



Third Quarter 2025  
Earnings Presentation

October 30, 2025  
5:00 PM Eastern / 2:00 PM Pacific

Registration: [3Q25 Registration link](#)

Webcast: [3Q25 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 2025, as well as any other forward-looking statements concerning 2025 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





### Third Quarter Results

- Q3 Net sales were \$211.2 million, a year-over-year decrease of 34%
- Q3 Gross margin of 32.0%, down from 33.8% vs. Q3 2024
- Gross profit of \$67.6 million, down \$41.2 million compared to \$108.8 million in Q3 2024
- Operating income of \$29.4 million, compared to an operating income of \$68.1 million in Q3 2024
- Adjusted net income attributable to common stockholders (a non-GAAP measure) of \$20.6 million (or \$1.80 per diluted share), compared to adjusted net income attributable to common stockholders of \$54.0 million (or \$4.79 per diluted share) in Q3 2024
- Adjusted EBITDA (a non-GAAP measure) of \$36.5 million vs. \$74.4 million in Q3 2024

### Year to Date 9 Month Results

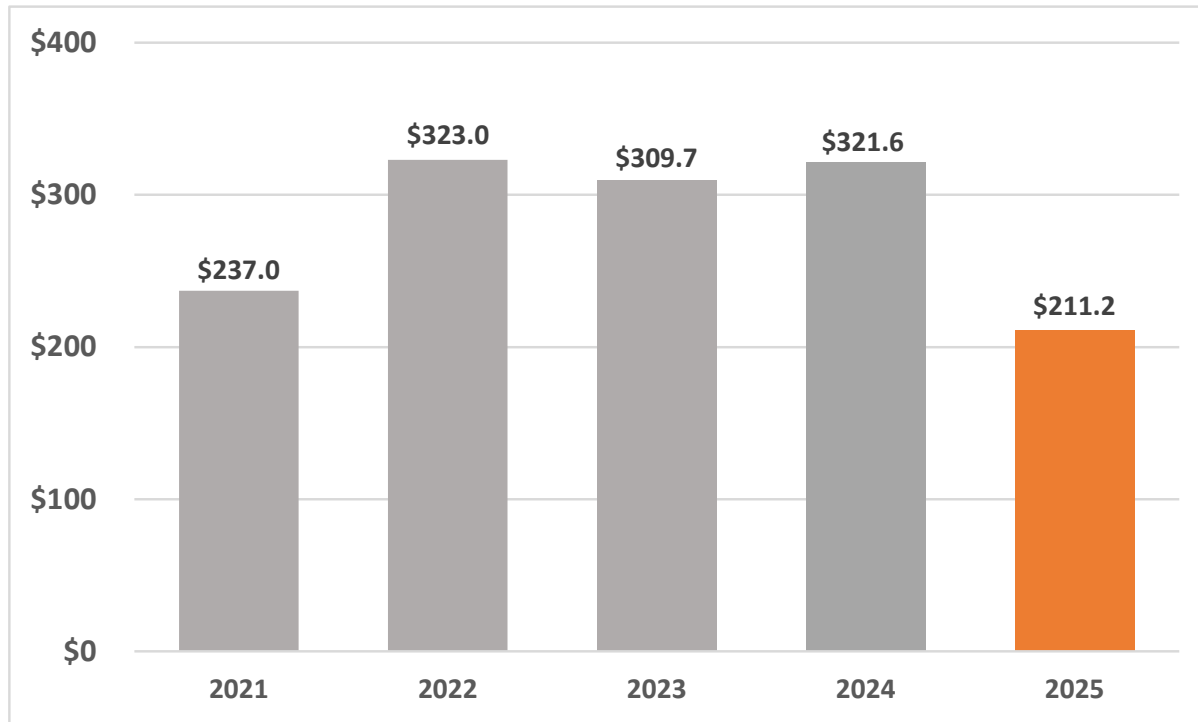
- Year to date Net sales were \$443.6 million, a year-over-year decrease of 21%
- Year to date Gross margin of 32.8%, up from 31.7% vs. First nine months of 2024
- Year to date Gross profit of \$145.7 million, down 18% compared to \$177.5 million vs. First nine months of 2024
- Year to date Operating income of \$22.8 million, compared to an operating income of \$54.4 million in the First nine months of 2024
- Year to date Adjusted net income attributable to common stockholders of \$20.6 million (\$1.79 per diluted share), down from adjusted net income attributable to common stockholders of \$50.0 million (\$4.50 per diluted share) in 2024
- Nine month Adjusted EBITDA (a non-GAAP measure) of \$39.2 million vs. \$69.4 million in 2024





## 2025 Third Quarter Net Sales

\$ Millions



YoY % Change:

36%

(4)%

4%

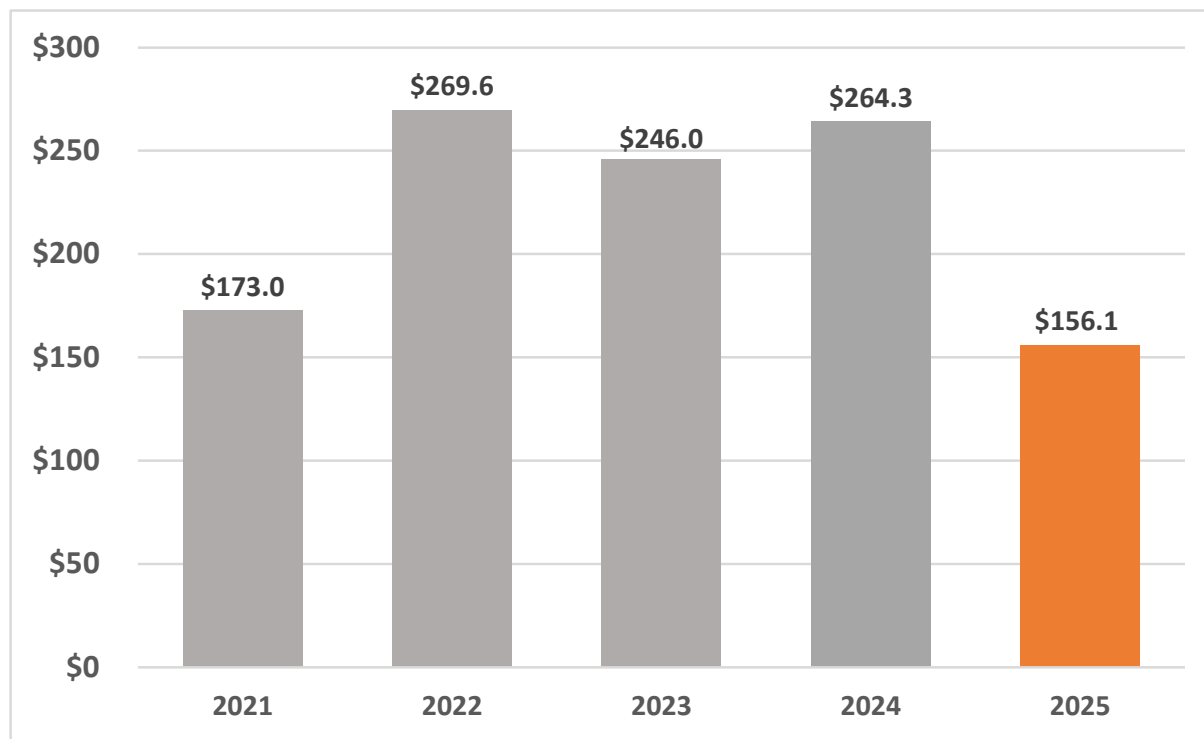
(34)%





## 2025 Third Quarter Toys/Consumer Products Net Sales

\$ Millions



YoY % Change:

