



First Quarter 2026  
Earnings Presentation  
April 30, 2026  
5:00 PM Eastern / 2:00 PM Pacific

[1Q26 Registration link](#)  
[1Q26 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





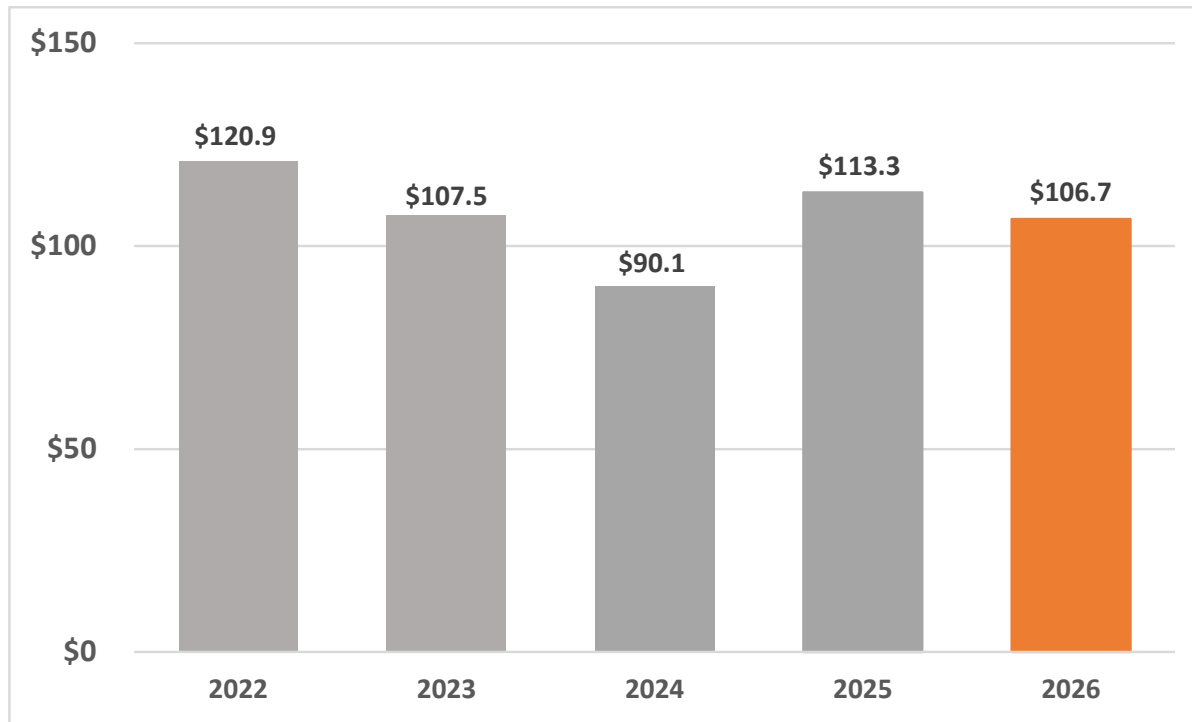
- Q1 Net sales were \$106.7 million, a year-over-year decrease of 6%
- Q1 Gross margin of 33.4%, down 100 basis points vs. Q1 2025
- Gross profit of \$35.6 million, down 9% compared to \$39.0 million in Q1 2025
- Operating loss of \$5.6 million, compared to an operating loss of \$3.9 million in Q1 2025
- Adjusted net loss attributable to common stockholders (a non-GAAP measure) of \$1.9 million or \$0.17 per diluted share, compared to adjusted net loss attributable to common stockholders of \$0.4 million or \$0.03 per diluted share in Q1 2025
- Adjusted EBITDA (a non-GAAP measure) of \$(0.4) million vs. \$0.4 million in Q1 2025
- Trailing-twelve-month Adjusted EBITDA of \$34.6 million, down from \$35.4 million as of Q4 2025





## 2026 First Quarter Net Sales

\$ Millions



YoY % Change:

