

# Q4/FY 2023 Earnings 

## USE OF NON-GAAP FINANCIAL MEASURES

## Supplemental Financial Data

The financial tables accompanying this presentation include non-GAAP financial measures as defined under SEC rules, specifically Adjusted operating profit, Adjusted net earnings and Adjusted net earnings per diluted share, which exclude, where applicable, acquisition and related costs, acquired intangible amortization; Operational Excellence and Blueprint 2.0 implementation charges; and certain non-cash asset impairment charges. Also included in this presentation are the non-GAAP financial measures of EBITDA and Adjusted EBITDA. EBITDA represents net earnings attributable to Hasbro, Inc. excluding interest expense, income tax expense, net earnings (loss) attributable to noncontrolling interests, depreciation and amortization of intangibles. Adjusted EBITDA also excludes Operational Excellence and Blueprint 2.0 implementation charges, certain non-cash asset impairment charges and the impact of stock compensation (including acquisition-related stock expense). As required by SEC rules, we have provided reconciliations on the attached schedules of these measures to the most directly comparable GAAP measure. Management believes that Adjusted net earnings, Adjusted net earnings per diluted share and Adjusted operating profit provide investors with an understanding of the underlying performance of our business absent unusual events. Management believes that EBITDA and Adjusted EBITDA are appropriate measures for evaluating the operating performance of our business because they reflect the resources available for strategic opportunities including, among others, to invest in the business, strengthen the balance sheet and make strategic acquisitions. These non-GAAP measures should be considered in addition to, not as a substitute for, or superior to, net earnings or other measures of financial performance prepared in accordance with GAAP as more fully discussed in our consolidated financial statements and filings with the SEC. As used herein, "GAAP" refers to accounting principles generally accepted in the United States of America.

## Safe Harbor



 difference include, but are not limited to:

Factors that might cause such a difference include, but are not limited to:

- our ability to successfully execute on our business strategy and transformation initiatives, including to focus on and scale select business initiatives and brands to drive profitability and to achieve anticipated cost savings;
- our ability to successfully compete in the play industry;
- our ability to transform our business and capabilities to address the changing global consumer landscape;
- our ability to design, develop, manufacture, and ship products on a timely, cost-effective and profitable basis;
- the concentration of our customers, potentially increasing the negative impact to our business of difficulties experienced by any of our customers or changes in their purchasing or selling patterns;
- inflation and downturns in global and regional economic conditions impacting one or more of the markets in which we sell products, which can negatively impact our customers and consumers, result in lower employment levels, consumer disposable income, retailer inventories and spending, including lower spending on purchases of our products:
- risks related to economic and public health conditions or regulatory changes in the markets in which we and our customers, partners, licensees, suppliers and manufacturers operate, such as inflation, rising interest rates, higher commodity prices, labor costs or transportation costs, or outbreaks of illness or disease, the occurrence of which could create work slowdowns, delays or shortages in production or shipment of products, increases in costs or delays in revenue;
- our dependence on third party relationships, including with third party partners, manufacturers, distributors, studios, content producers, licensors, and outsourcers, which creates reliance on others and loss of control;
- risks relating to the concentration of manufacturing for many of our products in the People's Republic of China and our ability to successfully diversify sourcing of our products to reduce reliance on sources of supply in China;
- risks associated with international operations, such as conflict in territories in which we operate, currency conversion, currency fluctuations, the imposition of tariffs, quotas, shipping delays or difficulties, border adjustment taxes or other protectionist measures, and other challenges in the territories in which we operate;
- the success of our key partner brands, including the ability to secure, maintain and extend agreements with our key partners or the risk of delays, increased costs or difficulties associated with any of our or our partners'
planned digital applications or media initiatives
- risks related to our leadership changes
- our ability to attract and retain talented and diverse employees, particularly following recent workforce reductions;
- our ability to realize the benefits of cost-savings and efficiency and/or revenue and operating profit enhancing initiatives;
- risks relating to the impairment and/or write-offs of businesses, products and content we acquire and/or produce;
- the risk that acquisitions, dispositions and other investments we complete may not provide us with the benefits we expect, or the realization of such benefits may be significantly delayed. We may not achieve a successful or timely sale or license of non-core assets;
- our ability to protect our assets and intellectual property, including as a result of infringement, theft, misappropriation, cyber-attacks or other acts compromising the integrity of our assets or intellectual property;
- fluctuations in our business due to seasonality;
- the risk of product recalls or product liability suits and costs associated with product safety regulations;
changes in tax laws or regulations, or the interpretation and application of such laws and regulations, which may cause us to alter tax reserves or make other changes which significantly impact our reported financial results;
- the impact of litigation or arbitration decisions or settlement actions;
- the bankruptcy or other lack of success of one or more of our significant retailers, licensees and other partners; and other risks and uncertainties as may be detailed in our public announcements and U.S. Securities and Exchange Commission ("SEC") filings.
 reflect events or circumstances occurring after the date of this presentation.