56%

(9)%

7%

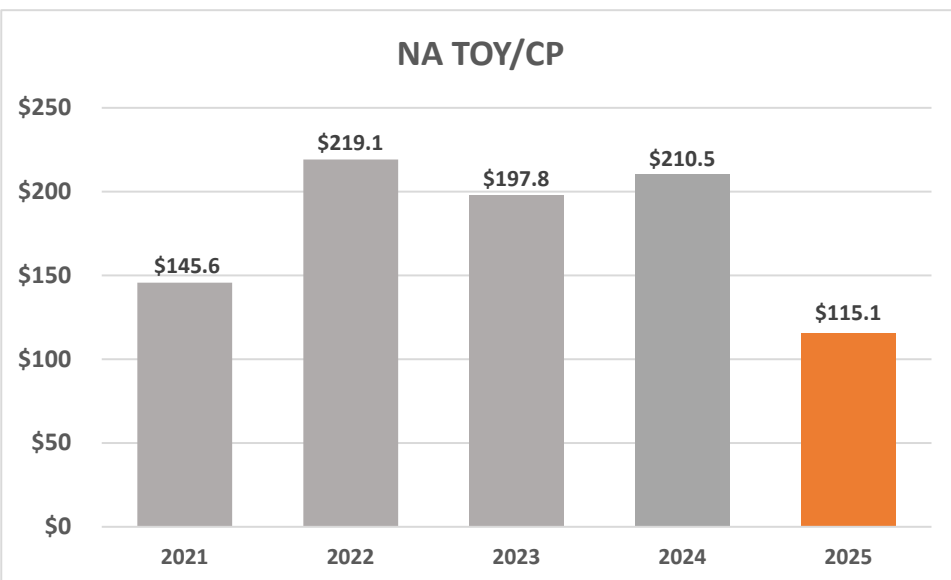
(41)%



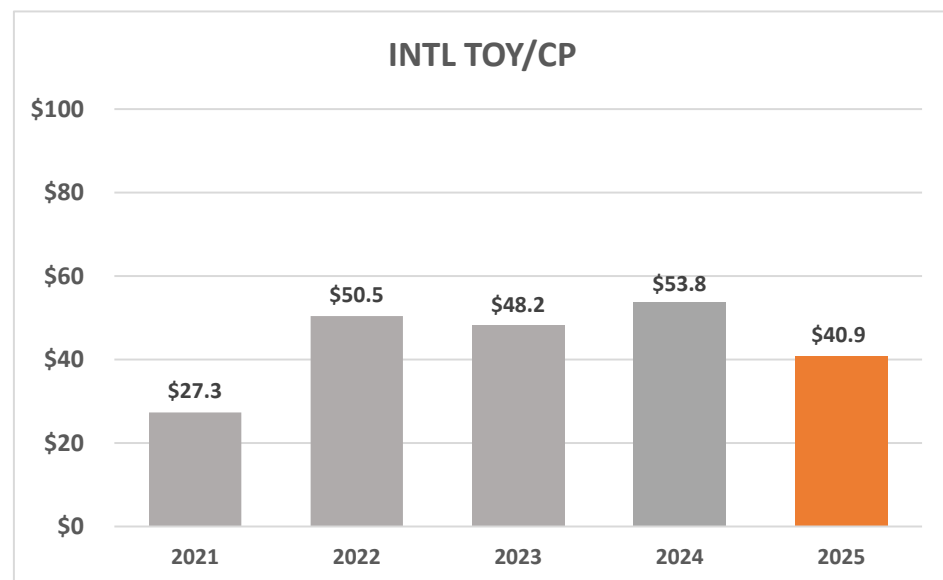


## 2025 Third Quarter Toys/Consumer Products Net Sales

\$ Millions



YoY % Change



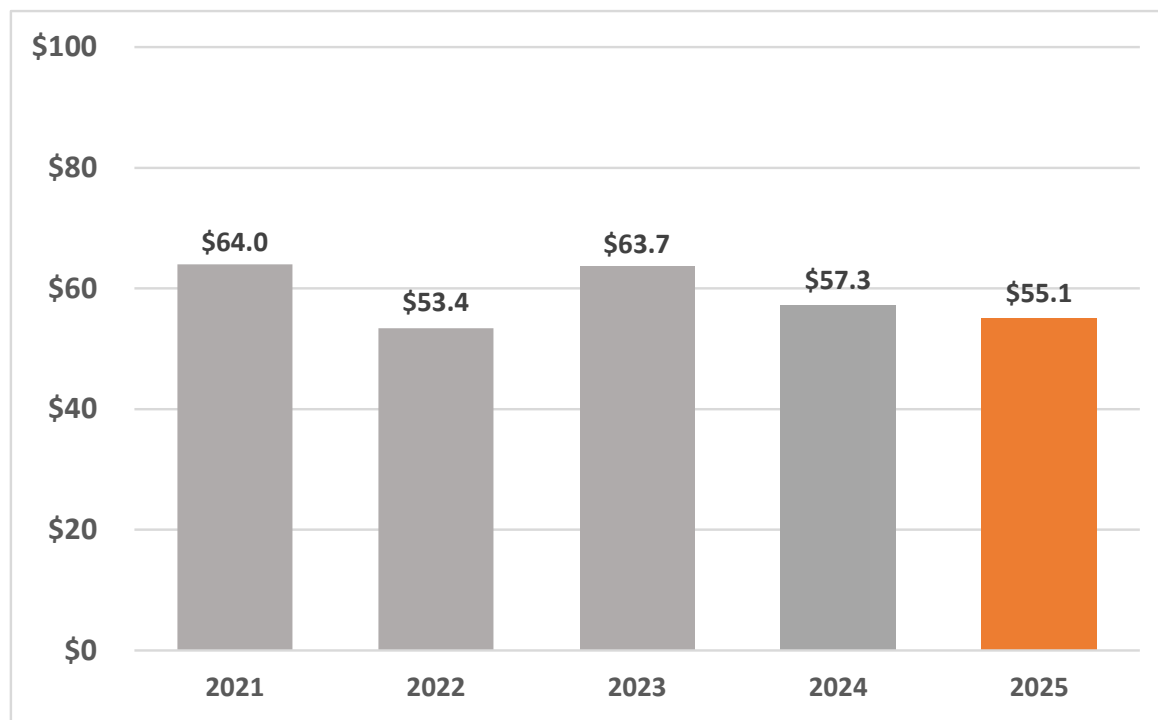
YoY % Change





## 2025 Third Quarter Costumes Net Sales

\$ Millions



YoY % Change:

(17)%

19%

(10)%

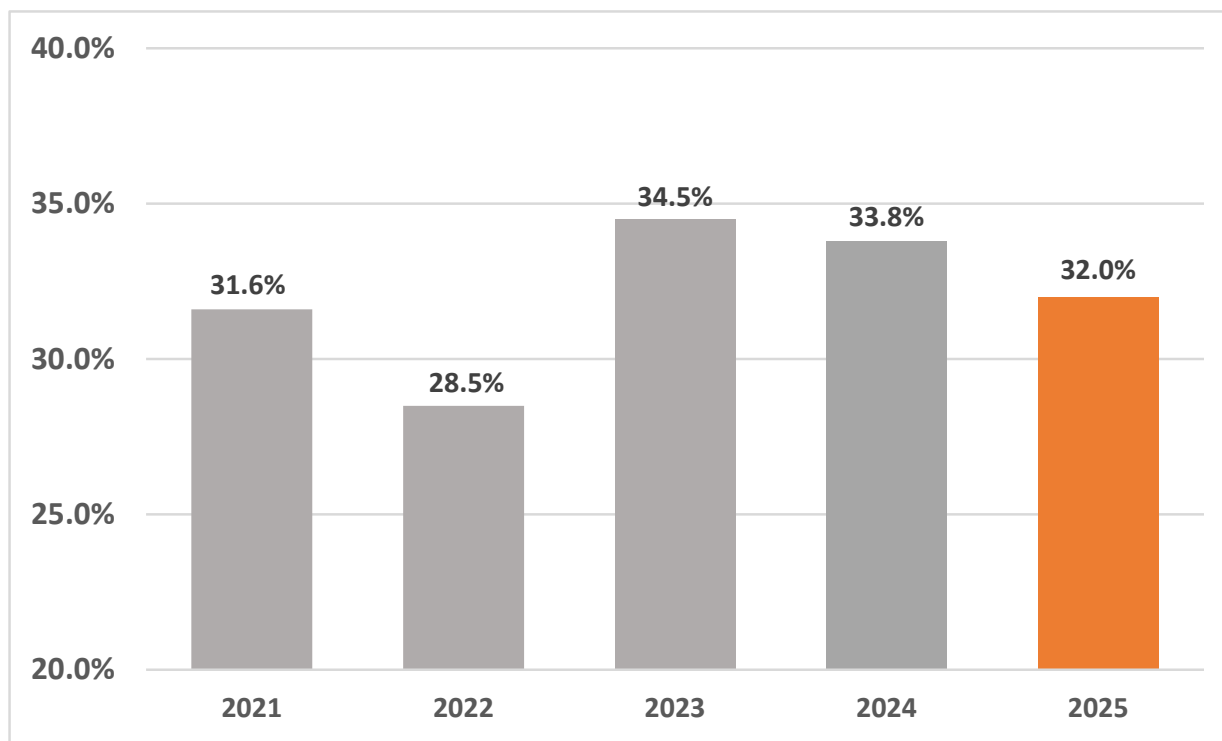
(4)%







## 2025 Third Quarter Gross Margin %



YoY % Change:

(310) bps

600 bps

(70) bps

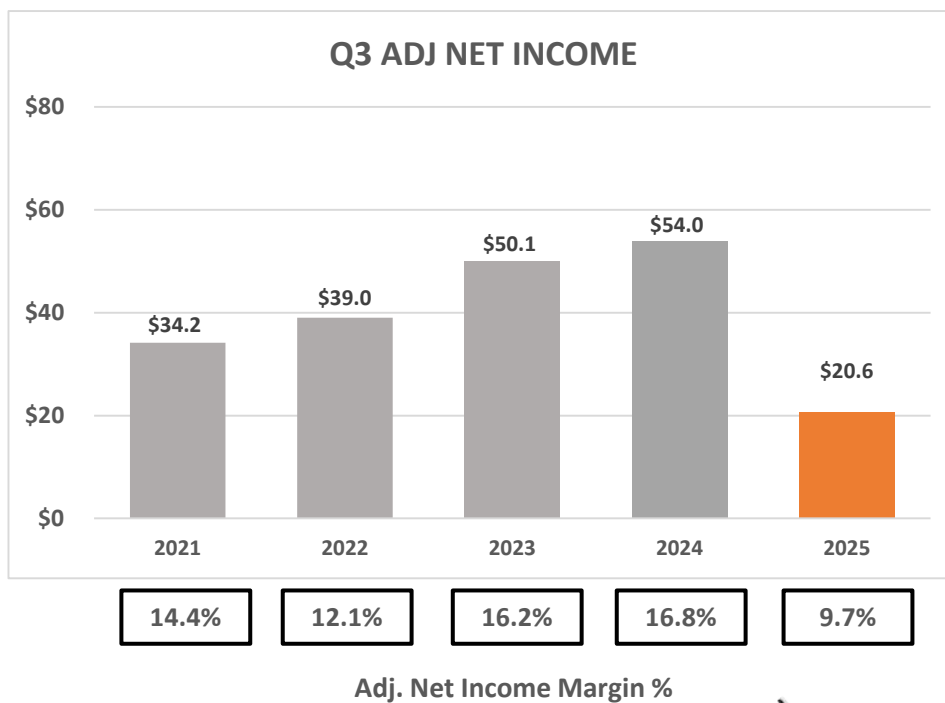
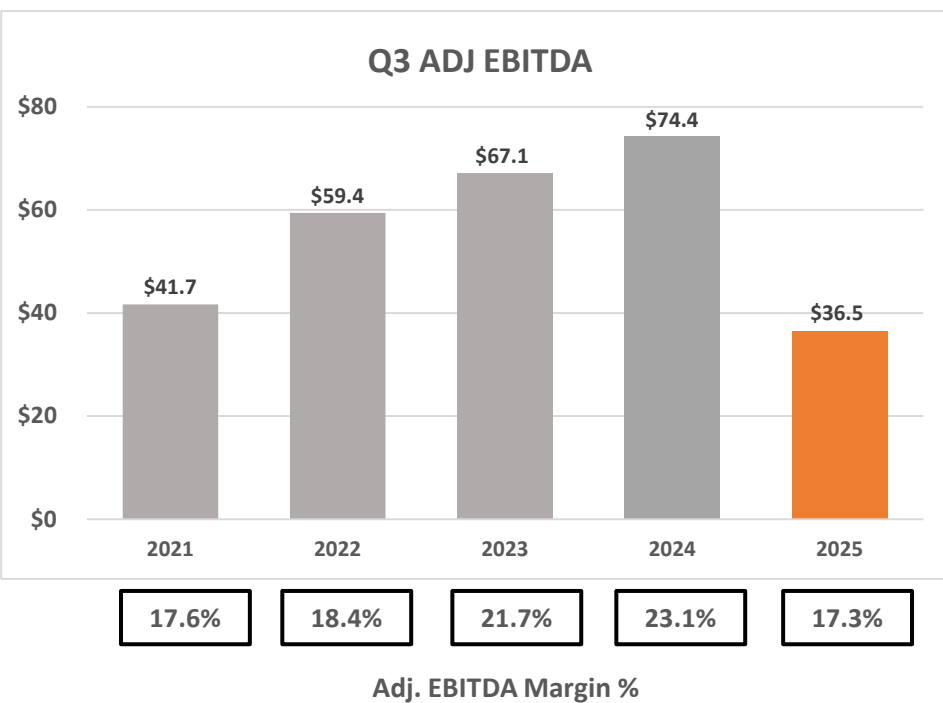
(180) bps





## 2025 Third Quarter Adj. EBITDA and Adj. Net Income

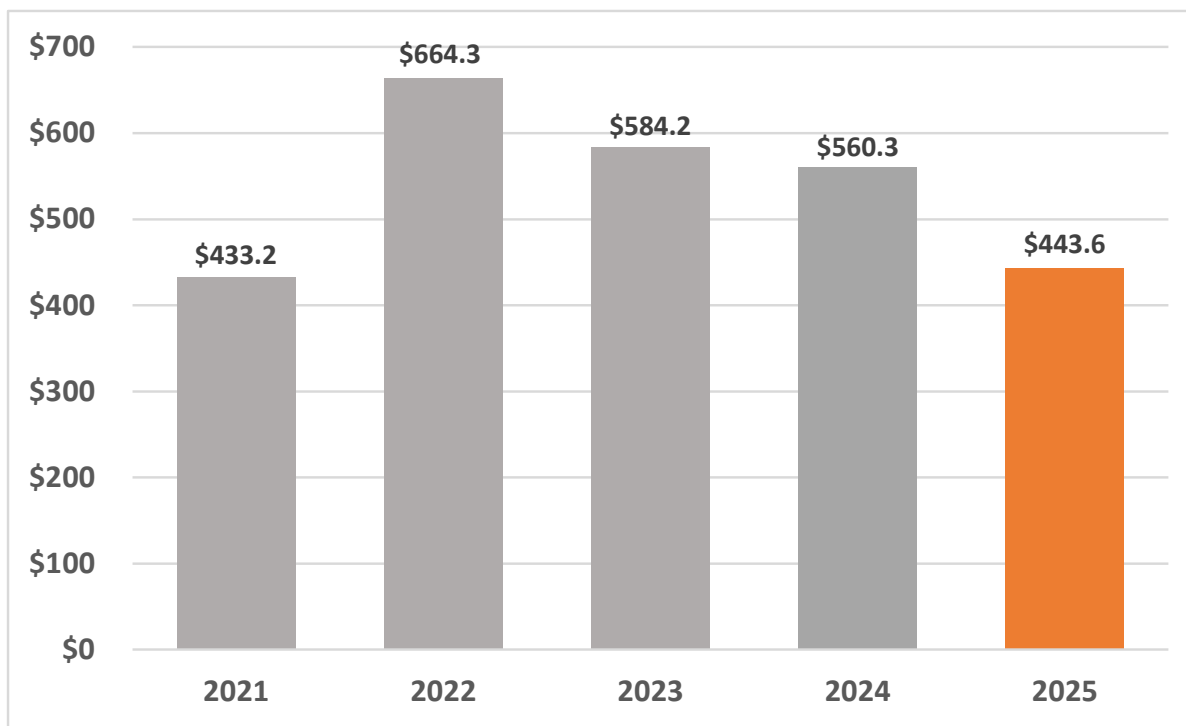
\$ Millions





## 2025 YTD 9 Month Net Sales

\$ Millions



YoY % Change:

53%

(12)%

(4)%

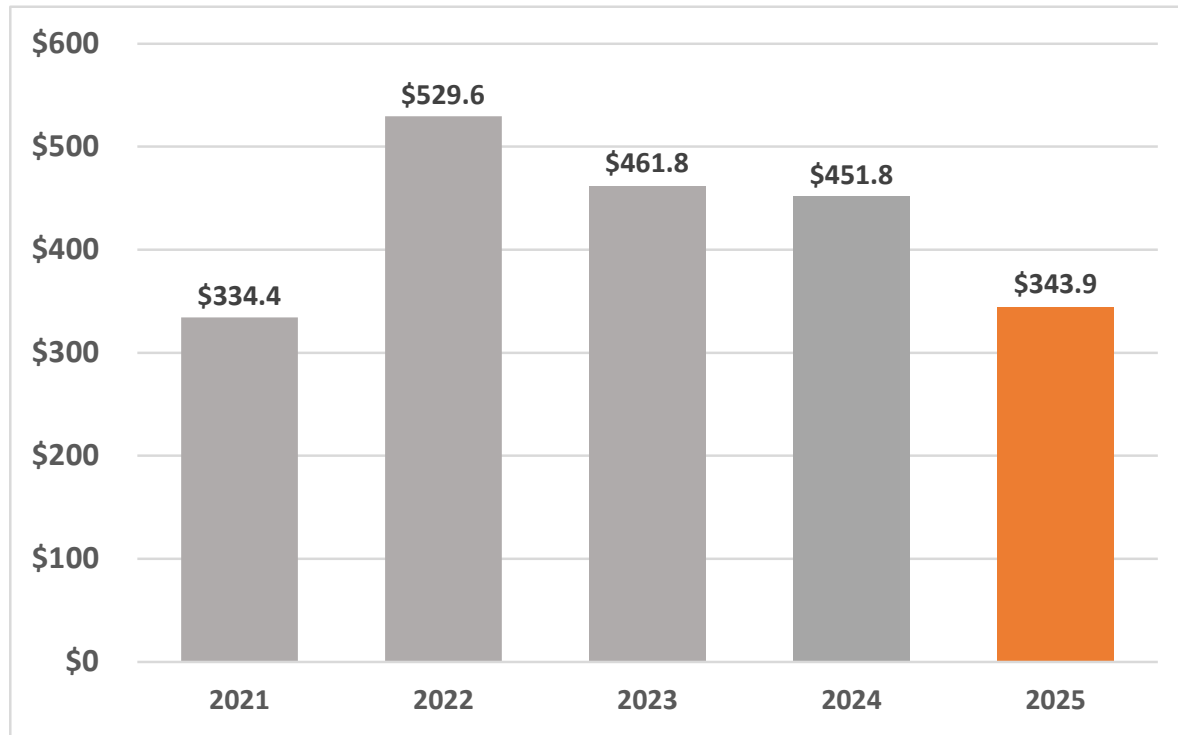
(21)%





## 2025 YTD 9 Month Toys/Consumer Products Net Sales

\$ Millions



YoY % Change:

58%

(13)%

(2)%

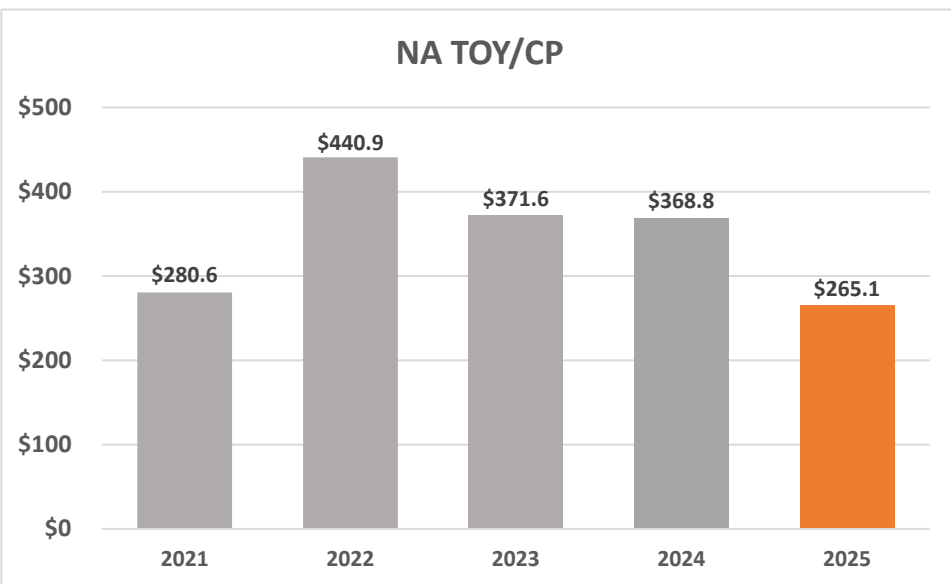
(24) %





## 2025 YTD 9 Month Toys/Consumer Products Net Sales

\$ Millions



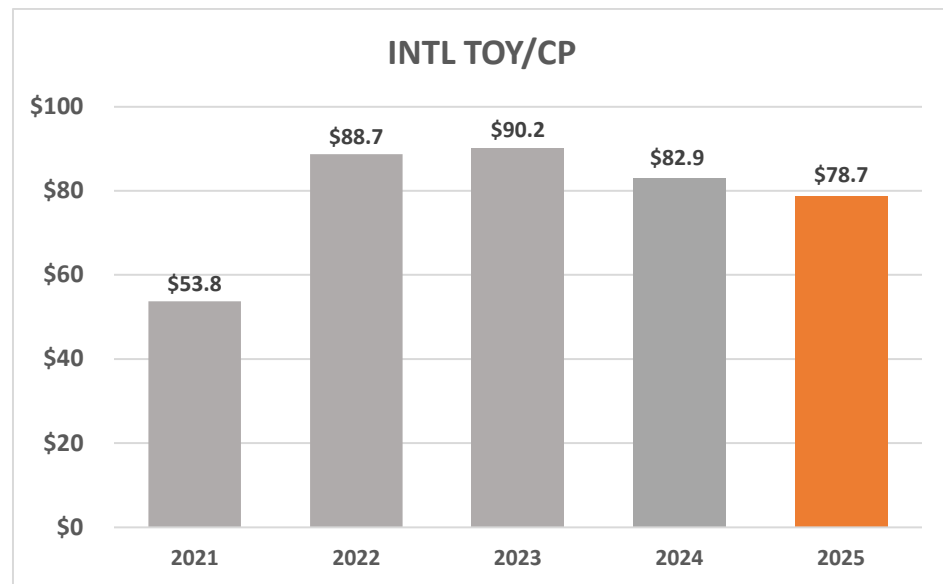
57%

(16)%

(1)%

(28)%

YoY % Change



65%

2%

(8)%

(5) %

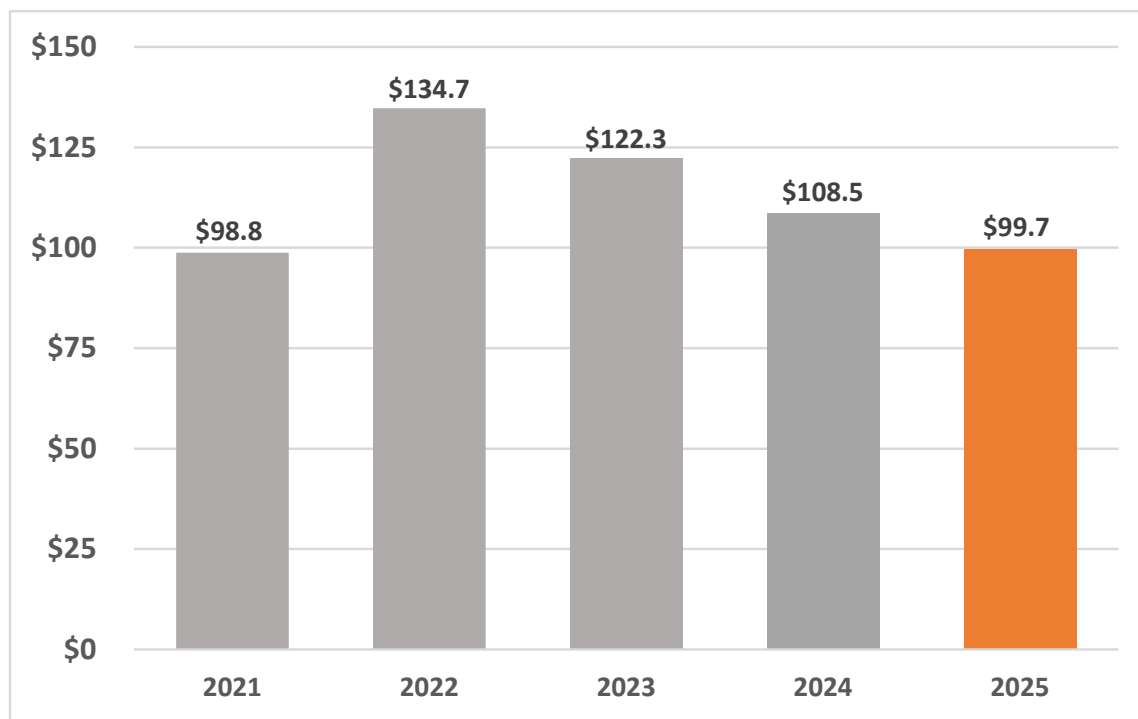
YoY % Change





## 2025 YTD 9 Month Costumes Net Sales

\$ Millions



YoY % Change:

36%

(9)%

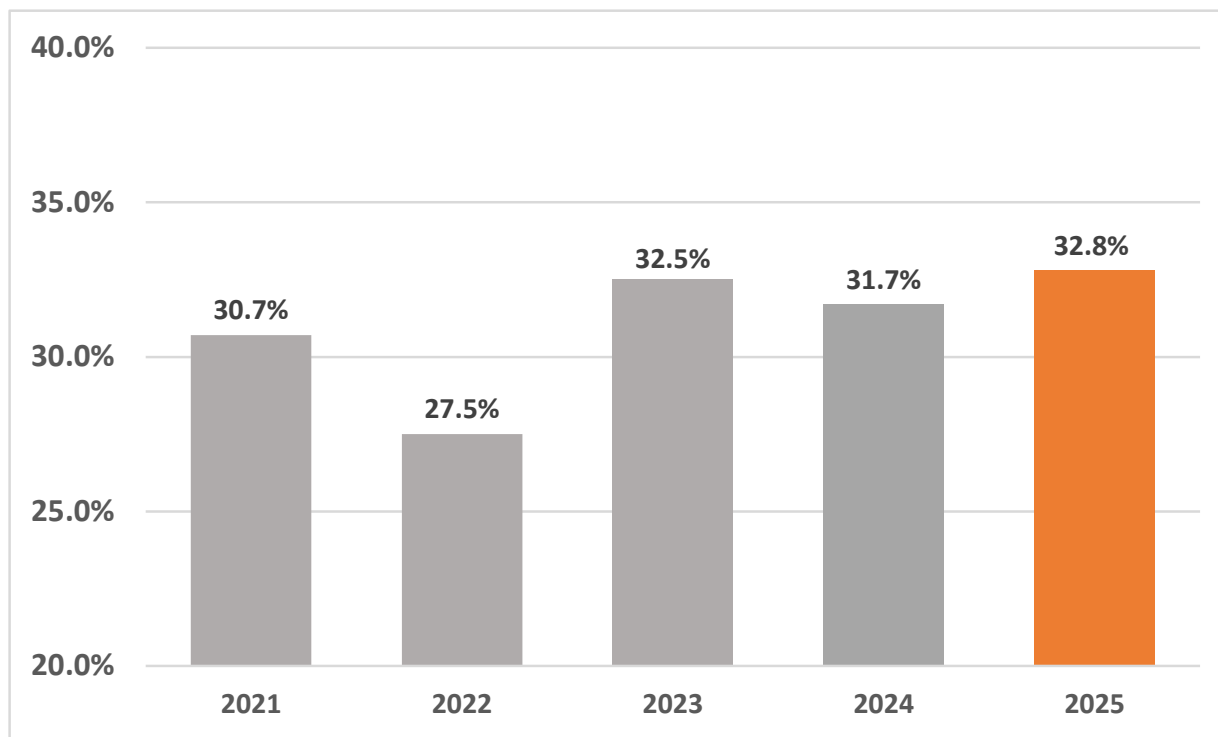
(11)%

(8)%





## 2025 YTD 9 Month Gross Margin %



YoY % Change:

(320) bps

500 bps

(80) bps

110 bps

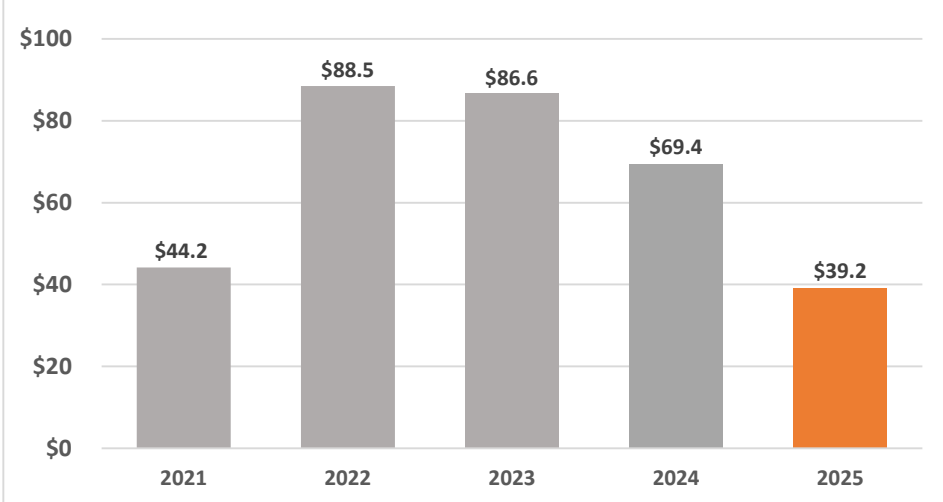




## 2025 YTD 9 Month Adj. EBITDA and Adj. Net Income

\$ Millions

9 MO ADJ EBITDA



10.2%

13.3%

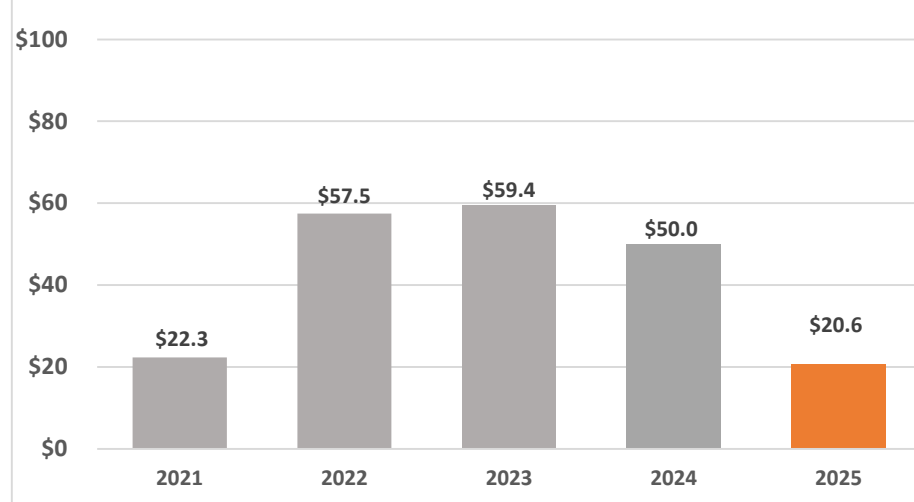
14.8%

12.4%

8.8%

Adj. EBITDA Margin %

9 MO ADJ NET INCOME



5.1%

8.7%

10.2%

8.9%

4.6%

Adj. Net Income Margin %

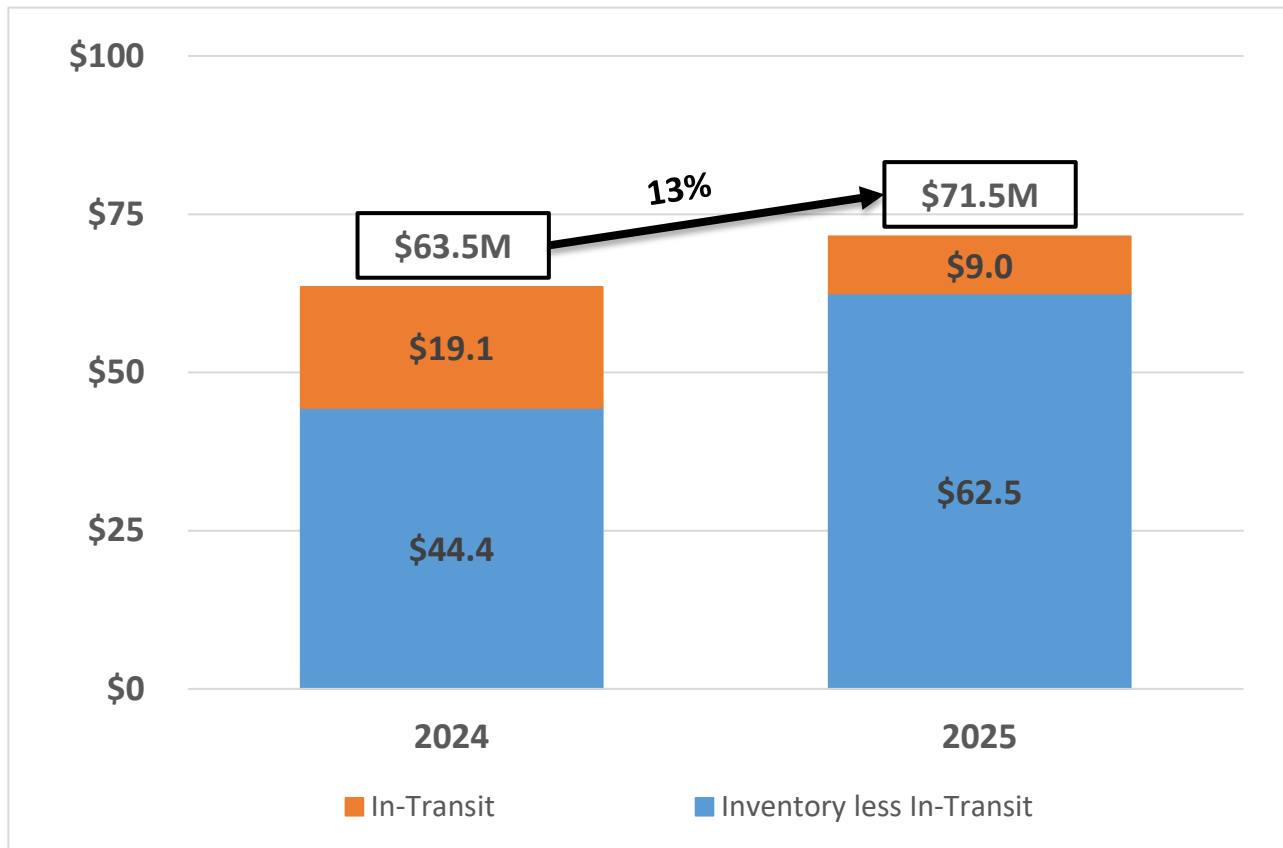






## Third Quarter Inventory - 2024 vs 2025 *(Worldwide)*

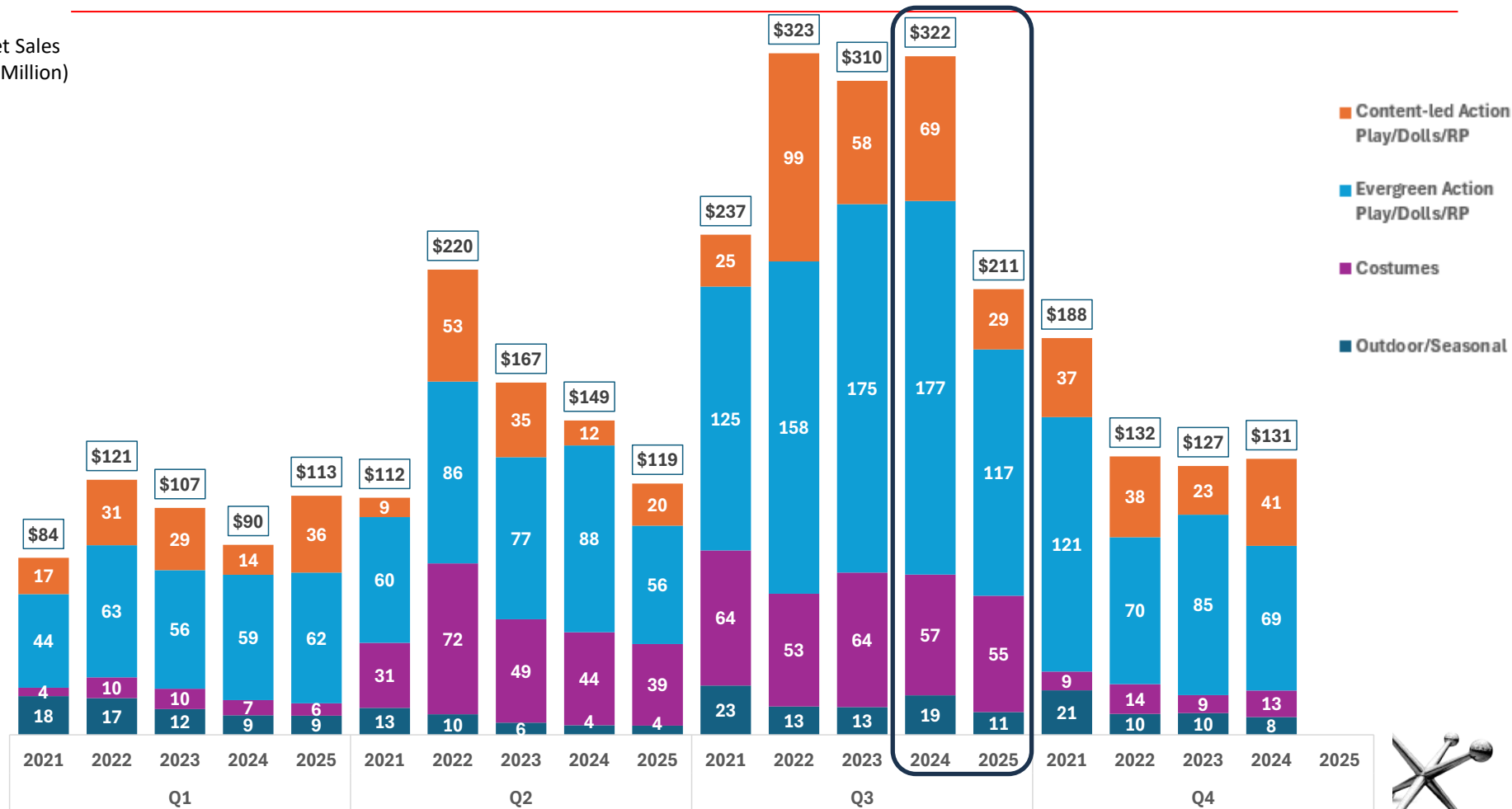
\$ Millions





## Tariff expense discouraging FOB sales in Q3.

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

2021	2022	2023	2024	2025
<b>Disney Frozen 2</b> (Fall 2019)	<b>Disney Encanto</b> (Fall 2021)	<b>The Super Mario Bros. Movie</b> (Spring 2023)	<b>The Simpsons</b>	<b>The Simpsons</b>
<b>Disney Raya and the Last Dragon</b> (Spring 2021)	<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>Disney Encanto</b> (Fall 2021)		<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)

Note: Properties are listed in order of chronological product release.