(11)%

(16)%

26%

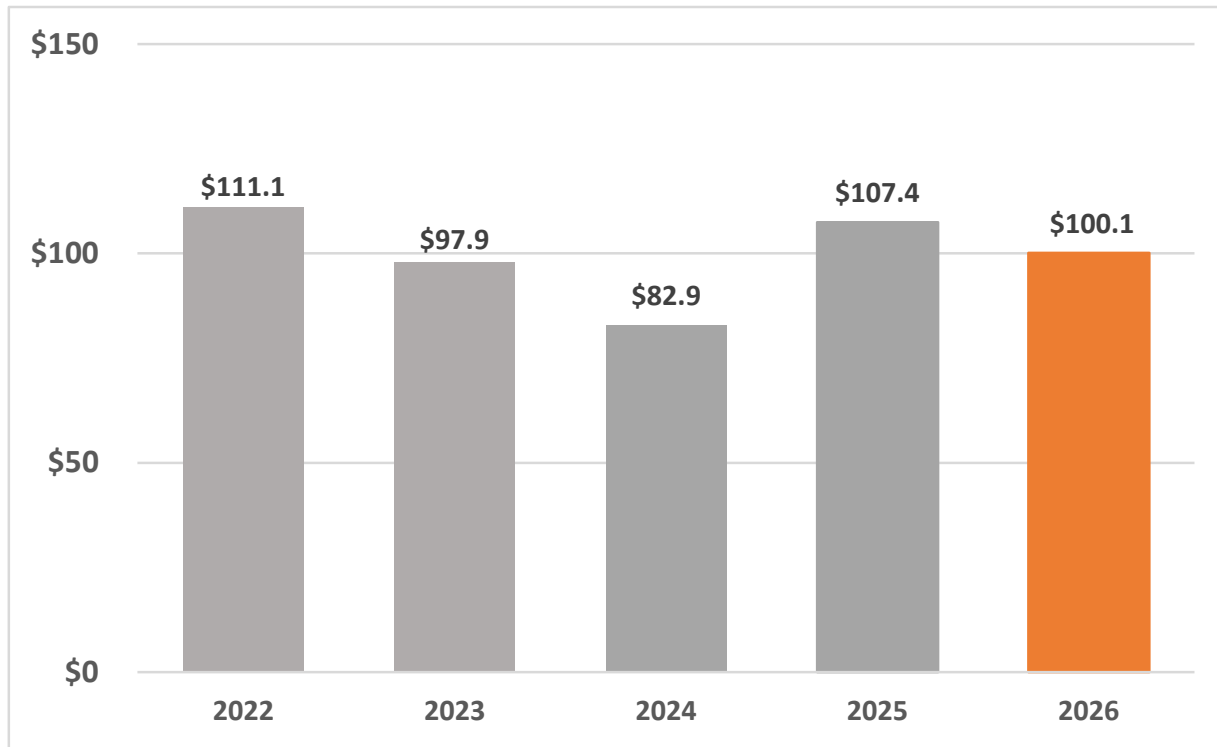
(6)%





# 2026 First Quarter Toys/Consumer Products Net Sales

\$ Millions



YoY % Change:

(12)%

(15)%

30%

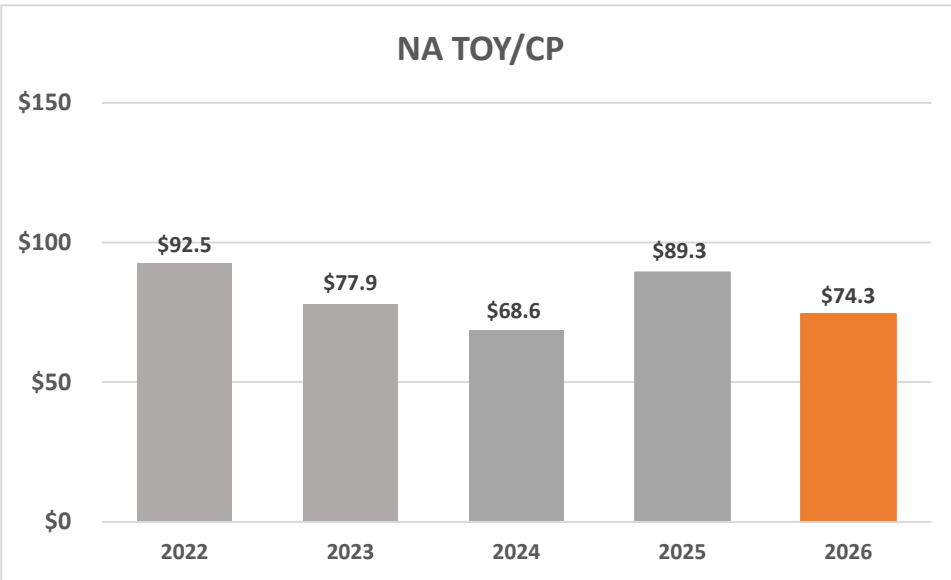
(7)%



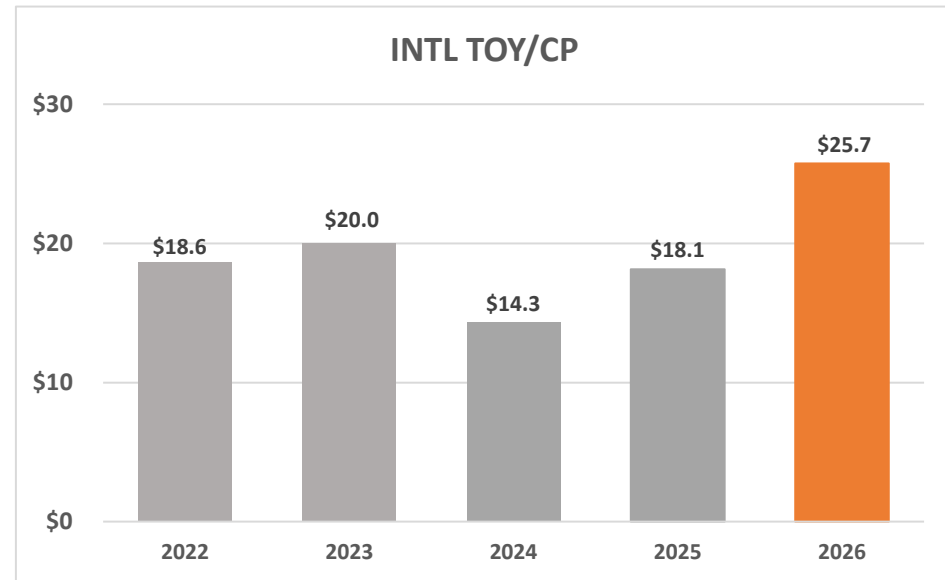


# 2026 First Quarter Toys/Consumer Products Net Sales

\$ Millions



YoY % Change



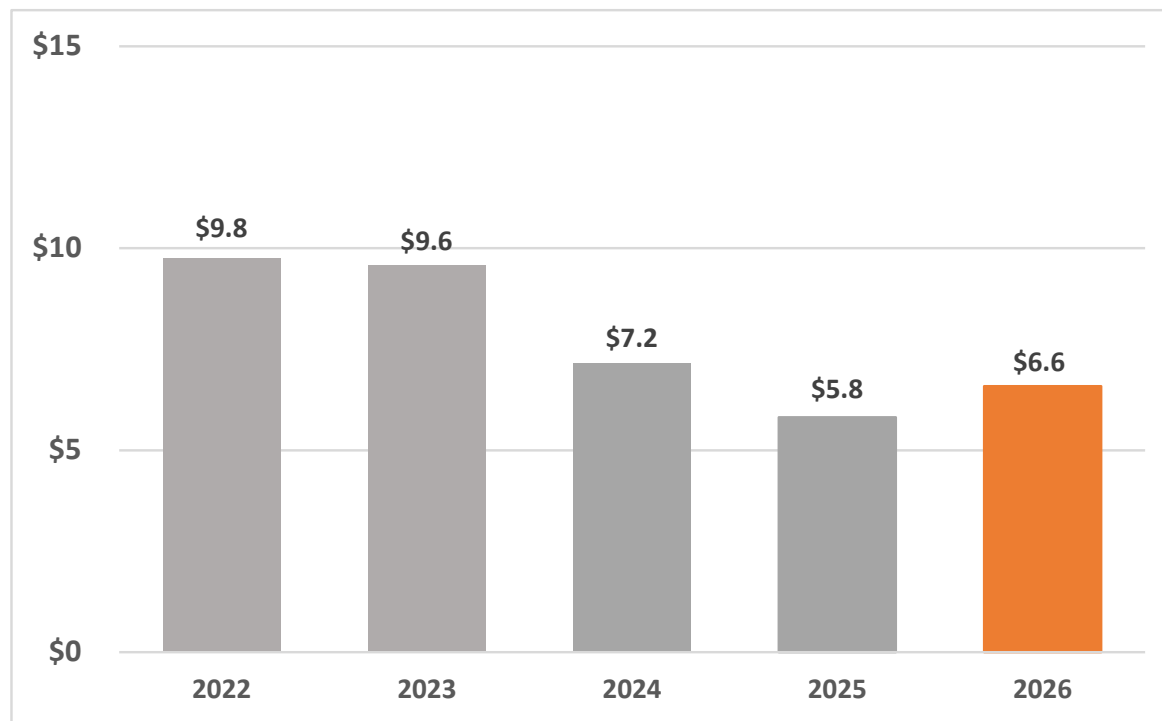
YoY % Change





## 2026 First Quarter Costumes Net Sales

\$ Millions



YoY % Change:

(2)%

(25)%

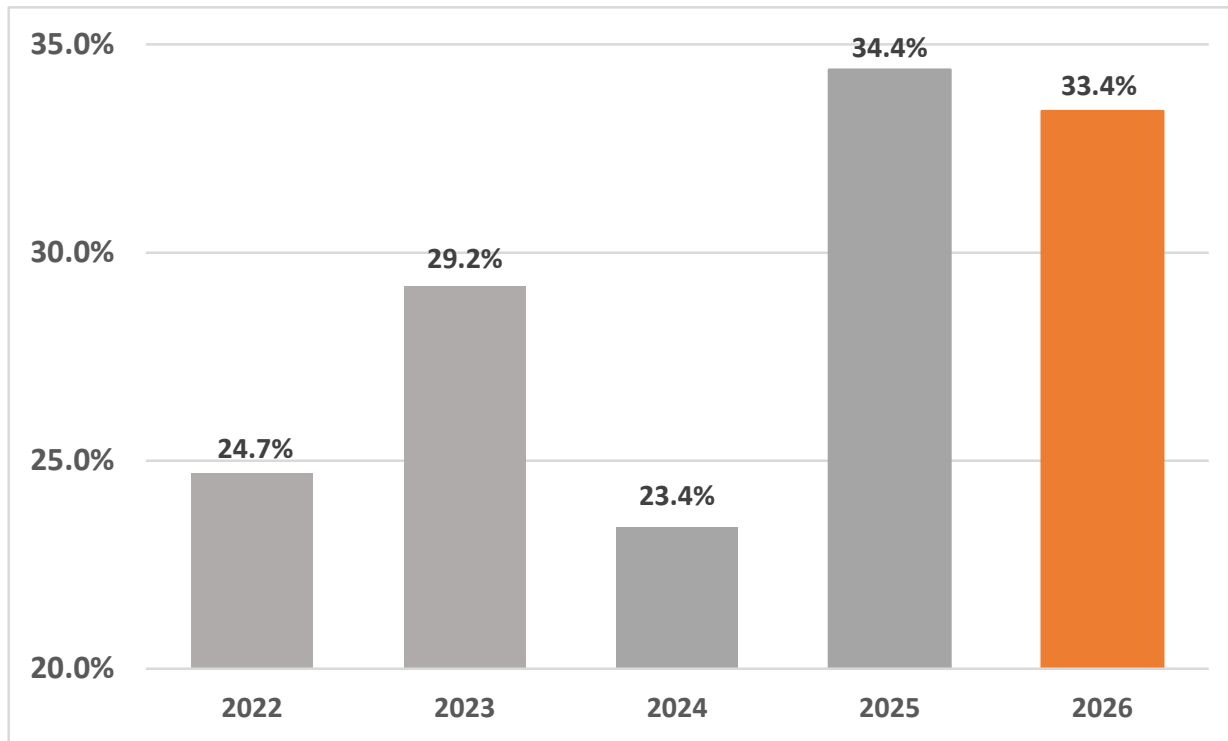
(19)%

13%





## 2026 First Quarter Gross Margin %



YoY % Change:

450 bps

(580) bps

1,100 bps

(100) bps

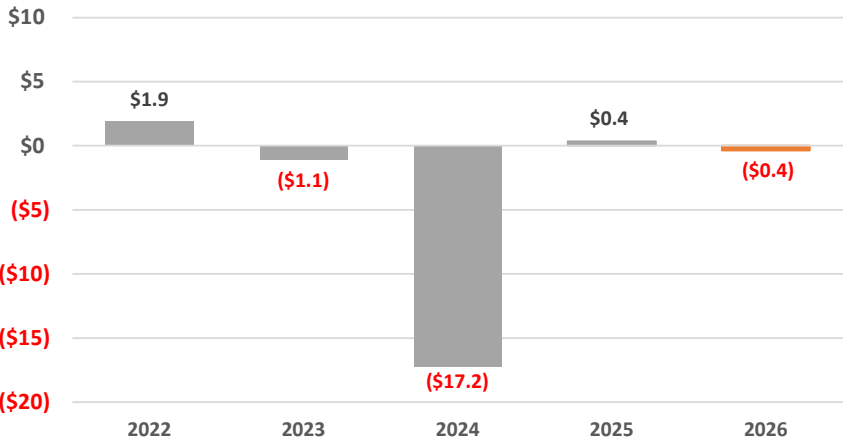




# 2026 First Quarter Adj. EBITDA and Adj. Net Income

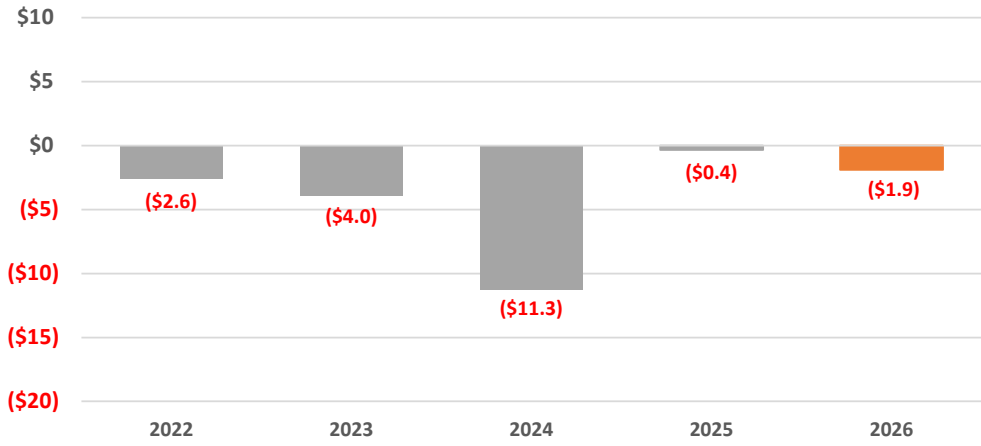
\$ Millions

### Q4 ADJ EBITDA



Adj. EBITDA Margin %

### Q4 ADJ NET INCOME



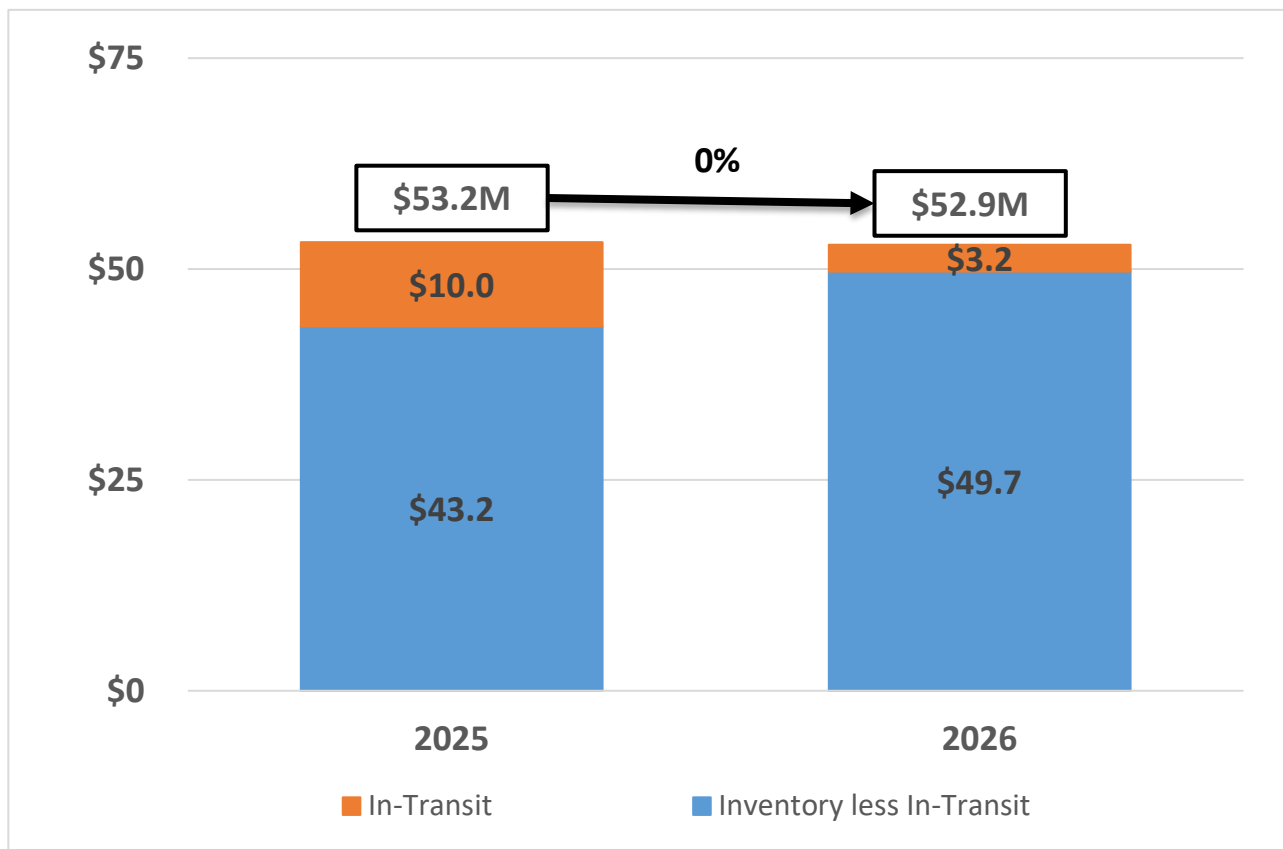
Adj. Net Income Margin %





# First Quarter Inventory - 2026 vs 2025 (Worldwide)

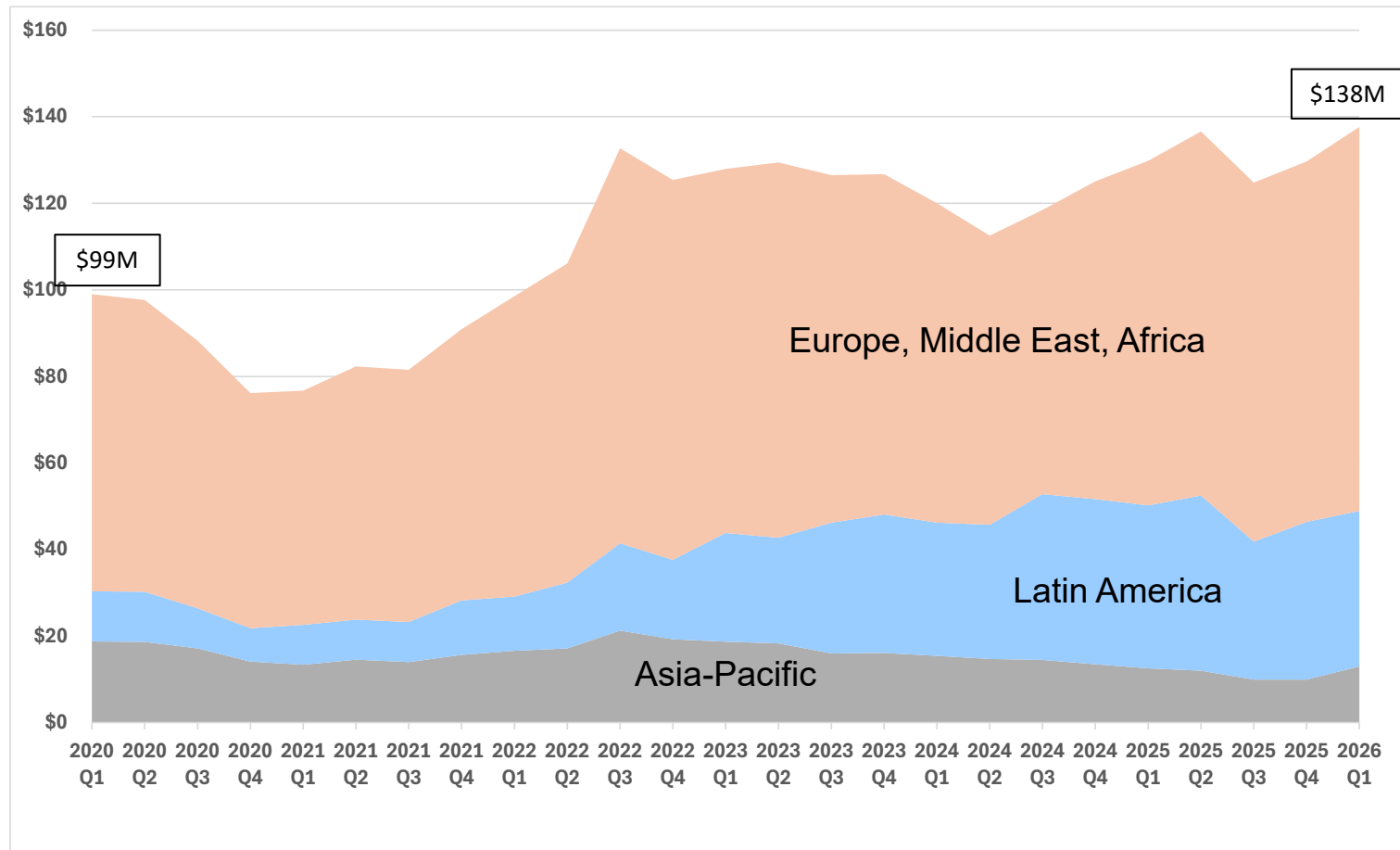
\$ Millions





## International Net Sales Evolution (Trailing Twelve Month)

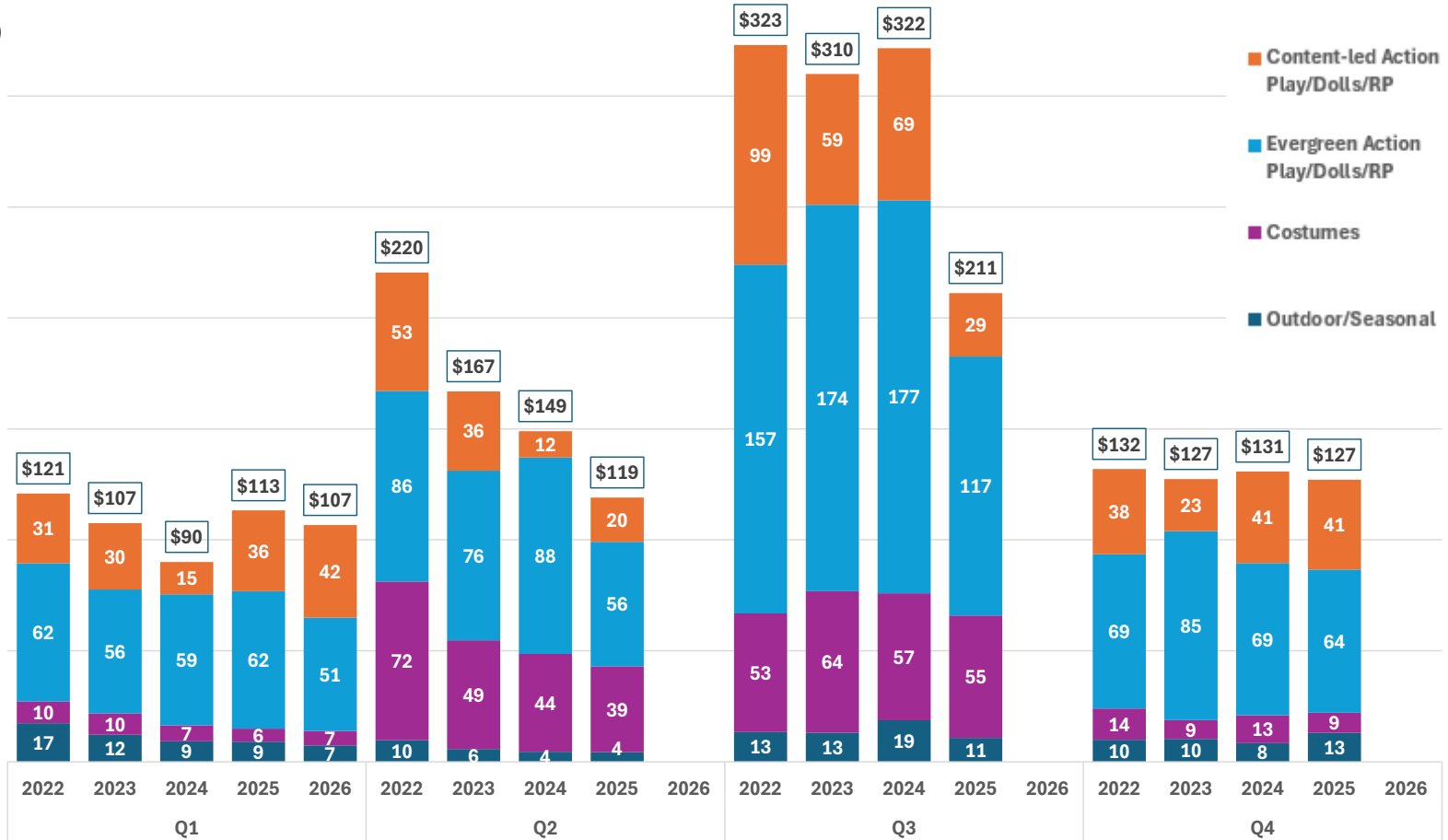
Net Sales  
(\$ Million)





## Q1 led by strong entertainment sales

Net Sales  
(\$ Million)



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

