

JAKKS Pacific, Inc.

Large Q3 upside. 2023 outlook more positive on positive momentum.
Raising P/T to \$45.

COMPANY UPDATE

Rating: BUY

Ticker: JAKK

Price: \$34.87

Target: \$45.00
(from \$29)

Large Q3 upside: JAKKS recently (on November 1) reported its fiscal Q3 2023 (ending September) results. Revenue was \$310 million (-4% y-o-y), compared with our estimate of \$282 million and consensus \$283 million. Pro forma EPS was \$4.75, compared with our estimates of \$3.33 and consensus of \$3.43. There was no Q3 guidance.

Continued solid execution: JAKKS benefited from continued solid results from the majority of its product lines. Disney Encanto, Sonic, Disney Princess, and Nintendo continued to sell well (similar to 2022). Although sales were -4% (y-o-y), this was relatively solid given the tough comps (+36% y-o-y) in Q3 2022.

Strong Disguise: JAKKS's costume business (Disguise) revenue was +19% y-o-y.

And margin improved: The company had stronger margins in Q3 (35% vs. 29% y-o-y) as supply issues and costs improved (particularly for freight transportation).

Reasonable inventory: The company's Q3 inventory was -37% versus last year (at \$69 million) vs. a sales decrease of -4%. We believe inventory levels are reasonable.

No 2023 guidance: The company did not provide any forward guidance.

Raising estimates: We are raising our 2023 estimates for revenue to \$707 million, from \$697 million, and for EPS to \$4.40 from \$3.65.

Toy industry down -8% YTD: U.S. toy industry sales declined by 8% through September YTD 2023 according to according to Circana (formerly IRI and The NPD Group). NPD reported that U.S. sales of toys was about flat in 2022 (-0.2%) after rising +13% in 2021, and +16% in 2020. The toy industry's boom during the pandemic is over and now has challenges from weaker macro economic factors and high inflation.

Solid 2023 execution so far: 2023 sales YTD Q3 are -12%, but this is relatively solid as 2022 revenue were very strong at +28% (y-o-y) and was on top of the +20% growth in 2021 (reversing declining revenues over the past several years) and helps alleviate investors' concerns that the negative momentum (from the prior three year's bad misses and significantly lowered guidance) is over.

Should drive 2023/24: We believe the strong 2022/23 results should drive momentum in 2024. Most of 2022's top sellers are selling well in 2023. We are forecasting JAKK's 2023 revenue to be -11% (y-o-y) which is relatively solid given the tough comps from the strong growth in 2022.

Risk/reward attractive: Maintaining our BUY rating, but raising our 12-month price target to \$45 from \$29, which reflects a P/E multiple of ~9x our 2025 EPS estimate of \$5.00. This is below the peer group median for toy companies to reflect higher execution risks but also represents significant upside from the current share price.

Company Description

Based in Santa Monica, CA, JAKKS Pacific is a multi-brand company that designs and markets a broad range of toys and consumer products.

United States
Consumer Products and Services

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Stock Data

Exchange:	NasdaqGS
52-week Range:	\$13.67 – 35.15
Shares Outstanding (million):	11
Market cap (\$million):	\$384
EV (\$million):	\$288
Debt (\$million):	\$0
Cash (\$million):	\$96
Avg. Daily Trading Vol. (\$million):	\$5
Float (million shares):	7
Short Interest (million shares):	0.3
Dividend, annual (yield):	\$0.00 (NA%)

Revenues (US\$ million)

	2023E (Cur.)	2023E (Old)	2024E (Cur.)	2024E (Old)
Q1 Mar	108A		112E	114E
Q2 Jun	167A		174E	177E
Q3 Sep	310A	282E	322E	298E
Q4 Dec	123E	141E	131E	150E
Total	707E	697E	739E	
EV/Revs	0.4x		0.4x	

Earnings per Share (pro forma)

	2023E (Cur.)	2023E (Old)	2024E (Cur.)	2024E (Old)
Q1 Mar	(0.40)A		(1.26)E	(1.61)E
Q2 Jun	1.26A		(0.10)E	(0.18)E
Q3 Sep	4.75A	3.33E	4.90E	4.52E
Q4 Dec	1.43E	0.73E	0.94E	1.01E
Total	4.40E	3.65E	4.65E	3.95E
P/E	8x		7x	

Important Disclosures

Ascendant Capital Markets LLC seeks to do business with companies covered by its research team. Consequently, investors should be aware that the firm may have a conflict of interest that could affect the objectivity of this report. Investors should consider this report as only a single factor in making an investment decision.

For analyst certification and other important disclosures, refer to the Disclosure Section, located at the end of this report, beginning on page 8.

