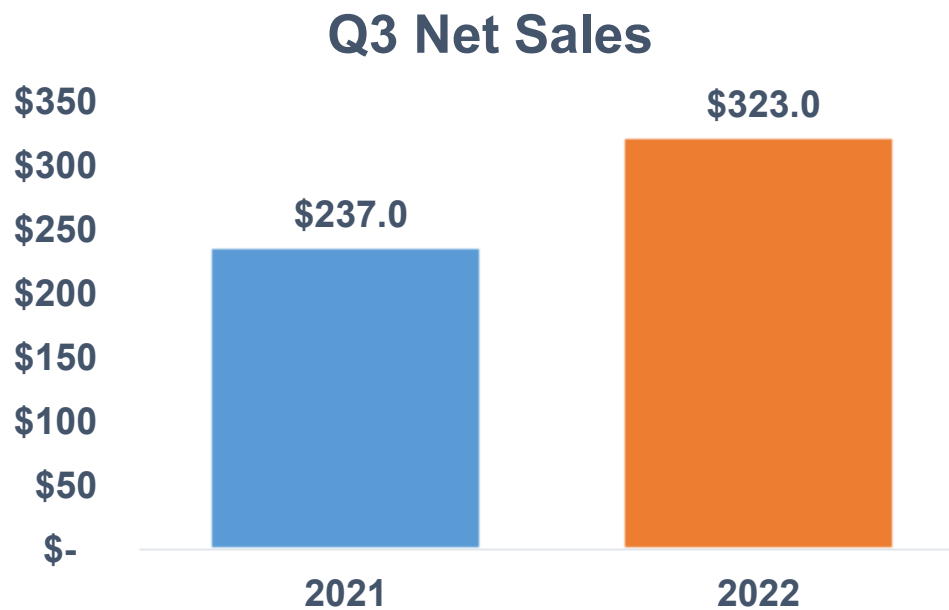
- Q3 Net Sales were \$323.0 million, 36% increase over prior year
- Q3 Toy/Consumer Products (CP) business up 56% while Costumes business decreased 17% versus Q3 2021
- Q3 gross margins were negatively impacted by higher import/freight costs
- Q3 Adjusted EBITDA of \$59.4 million, compared to \$41.7 million in the third quarter of 2021
- YTD Net Sales \$664.3M, 53% increase over prior year
- YTD Net Sales are 7% higher than FY21 Net Sales of \$621.1M
- YTD Toy/Consumer Products (CP) business up 58% while Costumes business increased 36% vs. YTD 2021
- YTD Retail Toy/CP POS at Top 3 US customers up over 20%





2022 Q3 Net Sales

\$ Millions



YoY % Change:

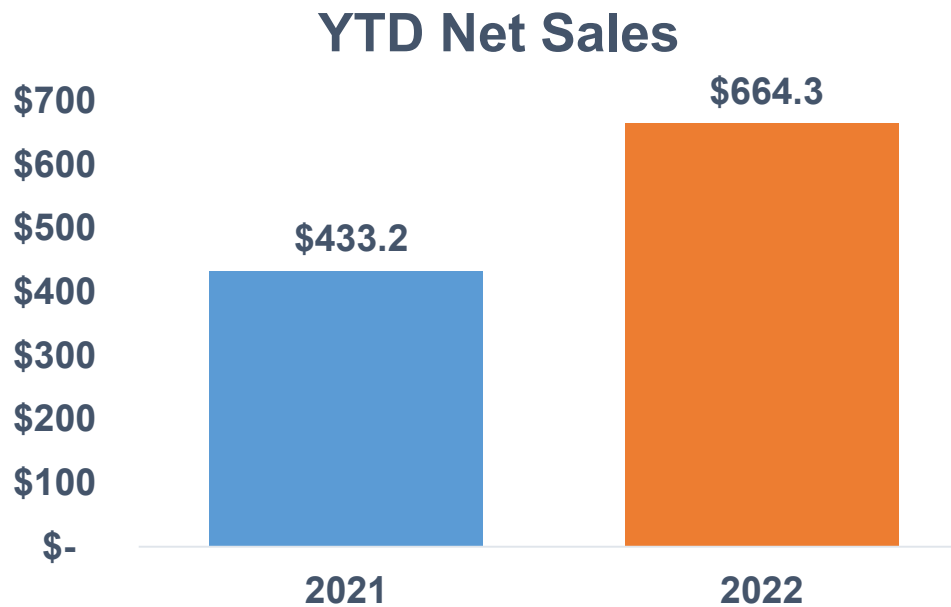
36%





2022 YTD Net Sales

\$ Millions



YoY % Change:

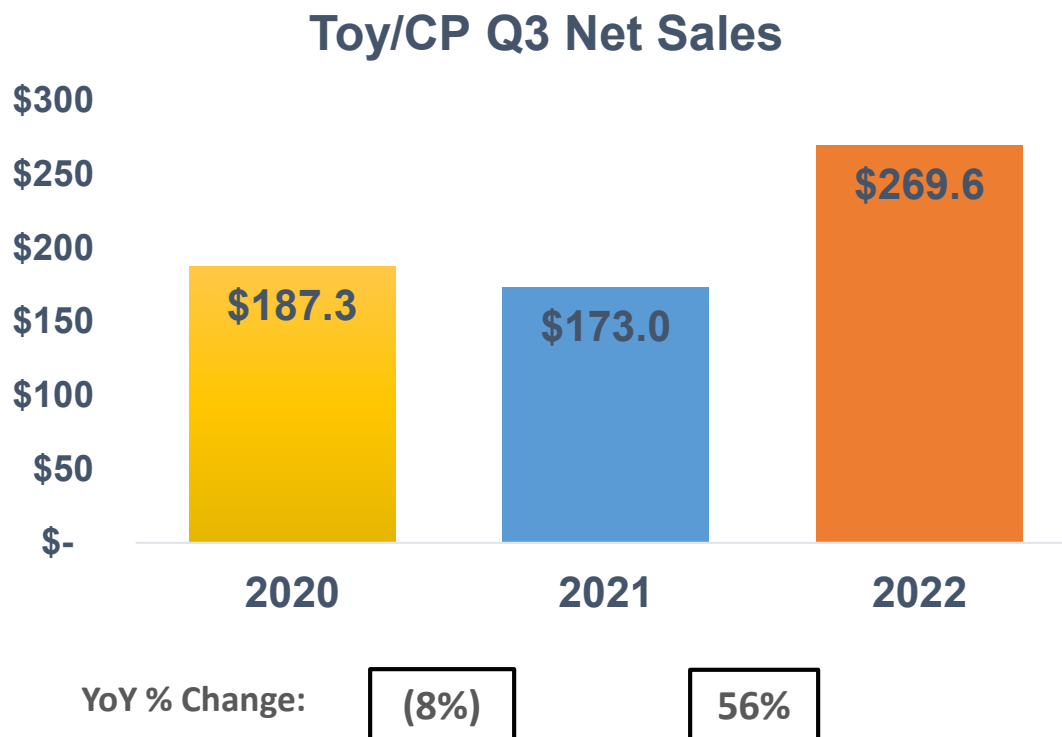
53%





2022 Q3 Toy/CP Net Sales

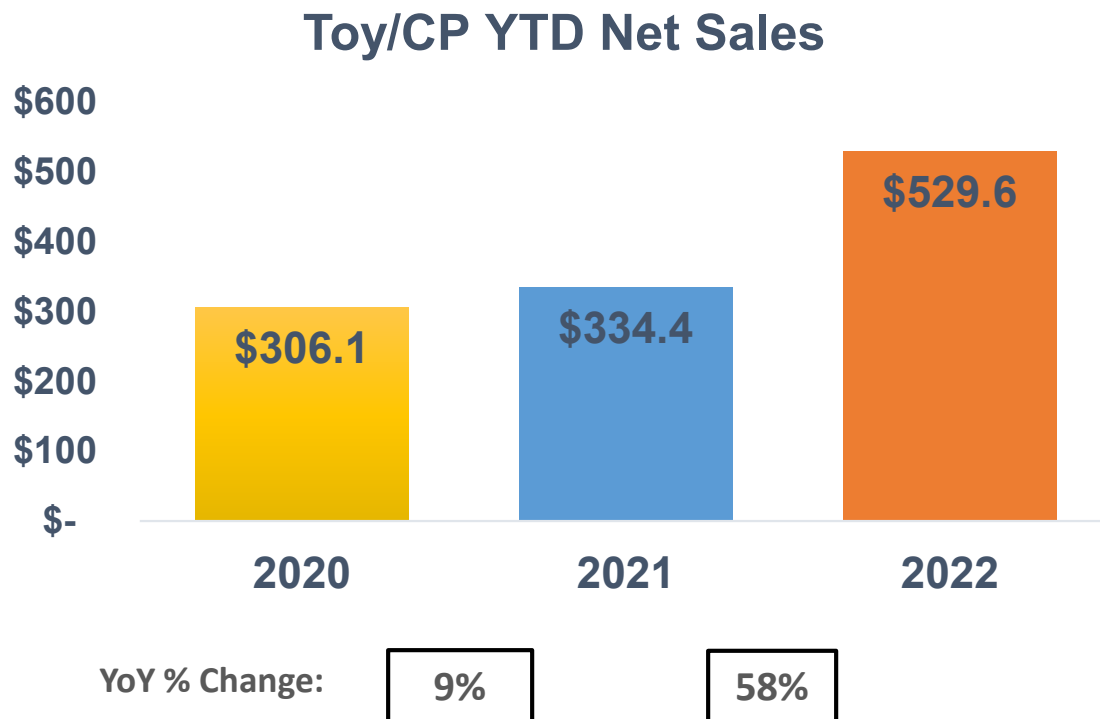
\$ Millions





2022 YTD Toy/CP Net Sales

\$ Millions

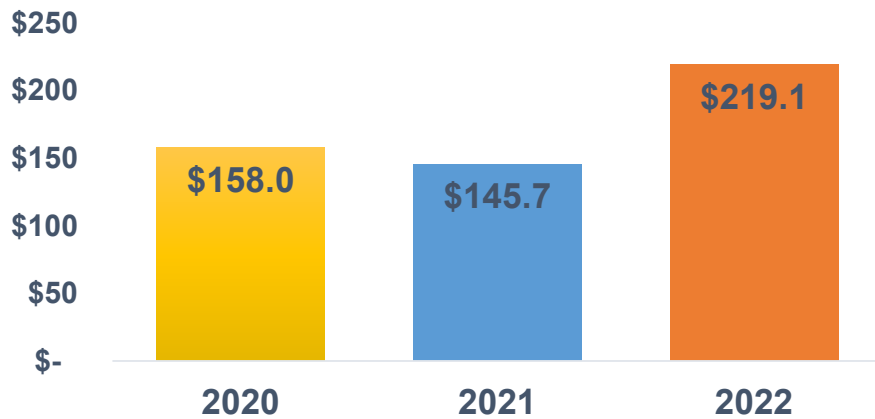




2022 Q3 Toy/CP Net Sales

\$ Millions

North America Toy/CP Q3 Net Sales