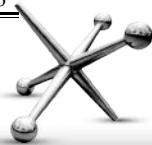






**JAKKS Pacific, Inc. and Subsidiaries**  
**Condensed Consolidated Statements of Operations (Unaudited)**

	Three Months Ended September 30,			Nine Months Ended September 30,		
	2025	2024	Δ (%)	2025	2024	Δ (%)
	(In thousands, except per share data)			(In thousands, except per share data)		
Net sales	\$ 211,210	\$ 321,606	(34) %	\$ 443,557	\$ 560,301	(21)
Less: Cost of sales						
Cost of goods	104,846	158,770	(34)	218,256	289,190	(25)
Royalty expense	34,099	50,011	(32)	71,776	86,181	(17)
Amortization of tools and molds	4,622	3,994	16	7,846	7,462	5
Cost of sales	143,567	212,775	(33)	297,878	382,833	(22)
Gross profit	67,643	108,831	(38)	145,679	177,468	(18)
Direct selling expenses	5,933	7,552	(21)	21,339	21,904	(3)
General and administrative expenses	32,200	33,101	(3)	101,135	100,887	0
Depreciation and amortization	147	95	55	382	275	39
Selling, general and administrative expenses	38,280	40,748	(6)	122,856	123,066	(0)
Income from operations	29,363	68,083	(57)	22,823	54,402	(58)
Other income (expense):						
Other income (expense), net	388	84	362	418	294	42
Loss on debt extinguishment	(1)	-	nm	(418)	-	nm
Interest income	75	69	9	832	533	56
Interest expense	(102)	(539)	(81)	(402)	(938)	(57)
Income before provision for income taxes	29,723	67,697	(56)	23,253	54,291	(57)
Provision for income taxes	9,831	15,425	(36)	8,062	10,978	(27)
Net income	19,892	52,272	(62)	15,191	43,313	(65)
Net income attributable to non-controlling interests	-	-	-	-	280	nm
Net income attributable to JAKKS Pacific, Inc.	\$ 19,892	\$ 52,272	(62) %	\$ 15,191	\$ 43,033	(65)
Net income attributable to common stockholders	\$ 19,892	\$ 52,272	(62) %	\$ 15,191	\$ 44,363	(66)
Earnings per share - basic	\$ 1.78	\$ 4.78		\$ 1.36	\$ 4.14	
Shares used in earnings per share - basic	11,185	10,942		11,159	10,704	
Earnings per share - diluted	\$ 1.74	\$ 4.64		\$ 1.32	\$ 3.99	
Shares used in earnings per share - diluted	11,423	11,275		11,487	11,106	





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

	September 30,		December 31,
	2025	2024	2024
	(In thousands)		
Assets			
Current assets:			
Cash and cash equivalents	\$ 25,887	\$ 22,070	\$ 69,936
Restricted cash	1,869	214	201
Accounts receivable, net	195,779	290,424	131,629
Inventory	71,497	63,509	52,780
Prepaid expenses and other assets	19,784	8,082	14,141
Total current assets	314,816	384,299	268,687
Property and equipment	147,745	144,072	142,623
Less accumulated depreciation and amortization	131,226	128,947	126,981
Property and equipment, net	16,519	15,125	15,642
Operating lease right-of-use assets, net	49,611	19,242	53,254
Deferred income tax assets, net	67,612	68,187	70,394
Goodwill	35,081	35,102	35,111
Other long-term assets	1,631	1,923	1,781
Total assets	\$ 485,270	\$ 523,878	\$ 444,869





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

	<u>September 30,</u> <u>2025</u>	<u>2024</u> <u>(In thousands)</u>	<u>December 31,</u> <u>2024</u>
<b>Liabilities and Stockholders' Equity</b>			
Current liabilities:			
Accounts payable	\$ 72,338	\$ 98,928	\$ 42,560
Accounts payable - Meisheng (related party)	-	35,011	13,461
Accrued expenses	52,085	71,748	48,456
Reserve for sales returns and allowances	37,691	40,837	35,817
Income taxes payable	5,252	-	1,035
Short term operating lease liabilities	13,504	7,405	8,091
Total current liabilities	<u>180,870</u>	<u>253,929</u>	<u>149,420</u>
Long term operating lease liabilities	43,113	14,536	48,433
Accrued expenses - long term	3,503	1,824	2,563
Income taxes payable	1,732	3,523	3,620
Total liabilities	<u>229,218</u>	<u>273,812</u>	<u>204,036</u>
Stockholders' equity:			
Common stock, \$.001 par value	11	11	11
Additional paid-in capital	301,098	295,400	297,198
Accumulated deficit	(32,738)	(30,579)	(39,692)
Accumulated other comprehensive loss	(12,319)	(15,266)	(17,184)
Total JAKKS Pacific, Inc. stockholders' equity	<u>256,052</u>	<u>249,566</u>	<u>240,333</u>
Non-controlling interests	-	500	500
Total stockholders' equity	<u>256,052</u>	<u>250,066</u>	<u>240,833</u>
Total liabilities and stockholders' equity	<u><u>\$ 485,270</u></u>	<u><u>\$ 523,878</u></u>	<u><u>\$ 444,869</u></u>







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

**Supplemental Balance Sheet and Cash Flow Data (Unaudited)**

**Key Balance Sheet Data:**

Accounts receivable days sales outstanding (DSO)  
 Inventory turnover (DSI)

<b>September 30,</b>	
<b>2025</b>	<b>2024</b>
85	83
46	27

**Condensed Cash Flow Data:**

Cash flows used in operating activities  
 Cash flows used in investing activities  
 Cash flows used in financing activities and other  
 Decrease in cash, cash equivalents and restricted cash

<b>Nine Months Ended September 30,</b>	
<b>2025</b>	<b>2024</b>
\$ (24,753)	\$ (15,181)
(9,670)	(8,989)
(7,958)	(26,100)
<u>\$ (42,381)</u>	<u>\$ (50,270)</u>
 \$ (7,850)	 \$ (7,344)

Capital expenditures





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

**EBITDA and Adjusted EBITDA**

	<b>Three Months Ended September 30,</b>			<b>Nine Months Ended September 30,</b>		
	<b>2025</b>	<b>2024</b>	<b>Δ (\$)</b>	<b>2025</b>	<b>2024</b>	<b>Δ (\$)</b>
	<b>(In thousands)</b>			<b>(In thousands)</b>		
Net income	\$ 19,892	\$ 52,272	\$ (32,380)	\$ 15,191	\$ 43,313	\$ (28,122)
Interest expense	102	539	(437)	402	938	(536)
Interest income	(75)	(69)	(6)	(832)	(533)	(299)
Provision for income taxes	9,831	15,425	(5,594)	8,062	10,978	(2,916)
Depreciation and amortization	4,769	4,089	680	8,228	7,737	491
EBITDA	<u>34,519</u>	<u>72,256</u>	<u>(37,737)</u>	<u>31,051</u>	<u>62,433</u>	<u>(31,382)</u>
<b>Adjustments:</b>						
Other (income) expense, net	(388)	(84)	(304)	(418)	(294)	(124)
Restricted stock compensation expense	2,392	2,186	206	8,132	7,280	852
Loss on debt extinguishment	1	-	1	418	-	418
Adjusted EBITDA	<u>\$ 36,524</u>	<u>\$ 74,358</u>	<u>\$ (37,834)</u>	<u>\$ 39,183</u>	<u>\$ 69,419</u>	<u>\$ (30,236)</u>
Adjusted EBITDA/Net sales %	<u>17.3 %</u>	<u>23.1 %</u>	<u>-580 bps</u>	<u>8.8 %</u>	<u>12.4 %</u>	<u>-360 bps</u>