OVERVIEW

- JAKKS recently (on November 1) reported its fiscal Q3 2023 (ending September) results.
- Revenue was \$310 million (-4% y-o-y), compared with our estimate of \$282 million and consensus \$283 million.
- Pro forma EPS was \$4.75, compared with our estimates of \$3.33 and consensus of \$3.43.
- There was no Q3 guidance.
- The company did not provide any forward guidance.
- We are raising our 2023 estimates for revenue to \$707 million, from \$697 million, and for EPS to \$4.40 from \$3.65.
- We are maintaining our 2024 revenue estimates of \$739 million, but raising it for EPS to \$4.65 from \$3.95.

ADDITIONAL DETAILS

- Gross profit for the quarter was \$107 million, compared with our estimate of \$82 million.
- Gross margin for the quarter was 35%, versus 29% last year and our expectation of 29%.
- Operating expenses were \$45 million, versus our expectation of \$45 million.
- Operating income was \$62 million, versus our expectation of \$37 million.
- Pro forma net income was \$50 million, versus our expectation of \$35 million.
- EBITDA was \$67 million, compared to our estimate of \$40 million and \$59 million last year.

The company's balance sheet is solid (factoring in its recent large (entire) debt pay downs) with \$96 million in cash and no debt, compared with \$32 million in cash and no debt as of June. JAKKS has ~\$9/share in cash.

The company's Q3 inventory was -37% versus last year (at \$69 million) vs. a sales decrease of -4%. We believe inventory levels are reasonable.

Exhibit 1: Q3 2023 Overview

Year-to-date Gross Margins above 32%, highest level since 2011

- Q3 Results versus prior year
 - Net Sales were \$309.7 million, a 4% decrease
 - Dolls, Role-Play/Dress Up down 27%
 - Action Play and Collectables up 43%
 - Outdoor/Seasonal Toys down 2%
 - Costumes up 19%
 - Gross margin of 34.5%, up 600bps
 - Operating income of \$62.4 million (20.1% of net sales), up from \$53.7 million (16.7% of net sales)
 - Adjusted EBITDA was \$67.1 million versus \$59.4 million in the third quarter of 2022
 - Trailing-twelve month (TTM) Adjusted EBITDA of \$74.5 million down 20% from \$93.5 million in the trailing twelve months ended September 2022

Source: Company report.

Exhibit 2: 2023 Outlook (as of Q1 2023)

Key Themes for 2023 – Continue to...

- Focus on timeless brands and categories - “singles and doubles”
- Actively pursue the most relevant IP rights for our model
- Expand North America distribution beyond major customers
- Methodically grow International presence by going deeper into largest markets
- Work closely with our factories to insure we are securing the best prices and on-time deliveries
- Work with our customers and licensing partners to develop the right promotional programs to generate robust sell-through for this year’s product while we simultaneously develop next year’s
- And.... be talking to everyone all-the-time about brand new product line extensions and opportunities to continue to layer on the newness and excitement that our business requires

Source: Company report.

Exhibit 3: JAKK Pacific Stock Price (Five Years)



Source: <https://bigcharts.marketwatch.com/>

Exhibit 4: Consensus Expectations (as of November 1, 2023)

	Revenue (mils)			EPS	
	2023E	2024E		2023E	2024E
Q1 Mar	\$108A		Q1 Mar	\$(0.40)A	
Q2 Jun	\$167A		Q2 Jun	\$1.26A	
Q3 Sep	\$283E		Q3 Sep	\$3.43E	
Q4 Dec	\$144E		Q4 Dec	\$(0.55)E	
Total	\$702E	\$740E	Total	\$3.74E	\$4.06E

*Quarterly estimates may not add to annual estimates due to variations in contributing estimates and rounding.