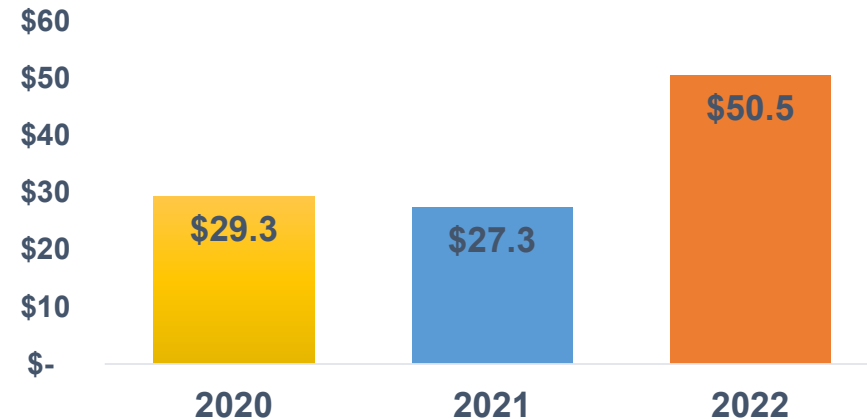


YoY % Change:

(8%)

50%

International Toy/CP Q3 Net Sales



(7%)

85%

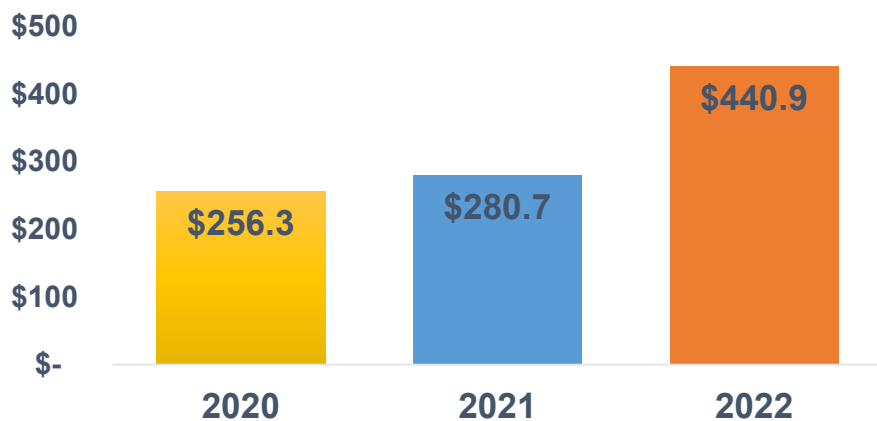




2022 YTD Toy/CP Net Sales

\$ Millions

North America YTD Net Sales

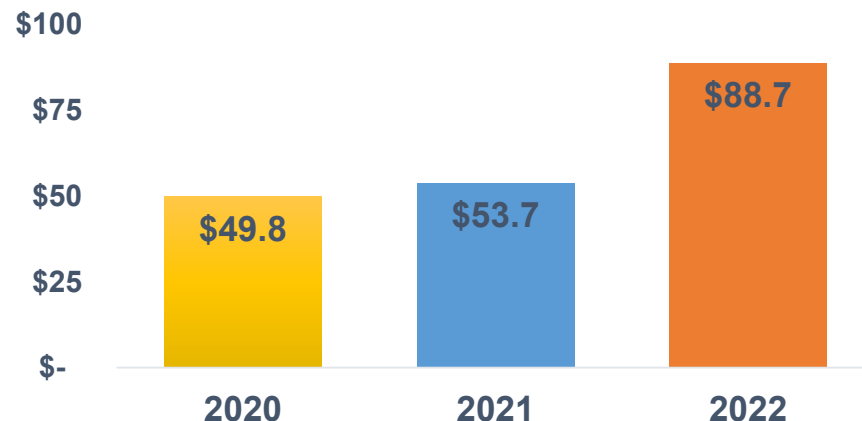


YoY % Change:

10%

57%

International YTD Net Sales



8%

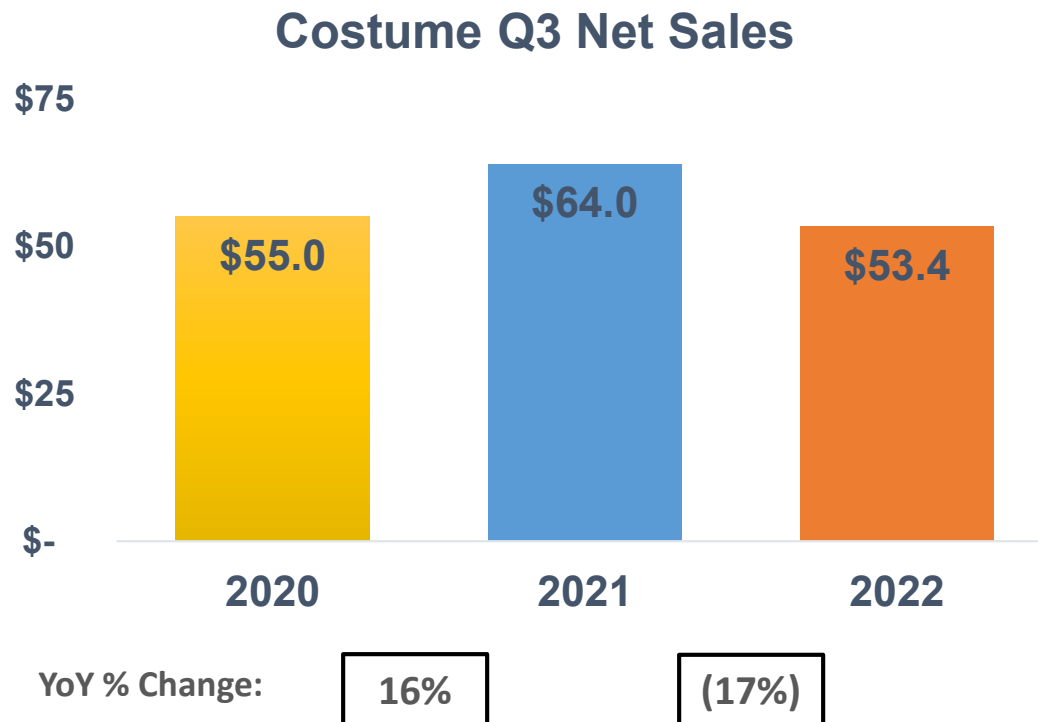
65%





2022 Q3 Costume Net Sales

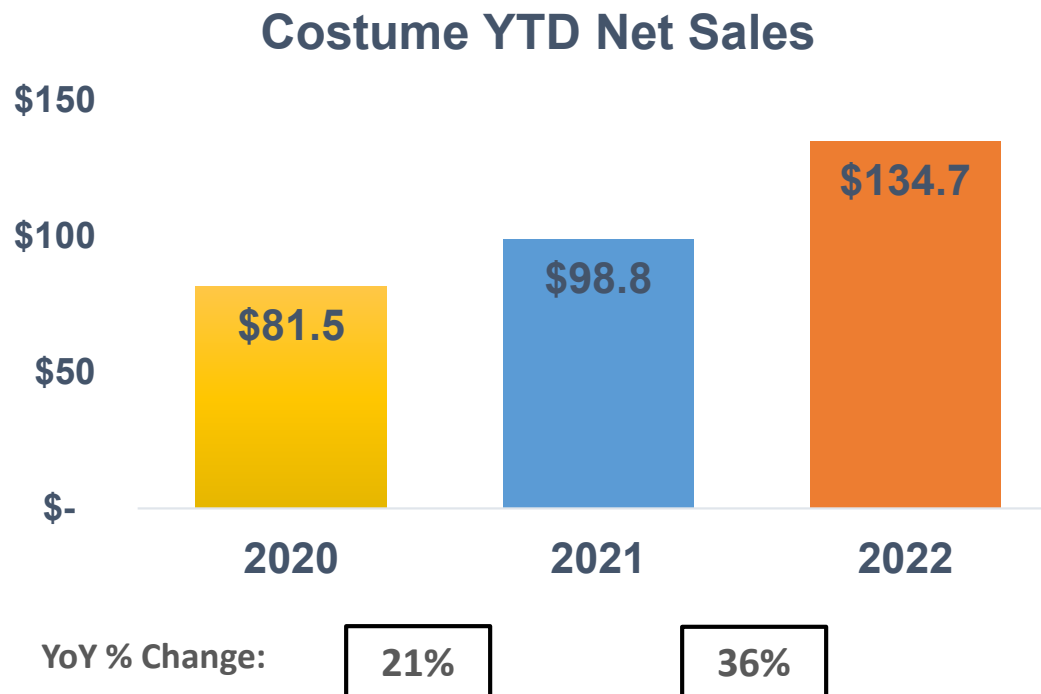
\$ Millions





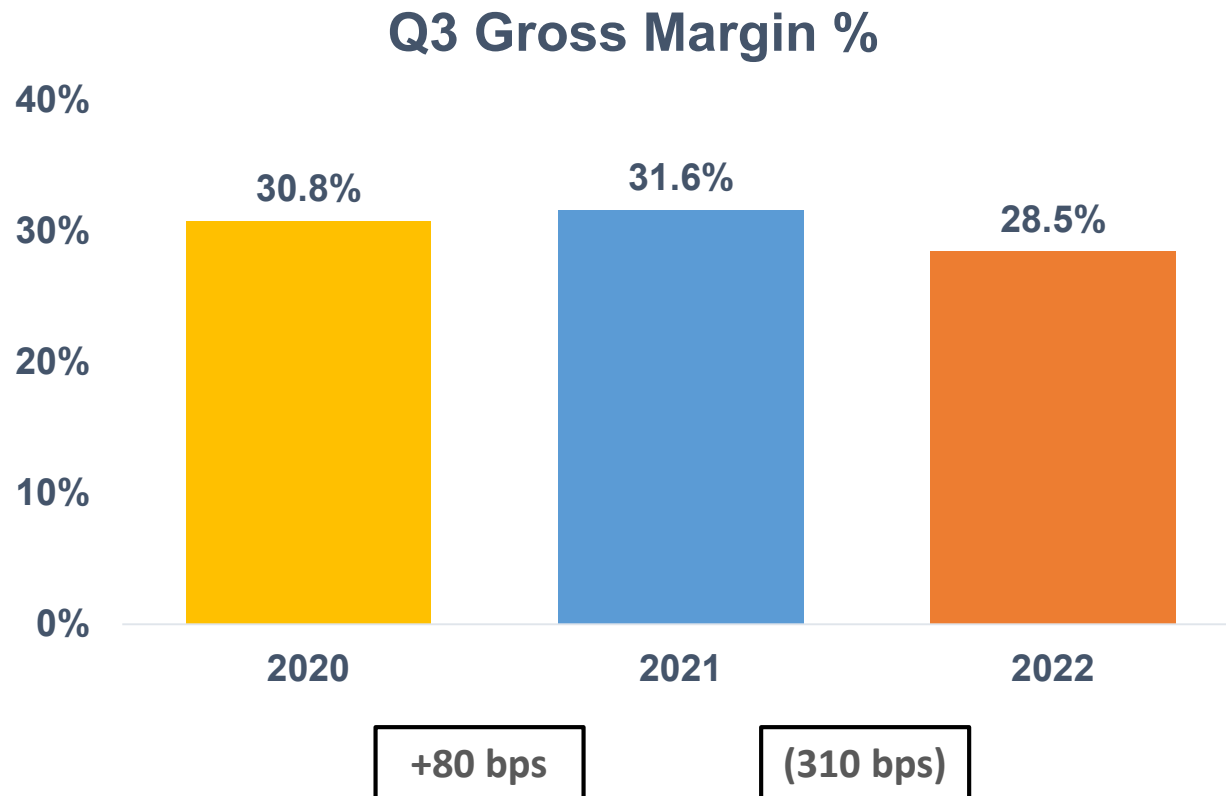