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





# THE SUPER MARIO GALAXY MOVIE

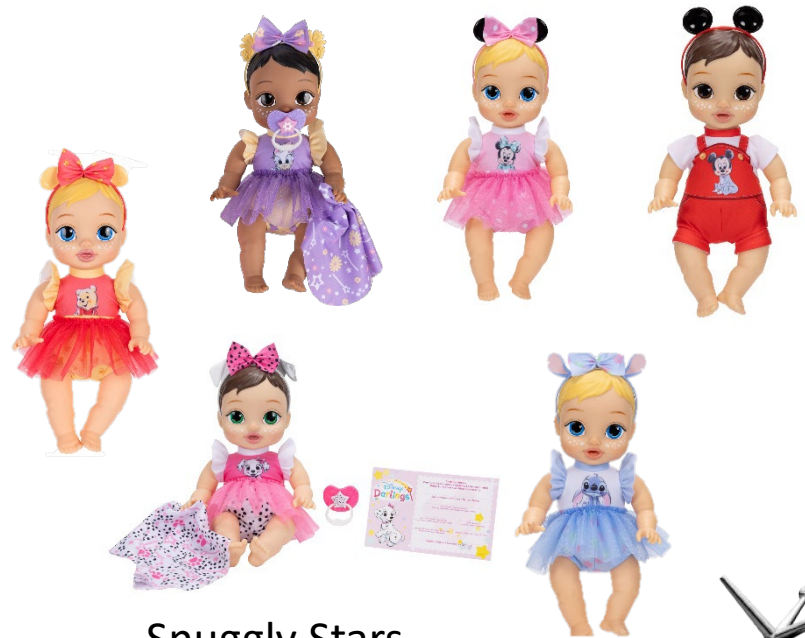




# Disney Darlings



Deluxe Feature Dolls



Snuggly Stars







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

	<u>Three Months Ended March 31,</u>		
	<u>2026</u>	<u>2025</u>	<u>Δ (%)</u>
	<u>(In thousands, except per share data)</u>		
Net sales	\$ 106,676	\$ 113,253	(6) %
Less: Cost of sales			
Cost of goods	52,187	54,626	(4)
Royalty expense	16,913	18,168	(7)
Amortization of tools and molds	1,970	1,446	36
Cost of sales	<u>71,070</u>	<u>74,240</u>	<u>(4)</u>
Gross profit	35,606	39,013	(9)
Direct selling expenses	8,164	8,696	(6)
General and administrative expenses	32,864	33,961	(3)
Depreciation and amortization	152	113	35
Selling, general and administrative expenses	<u>41,180</u>	<u>42,770</u>	<u>(4)</u>
Loss from operations	(5,574)	(3,757)	48
Other income (expense):			
Other income (expense), net	25	5	400
Interest income	480	362	33
Interest expense	(60)	(155)	(61)
Loss before benefit from income taxes	(5,129)	(3,545)	45
Benefit from income taxes	(849)	(1,163)	(27)
Net loss	<u>\$ (4,280)</u>	<u>\$ (2,382)</u>	<u>80 %</u>
Loss per share - basic & diluted	<u>\$ (0.37)</u>	<u>\$ (0.21)</u>	
Shares used in loss per share - basic & diluted	<u>11,444</u>	<u>11,146</u>	