Source: Company report, Refinitiv, and Ascendant Capital Markets estimates

FINANCIAL MODEL

JAKKS Pacific Inc.																				
Income Statement (\$ millions)	Mar-21	Jun-21	Sep-21	Dec-21	2021	Mar-22	Jun-22	Sep-22	Dec-22	2022	Mar-23	Jun-23	Sep-23	Dec-23	2023	Mar-24	Jun-24	Sep-24	Dec-24	2024
Fiscal Year End: December 31	Q1A	Q2A	Q3A	Q4A	FY-A	Q1A	Q2A	Q3A	Q4A	FY-A	Q1A	Q2A	Q3A	Q4E	FY-E	Q1E	Q2E	Q3E	Q4E	FY-E
Total Revenue	83.8	112.4	237.0	188.0	621.1	120.9	220.4	323.0	131.9	796.2	107.5	166.9	309.7	122.7	706.8	111.8	173.6	322.1	131.4	738.9
Cost of Goods	44.0	61.5	126.1	111.5	343.1	72.1	121.9	174.3	81.4	449.6	58.3	86.2	149.1	66.2	359.8	61.5	94.3	176.1	71.3	403.1
Royalty expense	12.5	16.8	32.3	25.6	87.2	17.7	35.7	52.9	20.4	126.6	16.7	27.3	51.1	17.2	112.2	15.6	24.3	41.9	17.1	98.9
Amortization of tools	1.2	2.2	3.7	0.8	7.8	1.2	2.0	3.9	1.6	8.7	1.1	2.3	2.6	2.5	8.4	2.2	3.5	6.4	2.6	14.8
Total Cost of sales	57.7	80.5	162.0	137.9	438.2	91.0	159.5	231.1	103.3	584.9	76.0	115.7	202.8	85.9	480.4	79.4	122.0	224.4	91.0	516.8
Gross Profit	26.1	31.9	74.9	50.0	183.0	29.9	60.9	91.9	28.6	211.3	31.4	51.2	107.0	36.8	226.4	32.4	51.6	97.7	40.4	222.1
Direct Selling expenses	6.8	6.3	10.7	19.3	43.1	4.9	6.8	8.4	13.2	33.3	7.7	4.0	10.7	18.9	41.3	7.8	12.2	13.0	11.8	44.9
Selling, general, admin expenses	21.4	23.2	26.8	27.3	98.7	25.2	29.5	29.4	30.8	114.8	28.0	30.7	33.8	33.1	125.6	36.9	39.9	27.5	17.2	121.5
Depreciation and amortization	0.6	0.6	0.6	0.6	2.4	0.6	0.6	0.4	0.4	1.9	0.1	0.1	0.1	1.0	1.3	1.0	1.0	1.0	1.0	4.0
Restructuring and other					0.0		0.3			0.3				0.0	0.0	0.0	0.0	0.0	0.0	0.0
Operating expenses	28.8	30.1	38.2	47.1	144.2	30.7	37.2	38.2	44.3	150.3	35.8	34.8	44.6	53.0	168.2	45.7	53.1	41.6	30.0	170.4
Operating Income	(2.7)	1.8	36.7	2.9	38.8	(0.7)	23.7	53.7	(15.7)	61.0	(4.4)	16.4	62.4	(16.2)	58.2	(13.3)	(1.5)	56.1	10.4	51.7
Interest expenses (income)	4.9	4.4	2.7	2.2	14.1	2.2	2.3	4.3	2.2	11.1	2.9	1.2	1.1	(0.0)	5.1	(0.0)	(0.0)	(0.0)	(0.0)	(0.1)
Other income/ JV income	(16.7)	(13.0)	2.2	(4.3)	(31.8)	(0.5)	6.6	(7.5)	1.6	0.1	0.6	(7.3)	(0.8)	1.1	(6.4)	0.5	0.5	0.5	1.1	2.6
Total non-operating (income)/expense	21.6	17.3	0.4	6.5	45.9	2.7	(4.2)	11.8	0.7	10.9	2.3	8.5	1.9	(1.1)	11.6	(0.5)	(0.5)	(0.5)	(1.1)	(2.7)
Pretax Income	(24.3)	(15.5)	36.3	(3.6)	(7.1)	(3.4)	27.9	41.9	(16.4)	50.0	(6.7)	7.9	60.5	(15.1)	46.7	(12.8)	(1.0)	56.6	11.6	54.4
Provision for income taxes	0.1	(0.1)	0.3	(0.1)	0.2	0.4	1.3	11.6	(55.6)	(42.3)	(1.4)	1.5	12.4	(0.8)	11.7	(0.1)	(0.0)	7.9	1.6	9.4
Net Income	(24.4)	(15.4)	36.0	(3.5)	(7.3)	(3.8)	26.6	30.3	39.3	92.3	(5.3)	6.5	48.1	(14.3)	34.9	(12.7)	(1.0)	48.7	10.0	45.0
Nonrecurring/noncash adjustments	14.9	13.1	(1.8)	4.8	31.6	1.2	(5.5)	8.7	(53.3)	(48.9)	1.4	6.8	2.0	0.0	11.2	0.0	0.0	3.0	0.0	4.0