2022 YTD Costume Net Sales

\$ Millions



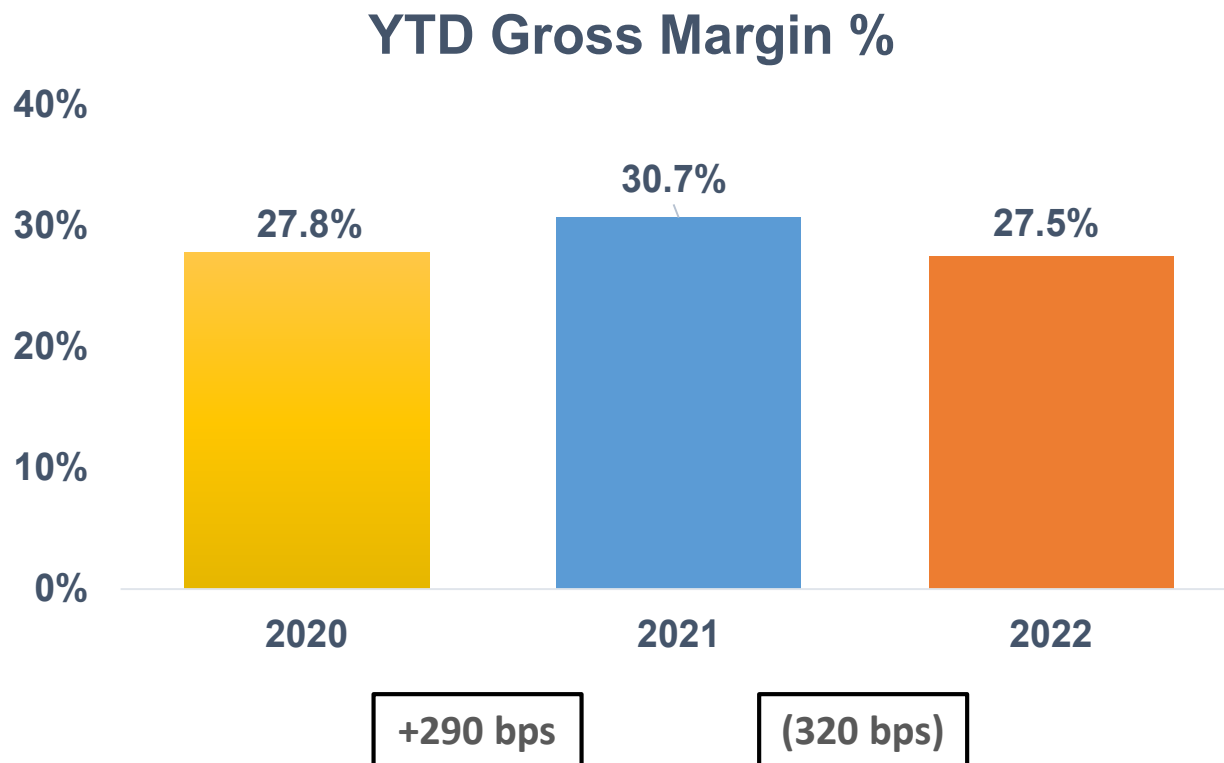


2022 Q3 Gross Margin %





2022 YTD Gross Margin %

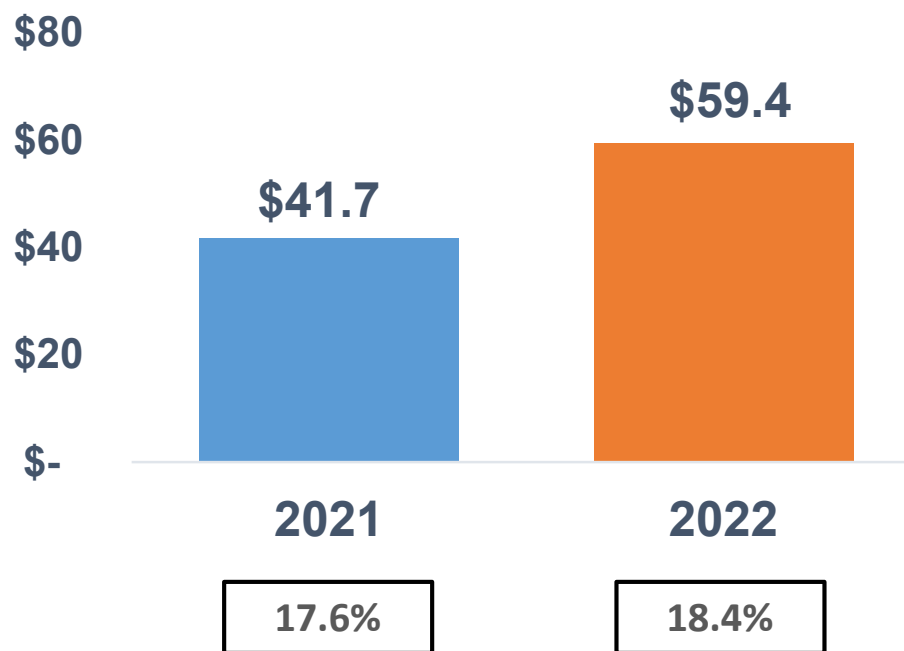




2022 Q3 Adjusted EBITDA