	<u>Three Months Ended March 31,</u>		
	<u>2026</u>	<u>2025</u>	<u>Δ bps</u>
			<u>Fav/(Unfav)</u>
Net sales	100.0 %	100.0 %	-
Less: Cost of sales			
Cost of goods	48.9	48.3	(60)
Royalty expense	15.9	16.0	10
Amortization of tools and molds	1.8	1.3	(50.0)
Cost of sales	<u>66.6</u>	<u>65.6</u>	<u>(100)</u>
Gross profit	33.4	34.4	(100)
Direct selling expenses	7.7	7.7	0
General and administrative expenses	30.8	29.9	(90)
Depreciation and amortization	0.1	0.1	-
Selling, general and administrative expenses	<u>38.6</u>	<u>37.7</u>	<u>(90)</u>
Loss from operations	(5.2)	(3.3)	(190)
Other income (expense):			
Other income (expense), net	-	-	
Interest income	0.4	0.3	
Interest expense	-	(0.1)	
Loss before benefit from income taxes	(4.8)	(3.1)	
Benefit from income taxes	(0.8)	(1.0)	
Net loss	<u>(4.0) %</u>	<u>(2.1) %</u>	





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

	<b>March 31,</b>		<b>December 31,</b>
	<b>2026</b>	<b>2025</b>	<b>2025</b>
	<b>(In thousands)</b>		
<b>Assets</b>			
Current assets:			
Cash and cash equivalents	\$ 62,849	\$ 59,188	\$ 52,197
Restricted cash	1,132	207	1,869
Accounts receivable, net	93,244	95,611	138,341
Inventory, net	52,854	53,163	59,805
Prepaid expenses and other assets	18,749	19,854	16,873
Total current assets	228,828	228,023	269,085
Property and equipment	156,576	142,493	152,224
Less accumulated depreciation and amortization	135,162	124,592	133,216
Property and equipment, net	21,414	17,901	19,008
Operating lease right-of-use assets, net	43,869	52,721	46,776
Deferred income tax assets, net	69,578	70,404	69,569
Goodwill	34,970	35,085	35,077
Other long-term assets	1,787	1,737	2,682
Total assets	\$ 400,446	\$ 405,871	\$ 442,197





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

	<b>March 31,</b>	<b>December 31,</b>	
	<b>2026</b>	<b>2025</b>	<b>2025</b>
	<b>(In thousands)</b>		
<b>Liabilities and Stockholders' Equity</b>			
<b>Current liabilities:</b>			
Accounts payable	\$ 39,964	\$ 44,489	\$ 55,558
Accrued expenses	35,709	37,200	43,076
Reserve for sales returns and allowances	26,737	26,229	33,569
Income taxes payable	509	1,093	2,119
Short-term operating lease liabilities	14,115	9,806	13,784
Total current liabilities	117,034	118,817	148,106
Long-term operating lease liabilities	35,913	47,110	39,578
Accrued expenses, long term	4,555	2,909	4,463
Income taxes payable	960	2,009	945
Total liabilities	158,462	170,845	193,092
<b>Stockholders' equity:</b>			
Common stock, \$.001 par value	11	11	11
Additional paid-in capital	304,229	295,931	302,408
Accumulated deficit	(48,162)	(44,860)	(41,021)
Accumulated other comprehensive loss	(14,094)	(16,556)	(12,293)
Total JAKKS Pacific, Inc. stockholders' equity	241,984	234,526	249,105
Non-controlling interests	-	500	-
Total stockholders' equity	241,984	235,026	249,105
Total liabilities and stockholders' equity	\$ 400,446	\$ 405,871	\$ 442,197

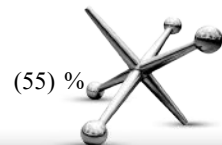




**JAKKS Pacific, Inc. and Subsidiaries**  
**Reconciliation of Non-GAAP Financial Information (Unaudited)**

	<b>Three Months Ended March 31,</b>		<b>Δ (\$)</b>
	<b>2026</b>	<b>2025</b>	
	<b>(In thousands)</b>		
<b><u>EBITDA and Adjusted EBITDA</u></b>			
Net loss	\$ (4,280)	\$ (2,382)	\$ (1,898)
Interest expense	60	155	(95)
Interest income	(480)	(362)	(118)
Benefit from income taxes	(849)	(1,163)	314
Depreciation and amortization	2,122	1,559	563
EBITDA	<u>(3,427)</u>	<u>(2,193)</u>	<u>(1,234)</u>
<b>Adjustments:</b>			
Other (income) expense, net	(25)	(5)	(20)
Restricted stock compensation expense	3,081	2,552	529
Adjusted EBITDA	<u>\$ (371)</u>	<u>\$ 354</u>	<u>\$ (725)</u>
Adjusted EBITDA/Net sales %	<u>(0.3) %</u>	<u>0.3 %</u>	<u>-60 bps</u>

	<b>Trailing Twelve Months Ended</b>		<b>Δ (\$)</b>
	<b>March 31,</b>		
	<b>2026</b>	<b>2025</b>	
	<b>(In thousands)</b>		
<b><u>TTM EBITDA and TTM Adjusted EBITDA</u></b>			
TTM net income	\$ 7,973	\$ 46,043	\$ (38,070)
Interest expense	376	1,107	(731)
Interest income	(1,113)	(827)	(286)
Provision for income taxes	5,208	11,097	(5,889)
Depreciation and amortization	10,796	10,091	705
TTM EBITDA	<u>23,240</u>	<u>67,511</u>	<u>(44,271)</u>
<b>Adjustments:</b>			
Other (income) expense, net	(470)	(169)	(301)
Restricted stock compensation expense	11,442	9,512	1,930
Loss on debt extinguishment	427	-	427
TTM Adjusted EBITDA	<u>\$ 34,639</u>	<u>\$ 76,854</u>	<u>\$ (42,215)</u>
TTM Adjusted EBITDA/TTM Net sales %	<u>6.1 %</u>	<u>10.8 %</u>	<u>(55) %</u>