Net Income (as reported)	(9.5)	(2.4)	34.2	1.3	24.2	(2.6)	21.1	39.0	(14.0)	43.5	(4.0)	13.3	50.1	(14.3)	46.1	(12.7)	(1.0)	51.7	10.0	49.0
EBITDA	(2.4)	5.0	41.7	5.0	49.2	1.9	27.1	59.4	(12.1)	76.4	(1.1)	20.7	67.1	(13.2)	73.4	(10.3)	1.5	59.1	13.4	63.7
Basic Shares	5.4	6.2	8.8	9.5	7.5	9.6	9.6	9.7	9.7	9.7	9.9	9.9	10.0	10.0	9.9	10.0	10.0	10.0	10.0	10.0
Diluted Shares	9.1	9.1	9.1	9.5	9.4	9.6	10.0	10.3	10.3	10.2	10.3	10.5	10.5	10.5	10.5	10.5	10.5	10.5	10.5	10.5
Basic EPS (as reported)	(1.77)	(0.38)				(0.28)			(1.44)		(0.40)			(1.43)		(1.26)	(0.10)			
Diluted EPS (as reported)			3.76	0.14	2.59		2.10	3.80		4.28		1.26	4.75		4.40			4.90	0.94	4.65
Income Statement Ratios																				
Gross margin	31.1%	28.4%	31.6%	26.6%	29.5%	24.7%	27.6%	28.5%	21.7%	26.5%	29.2%	30.7%	34.5%	30.0%	32.0%	29.0%	29.7%	30.3%	30.8%	30.1%
Direct Selling expenses	8.1%	5.6%	4.5%	10.2%	6.9%	4.1%	3.1%	2.6%	10.0%	4.2%	7.2%	2.4%	3.4%	15.4%	5.8%	7.0%	7.0%	4.1%	9.0%	6.1%
Selling, general, admin expenses	25.5%	20.6%	11.3%	14.5%	15.9%	20.8%	13.4%	9.1%	23.3%	14.4%	26.0%	18.4%	10.9%	27.0%	17.8%	33.0%	23.0%	8.6%	13.1%	16.4%
Depreciation and amortization	0.7%	0.5%	0.3%	0.3%	0.4%	0.5%	0.3%	0.1%	0.3%	0.2%	0.1%	0.1%	0.0%	0.8%	0.2%	0.9%	0.6%	0.3%	0.8%	0.5%
Operating margin	-3.2%	1.6%	15.5%	1.6%	6.2%	-0.6%	10.7%	16.6%	-11.9%	7.7%	-4.1%	9.9%	20.1%	-13.2%	8.2%	-11.9%	-0.9%	17.4%	7.9%	7.0%
Net margin	-29.1%	-13.7%	15.2%	-1.9%	-1.2%	-3.2%	12.0%	9.4%	29.8%	11.6%	-4.9%	3.9%	15.5%	-11.7%	4.9%	-11.3%	-0.6%	15.1%	7.6%	6.1%
Tax Rate	-0.4%	0.6%	0.8%	1.7%	-3.2%	-12.3%	4.8%	27.6%	339.9%	-84.5%	20.7%	18.6%	20.5%	5.0%	25.1%	1.0%	1.0%	14.0%	14.0%	17.3%
Year-over-Year Changes																				
Net Sales	26.0%	42.7%	-2.2%	46.5%	20.4%	44.2%	96.2%	36.3%	-29.8%	28.2%	-11.1%	-24.3%	-4.1%	-7.0%	-11.2%	4.0%	4.0%	4.0%	7.2%	4.5%
Gross Profit	59.6%	90.2%	0.4%	19.1%	22.2%	14.7%	90.9%	22.7%	-42.9%	15.5%	5.1%	-15.9%	16.4%	28.8%	7.2%	3.1%	0.7%	-8.7%	9.9%	-1.9%
Direct Selling expenses	-20.0%	60.8%	-20.4%	22.6%	3.6%	-27.9%	8.8%	-21.7%	-31.7%	-22.7%	57.9%	-41.8%	27.2%	43.6%	24.0%	1.1%	205.3%	22.1%	-37.4%	8.6%
Selling, general, admin expenses	-6.8%	16.1%	17.4%	10.8%	9.2%	17.5%	27.3%	9.5%	12.8%	16.3%	11.3%	3.9%	15.0%	7.7%	9.4%	31.8%	30.2%	-18.6%	-48.2%	-3.3%
Operating Income	-83.0%	-118.7%	-2.1%	159.6%	200.3%	-73.0%	1199.3%	46.3%	-636.5%	57.3%	499.5%	-30.5%	16.1%	3.3%	-4.5%	202.2%	#####	-10.1%	#####	-11.2%
Net Income	-56.3%	-82.4%	3.1%	-136.6%	-486.4%	-72.2%	-992.0%	14.2%	-1153.6%	79.5%	49.8%	-36.9%	28.4%	2.2%	6.1%	219.8%	#####	3.2%	#####	6.3%
Diluted EPS	-70.8%	-88.2%	5.8%	-135.8%	-417.5%	-73.6%	-908.7%	1.0%	-1076.4%	65.5%	40.0%	-39.9%	24.9%	-0.5%	2.9%	211.3%	#####	3.2%	#####	5.5%
Diluted Shares Outstanding	49.8%	49.3%	-2.5%	2.2%	21.7%	5.4%	10.3%	13.1%	7.9%	8.4%	7.0%	4.9%	2.7%	2.7%	3.1%	2.7%	0.1%	0.0%	0.0%	0.7%