## Fourth Quarter Highlights

Wizards of the Coast and Digital Gaming segment grew 7\% behind continued strength of Baldur's Gate III and Monopoly Go!
\$1,011 million non-cash goodwill and intangible asset charges associated with the sale of eOne \& a change in strategy for the balance of our owned and operated production efforts

REPORTED ADJUSTED

|  |  | Hastro |
| :---: | :---: | :---: |
|  | REPORTED | ADJUSTED |
| Net Revenue | \$1.3B | \$1.3B |
|  | -23\% | -23\% |
| Operating Profit | (\$1,199M) | (\$50M) |
| (Loss) | NM | NM |
| Net Earnings (Loss) | (\$1,061M) | \$52M |
|  |  | -71\% |


| Earnings (Loss) <br> Per Share | $(\$ 7.64)$ | $\$ 0.38$ |
| :--- | ---: | ---: |
| EBITDA | $(\$ 1,141 M)$ | $\$ 11 M$ |
|  | NM | $-97 \%$ |

EBITDA

## Full Year Highlights

Full Year revenues down $15 \%$ in line with guidance

Full year growth in MAGIC: THE GATHERING, DUNGEONS \& DRAGONS \& TRANSFORMERS; Strong contribution from launch of FURBY

Adjusted Operating Profit of \$477M includes \$130M of non-cash charges focused on inventory reduction to reset the business

Completed sale of eOne Film \& TV assets to Lionsgate
\$1,307 million non-cash goodwill and intangible asset charges associated with the sale of eOne \& a change in strategy for the balance of our owned and operated production efforts

Full Year inventory down 51\%; below 2019

| Earnings (Loss) |  |
| :--- | :--- | :--- |
| Per Share | $\mathbf{( \$ 1 0 . 7 3 )}$ |

## EBITDA

## Hasbro's Transformation: Refocus on Play

Execute Blueprint 2.0
(5) $=$ ?

Operate with Excellence

Focus on bottom line
Enhance Hasbro's Gaming leadership, both tabletop and digital

Double-down on fewer, bigger brands

Drive new growth through direct to consumer and licensing performance by prioritizing fewer, bigger brands