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

**EBITDA and Adjusted EBITDA**

	<b>Three Months Ended March 31,</b>		<b>Δ (\$)</b>
	<b>2026</b>	<b>2025</b>	
	<b>(In thousands)</b>		
Net loss	\$ (4,280)	\$ (2,382)	\$ (1,898)
Interest expense	60	155	(95)
Interest income	(480)	(362)	(118)
Benefit from income taxes	(849)	(1,163)	314
Depreciation and amortization	2,122	1,559	563
EBITDA	<u>(3,427)</u>	<u>(2,193)</u>	<u>(1,234)</u>
<b>Adjustments:</b>			
Other (income) expense, net	(25)	(5)	(20)
Restricted stock compensation expense	3,081	2,552	529
Adjusted EBITDA	<u>\$ (371)</u>	<u>\$ 354</u>	<u>\$ (725)</u>
Adjusted EBITDA/Net sales %	<u>(0.3) %</u>	<u>0.3 %</u>	<u>-60 bps</u>

**Trailing Twelve Months Ended  
March 31,**

**TTM EBITDA and TTM Adjusted EBITDA**

	<b>2026</b>		<b>2025</b>		<b>Δ (\$)</b>
	<b>(In thousands)</b>				
TTM net income	\$ 7,973	\$ 46,043	\$ (38,070)		
Interest expense	376	1,107	(731)		
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Other (income) expense, net	(470)	(169)	(301)		
Restricted stock compensation expense	11,442	9,512	1,930		
Loss on debt extinguishment	427	-	427		
TTM Adjusted EBITDA	<u>\$ 34,639</u>	<u>\$ 76,854</u>	<u>\$ (42,215)</u>		
TTM Adjusted EBITDA/TTM Net sales %	<u>6.1 %</u>	<u>10.8 %</u>	<u>-470 bps</u>		(55) %





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

	<b>Three Months Ended March 31,</b>		<b>Δ (\$)</b>
	<b>2026</b>	<b>2025</b>	
	<b>(In thousands, except per share data)</b>		
<b><u>Adjusted net loss attributable to common stockholders</u></b>			
Net loss	\$ (4,280)	\$ (2,382)	\$ (1,898)
Restricted stock compensation expense	3,081	2,552	529
Tax impact of additional charges	(713)	(524)	(189)
Adjusted net loss	<u>\$ (1,912)</u>	<u>\$ (354)</u>	<u>\$ (1,558)</u>
Adjusted loss per share - basic & diluted	<u>\$ (0.17)</u>	<u>\$ (0.03)</u>	<u>\$ (0.14)</u>
Shares used in adjusted loss per share - basic & diluted	<u>11,444</u>	<u>11,146</u>	<u>298</u>





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

(In thousands)

Divisions	QTD Q1			% Change 2025 v 2026	CAGR% (2024-2026)
	2024	2025	2026		
Toys/Consumer Products	\$82,910	\$107,438	\$100,095	-6.8%	9.9%
Dolls, Role-Play/Dress-Up	40,574	55,463	37,497	-32.4%	-3.9%
Action Play & Collectibles	33,008	42,881	55,269	28.9%	29.4%
Outdoor/Seasonal Toys	9,328	9,094	7,329	-19.4%	-11.4%
Costumes	\$7,166	\$5,815	\$6,581	13.2%	-4.2%
<b>Total</b>	<b>\$90,076</b>	<b>\$113,253</b>	<b>\$106,676</b>	<b>-5.8%</b>	<b>8.8%</b>

(In thousands)

Regions	QTD Q1			% Change 2025 v 2026	CAGR% (2024-2026)
	2024	2025	2026		
United States	\$70,430	\$88,944	\$74,636	-16.1%	2.9%
Europe	5,735	11,810	17,379	47.2%	74.1%
Latin America	7,996	7,459	6,962	-6.7%	-6.7%
Canada	3,370	3,279	2,992	-8.8%	-5.8%
Australia & New Zealand	1,346	613	2,469	302.8%	35.4%
Asia	965	751	1,935	157.7%	41.6%
Middle East & Africa	234	397	303	-23.7%	13.8%
<b>Total</b>	<b>\$90,076</b>	<b>\$113,253</b>	<b>\$106,676</b>	<b>-5.8%</b>	<b>8.8%</b>

(In thousands)

Regions	QTD Q1			% Change 2025 v 2026	CAGR% (2024-2026)
	2024	2025	2026		
North America	\$73,800	\$92,223	\$77,628	-15.8%	2.6%
International	16,276	21,030	29,048	38.1%	33.6%
<b>Total</b>	<b>\$90,076</b>	<b>\$113,253</b>	<b>\$106,676</b>	<b>-5.8%</b>	<b>8.8%</b>

(In thousands)

Regions	QTD Q1			% Change 2025 v 2026	CAGR% (2024-2026)
	2024	2025	2026		
United States	\$70,430	\$88,944	\$74,636	-16.1%	2.9%
Rest of World	19,646	24,309	32,040	31.8%	27.7%
<b>Total</b>	<b>\$90,076</b>	<b>\$113,253</b>	<b>\$106,676</b>	<b>-5.8%</b>	<b>8.8%</b>