* Numbers may not add up due to rounding and "if converted" accounting.
Source: Company reports and Ascendant Capital Markets estimates

JAKKS Pacific Inc.

Balance Sheet (\$ millions)	Mar-21	Jun-21	Sep-21	Dec-21	Mar-22	Jun-22	Sep-22	Dec-22	Mar-23	Jun-23	Sep-23	Dec-23	Mar-24	Jun-24	Sep-24	Dec-24
Fiscal Year End: December 31	Q1A	Q2A	Q3A	Q4A	Q1A	Q2A	Q3A	Q4A	Q1A	Q2A	Q3A	Q4E	Q1E	Q2E	Q3E	Q4E
Assets																
Cash and equivalents	80.4	37.5	25.9	44.5	39.2	62.3	76.4	85.3	38.1	32.2	96.3	67.7	42.5	28.5	106.1	123.2
Short term investments												0.0	0.0	0.0	0.0	0.0
Restricted cash	3.7	0.8	0.8	0.8			0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2
Accounts Receivable	79.7	107.9	209.2	147.4	103.7	164.0	204.9	102.8	85.2	132.5	206.8	81.9	71.5	83.3	154.6	63.1
Inventories	36.7	60.6	89.8	84.0	85.3	123.7	109.2	80.6	64.0	65.1	68.8	42.4	63.9	98.0	77.5	45.6
Prepaid expenses/other current assets	23.5	32.5	12.4	10.9	17.4	14.5	11.1	6.3	12.8	11.2	6.7	4.9	22.4	34.7	25.8	5.3
Deferred Income Tax												0.0	0.0	0.0	0.0	0.0
Total Current Assets	223.8	239.3	338.1	287.6	245.7	364.5	401.7	275.2	200.3	241.2	378.8	197.1	200.5	244.7	364.1	237.3
Property and equipment, net	13.0	14.7	12.8	13.1	13.9	16.2	15.4	14.9	16.2	17.3	14.6	47.0	49.0	51.0	54.0	57.0
Goodwill	35.1	35.1	35.1	35.1	35.1	35.1	35.1	35.1	35.1	35.1	35.1	35.1	35.1	35.1	35.1	35.1
Intangibles, net	4.2	5.4	1.6	4.3	4.0	3.2	2.8	2.5	2.4	2.3	2.2	2.2	2.2	2.2	2.2	2.2
Investments In Related Parties												0.0	0.0	0.0	0.0	0.0
Other	22.3	20.7	21.6	17.0	17.1	24.6	22.2	71.7	75.4	73.1	83.6	83.6	83.6	83.6	83.6	83.6
Total Assets	\$298.4	\$315.1	\$409.1	\$357.0	\$315.8	\$443.6	\$477.1	\$399.3	\$329.4	\$368.9	\$514.3	\$365.0	\$370.4	\$416.7	\$539.0	\$415.3
Liabilities and Shareholders' Equity																
Short Term debt	6.7	33.6	1.9	2.1	2.5	2.5	2.5	25.5	2.5			0.0	0.0	0.0	0.0	0.0
Accounts Payable	59.5	106.4	105.3	113.2	36.4	128.9	105.4	43.5	35.7	76.4	122.4	49.1	67.1	104.2	141.7	52.6
Accrued expense	10.1	10.5	68.6	10.5	57.1	68.4	84.7	48.7	37.0	55.7	72.0	9.8	11.2	13.9	32.2	10.5
Reserves	39.5	42.3	47.7	46.3	39.4	45.6	59.2	51.9	41.1	37.9	43.5	14.7	13.4	20.8	38.7	15.8
Income Tax Payable	0.2	0.7	0.6	1.0	1.2	2.3	14.1	3.6	6.2	5.8	17.4	17.4	17.4	17.4	17.4	17.4
Total Current Liabilities	116.0	193.4	224.1	173.1	136.6	247.8	265.9	173.3	122.5	175.7	255.3	91.0	109.1	156.3	230.0	96.3
Long Term debt	155.0	95.7	93.9	93.4	92.9	82.5	65.2	41.6	27.0			0.0	0.0	0.0	0.0	0.0
Deferred Tax and other	31.0	29.6	27.4	29.6	29.6	31.6	36.0	31.9	32.8	37.0	54.6	54.6	54.6	54.6	54.6	54.6
Minority Interest	1.2	1.3	1.3	1.3	1.2	0.9	0.4	1.0	1.0	0.7	0.7	0.7	0.7	0.7	0.7	0.7
Total Liabilities	303.2	320.0	346.7	297.4	260.4	362.7	367.5	247.8	183.3	213.4	310.7	146.3	164.4	211.6	285.3	151.6
Preferred stock	2.1	2.4	2.7	3.1	3.4	3.8	4.1	4.5	4.9	5.2	5.6	5.6	5.6	5.6	5.6	5.6
Common stock	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Additional paid-in capital	227.1	241.4	272.6	272.9	272.8	273.6	274.0	275.2	275.7	277.2	277.5	277.5	277.5	277.5	277.5	277.5
Deferred Comp												0.0	0.0	0.0	0.0	0.0
Treasury Stock												29.4	29.4	29.4	29.4	29.4
Retained earnings(deficit)	(221.5)	(236.6)	(200.3)	(203.4)	(207.2)	(180.7)	(150.0)	(110.7)	(117.3)	(110.9)	(62.7)	(77.1)	(89.7)	(90.7)	(42.0)	(32.1)
Accumulated other loss	(12.5)	(12.1)	(12.6)	(13.0)	(13.6)	(15.8)	(18.6)	(17.5)	(17.2)	(16.0)	(16.8)	(16.8)	(16.8)	(16.8)	(16.8)	(16.8)
Stockholders' Equity	(4.8)	(4.9)	62.4	59.6	55.4	81.0	109.6	151.5	146.1	155.5	203.6	218.7	206.0	205.0	253.7	263.7
Tot. Liabilities/Stockholders' Equity	\$298.4	\$315.1	\$409.1	\$357.0	\$315.8	\$443.6	\$477.1	\$399.3	\$329.4	\$368.9	\$514.3	\$365.0	\$370.4	\$416.7	\$539.0	\$415.3
Activity Ratios																
A/R Days Sales Outstanding	86	86	79	71	77	67	57	70	71	71	60	60	58	43	43	43
Inventory Turnover	4.8x	4.1x	5.6x	5.3x	3.4x	3.9x	6.4x	4.0x	3.6x	5.3x	8.7x	6.3x	3.8x	3.8x	9.1x	6.3x
Reserves as % of A/R	50%	39%	23%	31%	38%	28%	29%	50%	48%	29%	21%	18%	19%	25%	25%	25%
A/P Days Payable	122	156	75	91	46	95	54	48	55	80	74	67	98	99	72	66
Book & Cash Value (per share)																
Book Value per Share (diluted)	(\$0.53)	(\$0.54)	\$6.88	\$6.27	\$5.78	\$8.07	\$10.68	\$14.76	\$14.23	\$14.77	\$19.31	\$20.74	\$19.54	\$19.45	\$24.07	\$25.01
Net cash per Share (diluted)	(\$8.93)	(\$10.09)	(\$7.71)	(\$5.36)	(\$5.86)	(\$2.26)	\$0.85	\$1.77	\$0.84	\$3.06	\$9.13	\$6.42	\$4.03	\$2.70	\$10.06	\$11.68
Cash per Share (diluted)	\$8.84	\$4.12	\$2.85	\$4.68	\$4.09	\$6.21	\$7.45	\$8.31	\$3.71	\$3.06	\$9.13	\$6.42	\$4.03	\$2.70	\$10.06	\$11.68