Deliver Operational Excellence cost savings

Targeting 20\% adjusted operating profit margin by 2027

Strengthen Balance Sheet

Invest to drive profitable growth

De-lever Balance Sheet and maintain Investment Grade rating

Return excess cash to shareholders

## Fourth Quarter and Full Year 2023



## Hasbro Inc. Fourth Quarter 2023 Performance

| Q4 2023 Reported Results <br> (\$ millions, except earnings per share) | Wizards of the Coast \& Digital Gaming | Consumer Products | Entertainment | Corporate \& Other | Hasbro |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | \$363 | \$754 | \$172 | N/A | \$1,289 |
| \% vs PY | +7\% | -25\% | -49\% | N/A | -23\% |
| Operating Profit (Loss) | \$103 | (\$126) | $(\$ 1,110)$ | (\$66) | $(\$ 1,199)$ |
| Operating Margin \% | 28.4\% | -16.7\% | NM | N/A | -93.0\% |
| Q4 2022 Operating Margin \% | 30.7\% | 7.8\% | 7.5\% | N/A | -7.5\% |
| Operating Profit (Loss) vs PY | -1\% | NM | NM | +80\% | NM |
| Hasbro Net Loss |  |  |  |  | (\$1,061) |
| Net Earnings (Loss) vs. PY |  |  |  |  | NM |
| Loss Per Share |  |  |  |  | (\$7.64) |
| \% vs PY |  |  |  |  | NM |

## Hasbro Inc. Fourth Quarter 2023 Performance-As Adjusted

| Q4 2023 Adjusted Results <br> (\$ millions, except earnings per share) | Wizards of the Coast \& Digital Gaming | Consumer Products | Entertainment | Corporate \& Other | Hasbro |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | \$363 | \$754 | \$172 | N/A | \$1,289 |
| \% vs PY | +7\% | -25\% | -49\% | N/A | -23\% |
| Operating Profit (Loss) | \$103 | (\$115) | (\$31) | (\$7) | (\$50) |
| Operating Margin \% | 28.4\% | -15.3\% | -17.9\% | N/A | -3.9\% |
| Q4 2022 Operating Margin \% | 30.7\% | 10.2\% | 9.8\% | N/A | 16.0\% |
| Operating Profit (Loss) vs PY | -1\% | NM | NM | NM | NM |
| Hasbro Net Earnings |  |  |  |  | \$52 |
| Net Earnings vs PY |  |  |  |  | -71\% |
| Diluted Earnings Per Share |  |  |  |  | \$0.38 |
| \% vs PY |  |  |  |  | -71\% |

## Hasbro Inc. Full Year 2023 Performance

| FY 2023 Reported Results <br> (\$ millions, except earnings per share) | Wizards of the Coast \& Digital Gaming | Consumer Products | Entertainment | Corporate \& Other | Hasbro |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | \$1,458 | \$2,886 | \$659 | N/A | \$5,003 |
| \% vs PY | +10\% | -19\% | -31\% | N/A | -15\% |
| Operating Profit (Loss) | \$526 | (\$65) | $(\$ 1,912)$ | (\$88) | $(\$ 1,539)$ |
| Operating Margin \% | 36.1\% | -2.2\% | NM | N/A | -30.8\% |
| FY 2022 Operating Margin \% | 40.6\% | 6.1\% | 2.4\% | N/A | 7.0\% |
| Operating Profit (Loss) vs PY | -2\% | NM | NM | +76\% | NM |
| Hasbro Net Loss |  |  |  |  | (\$1,489) |
| Net Earnings (Loss) vs. PY |  |  |  |  | NM |
| Loss Per Share |  |  |  |  | (\$10.73) |
| \% vs PY |  |  |  |  | NM |

## Hasbro Inc. Full Year 2023 Performance-As Adjusted

FY 2023 Adjusted Results
(\$ millions, except earnings per shar

> Wizards of
> the Coast \&
> Digital Gaming

| Revenue | \$1,458 | \$2,886 | \$659 | N/A | \$5,003 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \% vs PY | +10\% | -19\% | -31\% | N/A | -15\% |
| Operating Profit (Loss) | \$526 | (\$21) | (\$46) | \$18 | \$477 |
| Operating Margin \% | 36.1\% | -0.7\% | -7.0\% | N/A | 9.5\% |
| FY 2022 Operating Margin \% | 40.6\% | 7.6\% | 8.6\% | N/A | 15.8\% |
| Operating Profit (Loss) vs PY | -2\% | NM | NM | -43\% | -48\% |
| Hasbro Net Earnings |  |  |  |  | \$349 |
| Net Earnings vs PY |  |  |  |  | -44\% |
| Diluted Earnings Per Share |  |  |  |  | \$2.51 |
| \% vs PY |  |  |  |  | -44\% |