\$ Millions

Q3 Adj EBITDA



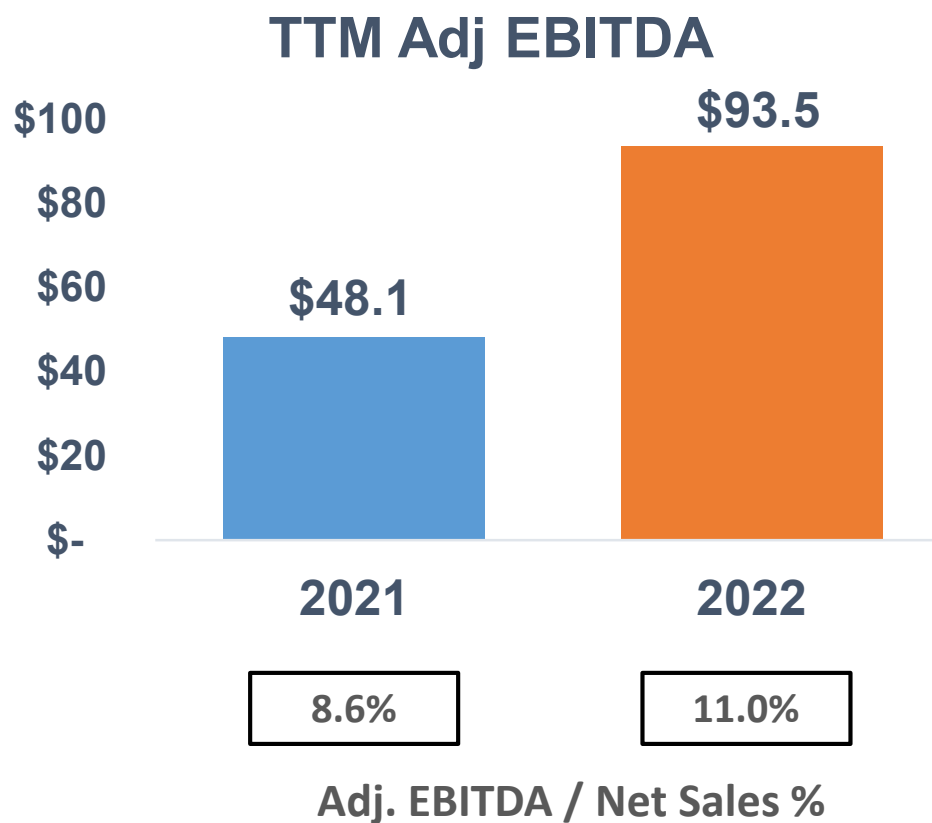
Adj. EBITDA / Net Sales %





2022 TTM Adjusted EBITDA

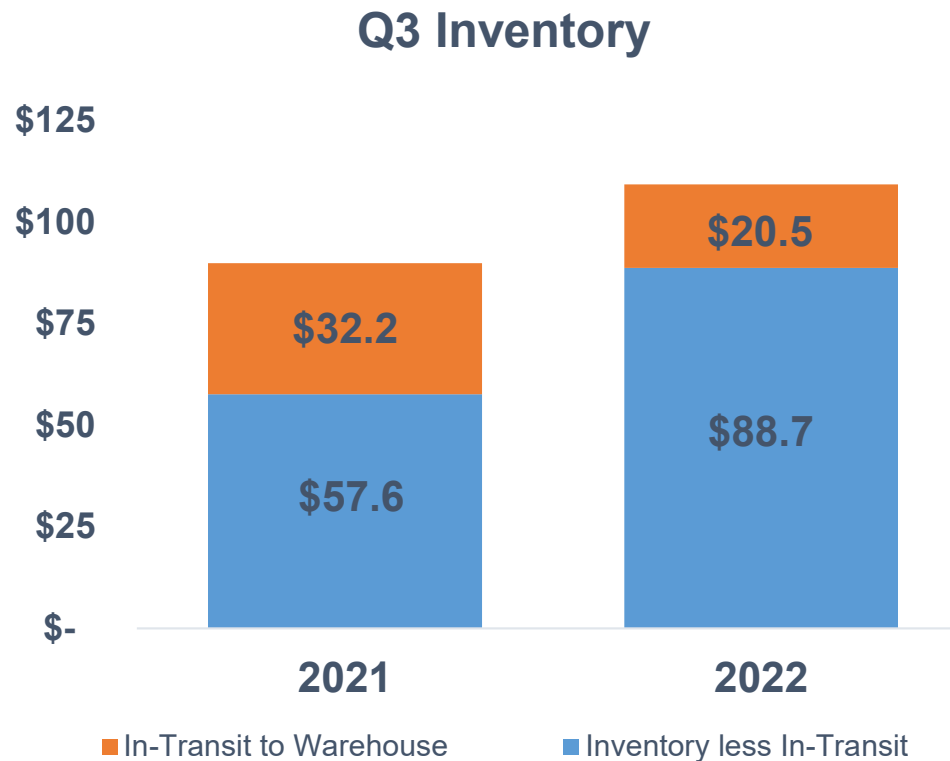
\$ Millions





Q3 '22 vs '21 Inventory

\$ Millions