Source: Company reports and Ascendant Capital Markets estimates

JAKKS Pacific Inc.

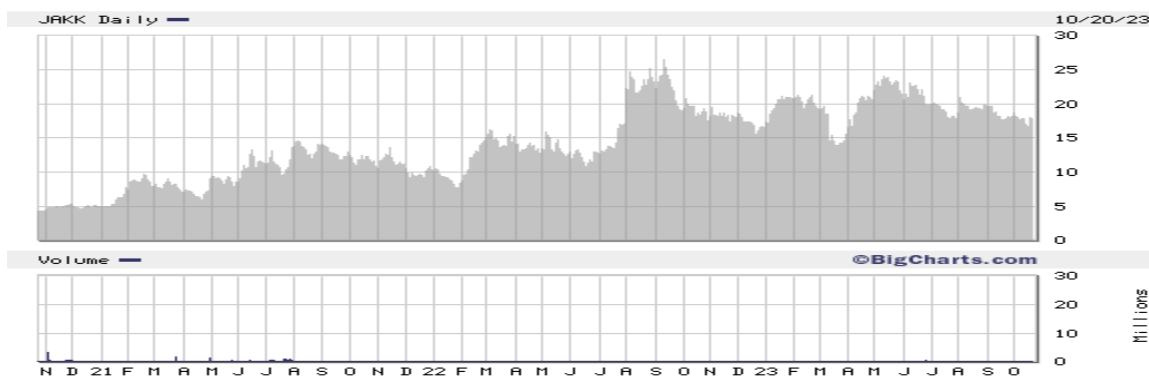
Cash Flow Statement (\$ millions)	Mar-21	Jun-21	Sep-21	Dec-21	2021	Mar-22	Jun-22	Sep-22	Dec-22	2022	Mar-23	Jun-23	Sep-23	Dec-23	2023	Mar-24	Jun-24	Sep-24	Dec-24	2024	
Fiscal Year End: December 31	Q1A	Q2A	Q3A	Q4A	FY-A	Q1A	Q2A	Q3A	Q4A	FY-A	Q1A	Q2A	Q3A	Q4E	FY-E	Q1E	Q2E	Q3E	Q4E	FY-E	
Net Cash Flows from Operating Activities																					
Net earnings	(24.1)	(15.1)	36.4	(3.2)	(5.9)	(3.9)	26.2	30.7	38.1	91.1	(5.3)	6.2	48.1	(14.3)	34.7	(12.7)	(1.0)	48.7	10.0	45.0	
Depreciation and amortization	1.8	2.8	4.3	1.4	10.3	1.8	2.6	4.3	2.0	10.6	1.2	2.4	2.6	1.0	7.2	1.0	1.0	1.0	1.0	4.0	
Amortization of debt	2.0	1.7	0.5	0.1	4.2	0.2	0.2	0.9	0.2	1.6	1.1	0.1	0.1		1.3					0.0	
Compensation stock option	0.4	0.4	0.6	0.7	2.1	0.9	1.2	1.4	1.6	5.1	2.1	1.9	2.0	2.0	8.0	2.0	2.0	2.0	2.0	8.0	
Investment in JV					0.0					0.0					0.0					0.0	
Deferred Comp					0.0					0.0					0.0					0.0	
Deferred Taxes / Other				(0.1)	(0.1)			0.0	(57.9)	(57.9)	0.4	(0.4)	(0.1)		0.0	0.0	0.0	0.0	0.0	0.0	
Reserves	(3.4)	1.9	6.2	(1.9)	2.8	(6.9)	6.5	13.7	(7.5)	5.8	(10.8)	(3.0)	6.5	(28.8)	(36.2)	(1.3)	7.4	17.8	(22.9)	1.1	
Deferred Rent					0.0					0.0					0.0					0.0	
Debt adjustments/change in fair value	16.4	12.7	3.8	(3.2)	29.6	0.6	(0.6)	2.1	(1.4)	0.6	(0.1)	6.0	0.8		6.7					0.0	
Tax benefit of stock options					0.0					0.0				(2.0)	(2.0)	(2.0)	(2.0)	(2.0)	(2.0)	(8.0)	
Other gains and losses	(0.1)	(0.0)	(6.2)	7.4	1.1		(5.4)	5.4		(0.0)	(0.0)	1.0	0.0		1.0					0.0	
Impairment					0.0		0.3			0.3					0.0					0.0	
Changes in net working capital:																					
Accounts Receivable	23.4	(27.5)	(101.9)	62.3	(43.7)	43.7	(60.5)	(41.0)	102.2	44.4	17.2	(47.1)	(75.1)	124.9	19.9	10.3	(11.8)	(71.3)	91.5	18.8	
Inventories	2.0	(23.9)	(29.2)	5.8	(45.3)	(1.4)	(38.4)	14.5	28.6	3.3	16.6	(1.1)	(3.8)	26.4	38.2	(21.5)	(34.1)	20.5	31.9	(3.2)	
Prepaid expenses and other current assets	(5.2)	(9.1)	20.2	1.5	7.3	(6.5)	3.0	3.5	4.8	4.8	(6.5)	1.6	4.5	1.8	1.4	(17.4)	(12.4)	9.0	20.5	(0.4)	
Accounts payable	(8.7)	35.6	36.9	(38.8)	25.0	(14.7)	75.9	(23.8)	(60.8)	(23.5)	(6.8)	38.5	46.8	(73.3)	5.2	18.0	37.1	37.6	(89.1)	3.5	