## Brand Portfolio Performance

## Q4 and Full Year 2023 Brand

 Category Highlights|  | Net Revenue by Brand Portfolio |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q4 2023 | Q4 2022 | \% Change | FY 2023 | FY 2022 | \% Change |
| (\$ millions) | $\$ 844$ | $\$ 935$ | $-10 \%$ | $\$ 3,257$ | $\$ 3,351$ | $-3 \%$ |
| Franchise Brands | $\$ 154$ | $\$ 276$ | $-44 \%$ | $\$ 688$ | $\$ 1,052$ | $-35 \%$ |
| Partner Brands | $\$ 152$ | $\$ 168$ | $-9 \%$ | $\$ 521$ | $\$ 625$ | $-17 \%$ |
| Portfolio Brands | $\$ 139$ | $\$ 300$ | $-54 \%$ | $\$ 538$ | $\$ 829$ | $-35 \%$ |
| Non-Hasbro <br> Branded Film \& TV | $\$ 1,289$ | $\mathbf{\$ 1 , 6 7 8}$ | $-23 \%$ | $\mathbf{\$ 5 , 0 0 3}$ | $\$ 5,857$ | $-15 \%$ |
| Total |  |  |  |  |  |  |

Non-Hasbro Branded Film \& TV Impact from industry strikes and non-core businesses exited in late 2022

## Hasbro Full Year 2023 Share in Focus Categories

| Focus Category | Focus Categories - FY 2023 |  | Hasbro Position |
| :---: | :---: | :---: | :---: |
|  | Hasbro Share Change | Hasbro Share |  |
| Action Figures \& Accessories | - +0.5 pts | 23.4\% | 1 |
| Arts \& Crafts | +0.9pts | 19.6\% | 1 |
| Games | $\nabla-0.7$ pts | 15.6\% | 2 |
| Preschool Toys | $\nabla-0.5$ pts | 5.3\% | 6 |
| Blasters/Shooters \& Accessories | +0.9 pts | 50.5\% | 1 |

Action Figures \& Accessories TRANSFORMERS POS growth for the full year

Arts \& Crafts
Full year growth in PLAY-DOH POS

## Games*

HASBRO GAMING POS up for the full year; MONOPOLY POS increased for the FY

Preschool Toys PEPPA PIG POS up for the full year
*Category does not reflect majority of MAGIC: THE GATHERING or DUNGEONS \& DRAGONS

## Q4 2023 Operating Margin Performance

| As Reported Operating Profit Margin Drivers |  |  |
| :---: | :---: | :---: |
| (\$ millions) |  |  |
| Q4 2022 Op Profit Margin | -7.5\% | (\$126) |
| Volume \& Mix* | -12.3 pts | (\$130) |
| Royalties | -1.8 pts | (\$24) |
| COS Savings > Cost Inflation* | -7.8 pts | (\$101) |
| Operating Expenses | -1.6 pts | (\$20) |
| Investments: A\&P, Key Initiatives | -1.2 pts | (\$15) |
| All Other: Impairment, Program Amortization and Divestitures | -60.8 pts | (\$783) |
| Q4 2023 Op Profit Margin | -93.0\% | (\$1,199) |


| Adjusted Operating Profit Margin Drivers |  |  |
| :--- | :--- | :--- |
| (\$ millions) |  |  |
| Q4 2022 Op Profit Margin <br> (Adjusted) | $\mathbf{1 6 . 0 \%}$ | $\mathbf{\$ 2 6 9}$ |
| Volume \& Mix* | $-5.3 p t s$ | $(\$ 130)$ |
| Royalties | -1.8 pts | $(\$ 24)$ |
| COS Savings > Cost Inflation* | -7.8 pts | $(\$ 101)$ |
| Operating Expenses | -1.6 pts | $(\$ 20)$ |
| Investments: A\&P, Key Initiatives | -1.2 pts | $(\$ 15)$ |
| All Other: Program Amortization <br> and Divestitures | -2.3 pts | $(\$ 29)$ |
| Q4 2023 Op Profit Margin <br> (Adjusted) | $-3.9 \%$ | $(\$ 50)$ |