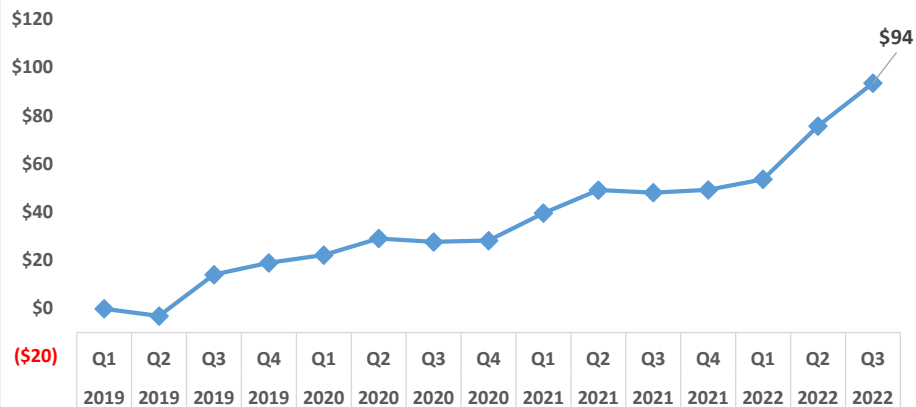




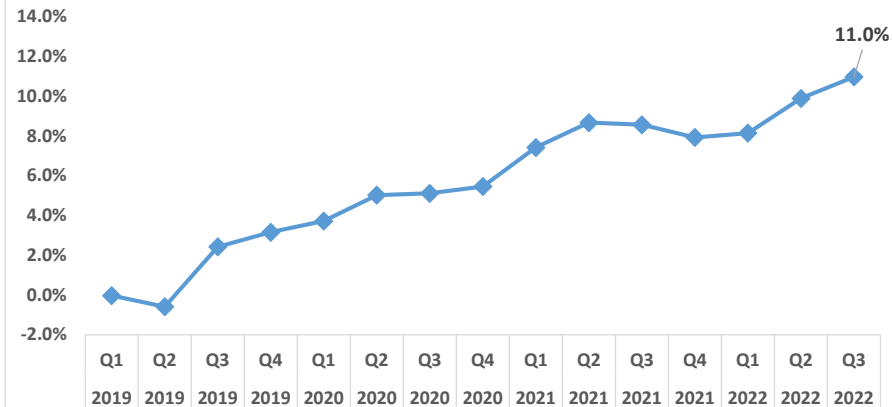
TTM Adjusted EBITDA

\$ Millions

TTM ADJ EBITDA



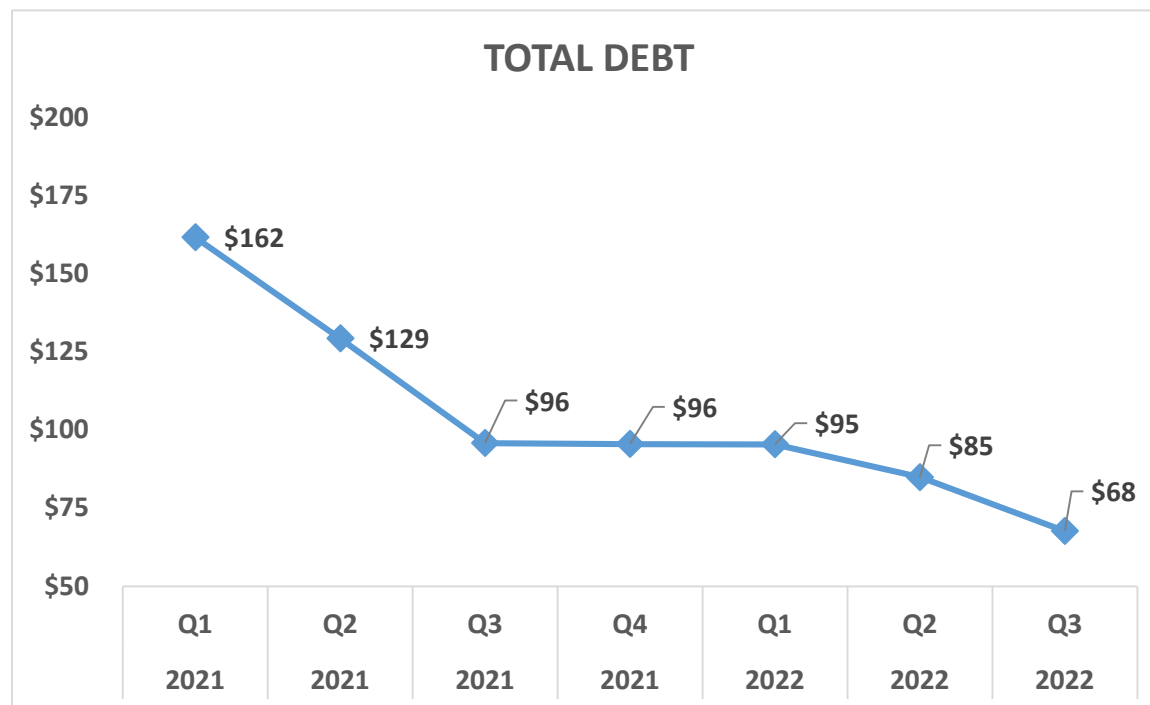
TTM ADJ EBITDA %





Total Debt