Accrued liabilities	(11.1)	9.3	20.6	(11.1)	7.8	(16.5)	27.6	15.5	(35.7)	(9.1)	(11.0)	19.4	19.2	(62.2)	(34.6)	1.4	2.7	18.3	(21.7)	0.7	
Income Tax Payable and other	(0.4)	(0.3)	(0.5)	0.1	(1.1)	(0.0)	0.9	11.5	(3.3)	9.0	(2.1)	(0.7)	15.1	0.0	12.3	0.0	0.0	0.0	0.0	0.0	
Net cash from Operating Activities	(7.0)	(11.6)	(8.4)	21.1	(5.9)	(2.7)	39.3	38.7	10.8	86.1	(4.1)	24.9	66.9	(24.5)	63.1	(22.2)	(11.0)	81.6	21.1	69.4	
Net Cash Flows From Investing Activities																					
Capital expenditures	(1.5)	(2.3)	(2.7)	(1.8)	(8.2)	(1.8)	(3.5)	(2.8)	(2.3)	(10.4)	(3.5)	(1.4)	(0.8)	(4.0)	(9.7)	(3.0)	(3.0)	(4.0)	(4.0)	(14.0)	
Acquisitions					0.0					0.0					0.0	0.0	0.0	0.0	0.0	0.0	
Increase in other non-current assets	0.0	0.0			0.0				0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Net cash from Investing Activities	(1.5)	(2.2)	(2.7)	(1.8)	(8.2)	(1.8)	(3.5)	(2.8)	(2.3)	(10.4)	(3.5)	(1.4)	(0.8)	(4.0)	(9.7)	(3.0)	(3.0)	(4.0)	(4.0)	(14.0)	
Cash Flows From Financing Activities																					
Proceeds from credit agreement		96.3		(2.6)	93.7					0.0				0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Proceeds from notes		(128.6)	(0.1)	2.4	(126.3)	(0.2)	(10.6)	(18.1)	(0.6)	(29.6)	(38.7)	(30.5)		0.0	(69.2)	0.0	0.0	0.0	0.0	0.0	
Issuance (Purchase) of common stock					0.0	(0.6)		(0.6)	(0.1)	(1.4)	(1.2)		(1.3)	0.0	(2.5)	0.0	0.0	0.0	0.0	0.0	
Issuance of shares for stock options	(0.2)				(0.2)					0.0				0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Dividends					0.0					0.0					0.0					0.0	
Net Cash From Financing	(0.2)	(32.3)	(0.1)	(0.2)	(32.8)	(0.9)	(10.6)	(18.8)	(0.8)	(31.0)	(39.9)	(30.5)	(1.3)	0.0	(71.7)	0.0	0.0	0.0	0.0	0.0	
Effect of exchange rate on cash	(0.1)	0.4	(0.5)	(0.3)	(0.5)	(0.7)	(2.2)	(2.8)	1.1	(4.5)	0.3	1.1	(0.8)	0.0	0.7	0.0	0.0	0.0	0.0	0.0	
Net Increase (Decrease) in Cash	(8.6)	(45.7)	(11.6)	18.6	(47.4)	(6.1)	23.1	14.3	8.9	40.2	(47.2)	(5.9)	64.0	(28.5)	(17.6)	(25.2)	(14.0)	77.6	17.1	55.4	
Cash at beginning of period	92.7	84.1	38.3	26.7	92.7	45.3	39.2	62.3	76.6	45.3	85.5	38.3	32.4	96.4	85.5	67.9	42.7	28.7	106.2	67.9	
Cash at end of period	\$84.1	\$38.3	\$26.7	\$45.3	\$45.3	\$39.2	\$62.3	\$76.6	\$85.5	\$85.5	\$38.3	\$32.4	\$96.4	\$67.9	\$67.9	\$42.7	\$28.7	\$106.2	\$123.4	\$123.4	