**Trailing Twelve Months Ended  
September 30,**

**TTM EBITDA and TTM Adjusted EBITDA**

	<b>2025</b>	<b>2024</b>	<b>Δ (\$)</b>	
	<b>(In thousands)</b>			
TTM net income	\$ 6,078	\$ 32,441	\$ (26,363)	
Interest expense	559	1,648	(1,089)	
Interest income	(1,140)	(1,290)	150	
Provision for income taxes	2,616	5,335	(2,719)	
Depreciation and amortization	10,537	10,091	446	
TTM EBITDA	<u>18,650</u>	<u>48,225</u>	<u>(29,575)</u>	
<b>Adjustments:</b>				
Other (income) expense, net	(426)	(433)	7	
Restricted stock compensation expense	10,387	9,337	1,050	
Change in fair value of preferred stock derivative liability	-	1,361	(1,361)	
Loss on debt extinguishment	418	-	418	
TTM Adjusted EBITDA	<u>\$ 29,029</u>	<u>\$ 58,490</u>	<u>\$ (29,461)</u>	(50) %
TTM Adjusted EBITDA/TTM Net sales %	<u>5.1 %</u>	<u>8.5 %</u>	<u>-340 bps</u>	





	Three Months Ended September 30,			Nine Months Ended September 30,		
	2025	2024	Δ (\$)	2025	2024	Δ (\$)
	(In thousands, except per share data)			(In thousands, except per share data)		
<b><u>Adjusted net income (loss) attributable to common stockholders</u></b>						
Net income attributable to common stockholders	\$ 19,892	\$ 52,272	\$ (32,380)	\$ 15,191	\$ 44,363	\$ (29,172)
Restricted stock compensation expense	2,392	2,186	206	8,132	7,280	852
Loss on debt extinguishment	1	-	1	418	-	418
Tax impact of additional charges	(1,733)	(494)	(1,239)	(3,153)	(1,681)	(1,472)
Adjusted net income attributable to common stockholders	<u>\$ 20,552</u>	<u>\$ 53,964</u>	<u>\$ (33,412)</u>	<u>\$ 20,588</u>	<u>\$ 49,962</u>	<u>\$ (29,374)</u>
Adjusted earnings per share - basic	<u>\$ 1.84</u>	<u>\$ 4.93</u>	<u>\$ (3.09)</u>	<u>\$ 1.84</u>	<u>\$ 4.67</u>	<u>\$ (2.83)</u>
Shares used in adjusted earnings per share - basic	<u>11,185</u>	<u>10,942</u>	<u>243</u>	<u>11,159</u>	<u>10,704</u>	<u>455</u>
Adjusted earnings per share - diluted	<u>\$ 1.80</u>	<u>\$ 4.79</u>	<u>\$ (2.99)</u>	<u>\$ 1.79</u>	<u>\$ 4.50</u>	<u>\$ (2.71)</u>
Shares used in adjusted earnings per share - diluted	<u>11,423</u>	<u>11,275</u>	<u>148</u>	<u>11,487</u>	<u>11,106</u>	<u>381</u>





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

(In thousands)	QTD Q3				
				% Change	% Change
Divisions	2025	2024	2023	2025 v 2024	2024 v 2023
Toys/Consumer Products	\$156,080	\$264,306	\$246,004	-40.9%	7.4%
Dolls, Role-Play/Dress-Up	92,330	146,893	139,177	-37.1%	5.5%
Action Play & Collectibles	52,950	98,750	93,717	-46.4%	5.4%
Outdoor/Seasonal Toys	10,800	18,663	13,110	-42.1%	42.4%
Costumes	\$55,130	\$57,300	\$63,740	-3.8%	-10.1%
Total	\$211,210	\$321,606	\$309,744	-34.3%	3.8%

(In thousands)	YTD Q3				
				% Change	% Change
Divisions	2025	2024	2023	2025 v 2024	2024 v 2023
Toys/Consumer Products	\$343,897	\$451,786	\$461,831	-23.9%	-2.2%
Dolls, Role-Play/Dress-Up	193,957	251,075	246,689	-22.7%	1.8%
Action Play & Collectibles	125,733	168,313	184,134	-25.3%	-8.6%
Outdoor/Seasonal Toys	24,207	32,398	31,008	-25.3%	4.5%
Costumes	\$99,660	\$108,515	\$122,330	-8.2%	-11.3%
Total	\$443,557	\$560,301	\$584,161	-20.8%	-4.1%

(In thousands)	QTD Q3				
				% Change	% Change
Regions	2025	2024	2023	2025 v 2024	2024 v 2023
United States	\$154,516	\$255,278	\$244,931	-39.5%	4.2%
Europe	29,408	30,034	31,676	-2.1%	-5.2%
Latin America	14,066	22,632	15,319	-37.8%	47.7%
Canada	9,237	7,068	11,453	30.7%	-38.3%
Asia	1,526	2,345	3,192	-34.9%	-26.5%
Australia & New Zealand	2,095	3,339	2,692	-37.3%	24.0%
Middle East & Africa	362	910	481	-60.2%	89.2%
Total	\$211,210	\$321,606	\$309,744	-34.3%	3.8%

(In thousands)	YTD Q3				
				% Change	% Change
Regions	2025	2024	2023	2025 v 2024	2024 v 2023
United States	\$330,450	\$451,545	\$461,561	-26.8%	-2.2%
Europe	55,875	46,033	58,476	21.4%	-21.3%
Latin America	27,572	33,867	27,590	-18.6%	22.8%
Canada	21,342	16,726	22,306	27.6%	-25.0%
Asia	3,725	4,578	6,403	-18.6%	-28.5%
Australia & New Zealand	3,594	6,292	6,056	-42.9%	3.9%
Middle East & Africa	999	1,260	1,769	-20.7%	-28.8%
Total	\$443,557	\$560,301	\$584,161	-20.8%	-4.1%

(In thousands)	QTD Q3				
Regions	2025	2024	2023	% Change 2025 v 2024	% Change 2024 v 2023
North America	\$163,753	\$262,346	\$256,384	-37.6%	2.3%
International	47,457	59,260	53,360	-19.9%	11.1%
Total	\$211,210	\$321,606	\$309,744	-34.3%	3.8%

(In thousands)	YTD Q3				
Regions	2025	2024	2023	% Change 2025 v 2024	% Change 2024 v 2023
North America	\$351,792	\$468,271	\$483,867	-24.9%	-3.2%
International	91,765	92,030	100,294	-0.3%	-8.2%
Total	\$443,557	\$560,301	\$584,161	-20.8%	-4.1%

(In thousands)	QTD Q3				
Regions	2025	2024	2023	% Change 2025 v 2024	% Change 2024 v 2023
United States	\$154,516	\$255,278	\$244,931	-39.5%	4.2%
Rest of World	56,694	66,328	64,813	-14.5%	2.3%
Total	\$211,210	\$321,606	\$309,744	-34.3%	3.8%

(In thousands)	YTD Q3				
Regions	2025	2024	2023	% Change 2025 v 2024	% Change 2024 v 2023
United States	\$330,450	\$451,545	\$461,561	-26.8%	-2.2%
Rest of World	113,107	108,756	122,600	4.0%	-11.3%
Total	\$443,557	\$560,301	\$584,161	-20.8%	-4.1%