\$ Millions

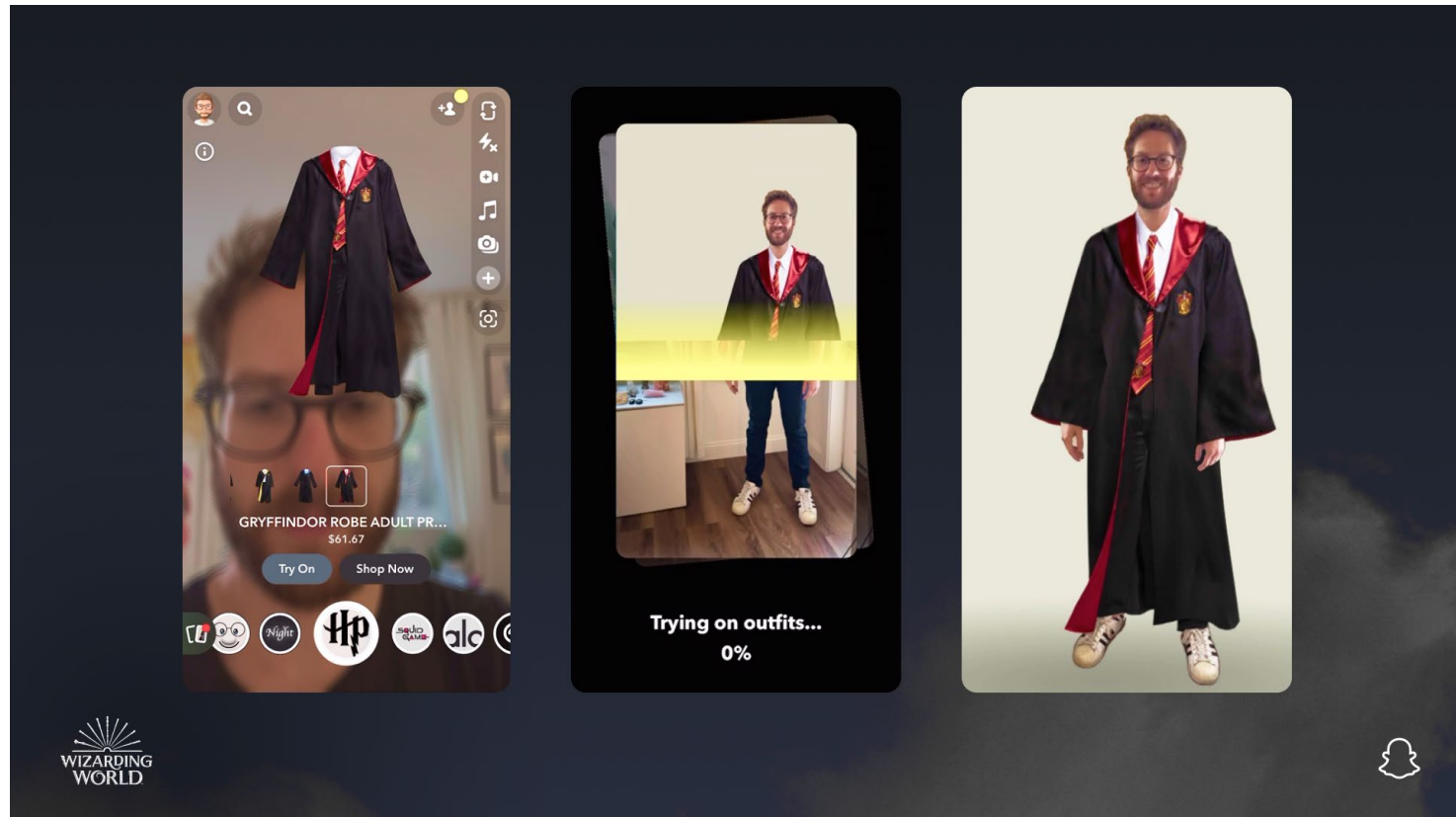


*Short-term and long-term debt, net of discounts and deferred issuance costs





Snap AR



Q4 Key Items





Q4 Key Items





Q4 Key Items





THANK YOU