Source: Company reports and Ascendant Capital Markets estimates

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JAKKS Pacific, Inc.



Source: <https://bigcharts.marketwatch.com/>

Report	Report Date	Rating	Price Target
51	2/22/2018	BUY	30.00
52	4/27/2018	BUY	27.50
53	7/27/2018	BUY	28.50
54	10/28/2018	BUY	27.50
55	2/27/2019	BUY	22.50
56	5/17/2019	BUY	15.00
57	8/12/2019	BUY	10.00
58	11/12/2019	BUY	11.00
59	2/21/2020	BUY	11.50
60	5/19/2020	BUY	11.00
61	8/5/2020	BUY	8.00
62	11/29/2020	BUY	7.50
63	2/21/2021	BUY	11.00
64	5/13/2021	BUY	12.00
65	8/7/2021	BUY	17.00
66	12/21/2021	BUY	16.00
67	3/21/2022	BUY	18.00
68	6/1/2022	BUY	19.00
69	8/6/2022	BUY	33.00
70	11/8/2022	BUY	30.00
71	3/11/2023	BUY	25.00
72	5/25/2023	BUY	28.00
73	8/12/2023	BUY	29.00

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Risks & Considerations

Risks to attainment of our share price target include changes to product release timing, the effects of competition, changes in macroeconomic factors, and changes in consumer demand for toys.

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BUY: We expect the stock to provide a total return of 15% or more within a 12-month period.

HOLD: We expect the stock to provide a total return of negative 15% to positive 15% within a 12-month period.

SELL: We expect the stock to have a negative total return of more than 15% within a 12-month period.

Total return is defined as price appreciation plus dividend yield.

Ascendant Capital Markets, LLC Distribution of Investment Ratings (as of October 13, 2023)

Rating	Count	Percent	Investment Banking Services Past 12 months	
			Count	Percent
Buy	51	98%	19	37%
Hold	0	0%	0	0%
Sell	1	2%	0	0%
Total	52	100%	19	37%

Other Important Disclosures

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