## FY 2023 Operating Margin Performance

| As Reported Operating Profit Margin Drivers |  |  |
| :--- | :--- | :---: |
| (\$ millions) | $\mathbf{7 . 0 \%}$ | $\mathbf{\$ 4 0 8}$ |
| FY 2022 Op Profit Margin | -4.5 pts | $(\$ 285)$ |
| Volume \& Mix* | -0.9 pts | $(\$ 46)$ |
| Royalties | -1.1 pts | $(\$ 56)$ |
| COS Savings > Cost Inflation* | +0.8 pts | $\$ 38$ |
| Operating Expenses | -0.9 pts | $(\$ 43)$ |
| Investments: A\&P, Key Initiatives | -31.0 pts | $(\$ 1,554)$ |
| All Other: Impairment, Divestiture <br> and Program Amortization | $-30.8 \%$ | $(\$ 1,539)$ |
| FY 2023 Op Profit Margin |  |  |


| Adjusted Operating Profit Margin Drivers |  |  |
| :--- | :--- | :---: |
| (\$ millions) <br> FY 2022 Op Profit Margin <br> (Adjusted) | $\mathbf{1 5 . 8 \%}$ | $\mathbf{\$ 9 2 3}$ |
| Volume \& Mix* | -3.1 pts | $(\$ 285)$ |
| Royalties | -0.9 pts | $(\$ 46)$ |
| COS Savings > Cost Inflation* | -1.1 pts | $(\$ 56)$ |
| Operating Expenses | +0.8 pts | $\$ 38$ |
| Investments: A\&P, Key Initiatives | -0.9 pts | $(\$ 43)$ |
| All Other: Impairment, Divestiture <br> and Program Amortization | -1.0 pts | $(\$ 54)$ |
| FY 2023 Op Profit Margin <br> (Adjusted) | $9.5 \%$ | $\$ 477$ |

## Total Hasbro Owned Inventory Reduction

Total inventory down 51\% vs. 2022 improving overall network health

- CP down 56\%
- Wizards down 30\%

Total non-recurring charge of \$130M taken in Q4

Retail inventory down ${ }^{\text {²0 }}$ 20

Reduced complexity by eliminating over $50 \%$ of duplicative \& unprofitable SKU's

## Consumer Products Performance



## Wizards of the Coast \& Digital Gaming Segment Performance

Q4 2023 Revenue Bridge


Key Business Drivers
Full year growth in MAGIC: THE GATHERING and DUNGEONS \& DRAGONS

Continued contributions from Baldur's Gate I/I and Monopoly Go!

Growth in MAGIC: THE GATHERING tabletop revenues offset by declines in DUNGEONS \& DRAGONS ahead of $5^{\text {th }}$ edition release

FY 2023 Revenue Bridge


## FY 2023 Entertainment Segment Financials

|  | Divested Film \& TV Assets | Hasbro Entertainment (Remain Co) | Total Entertainment Segment |
| :---: | :---: | :---: | :---: |
| Revenue | \$573M | \$86M | \$659M |
| \% vs. LY | -30\% | -34\% | -31\% |
| Operating Profit (Loss) | (\$836M) | (\$1,075M) | (\$1,912M) |
| Adjusted Operating Profit (Loss) | (\$40M) | (\$6M) | (\$46M) |
| \% of Revenue | -7\% | -7\% | -7\% |

## Total Hasbro, Inc. Cash Flow and Metrics

## Operating Cash Flow

$\qquad$
\$726


FY 2022
FY 2023

## Other 2023 Highlights

- Reduced debt by \$506M FY 2023, including all variable debt
- Adjusted Underlying FY Tax Rate of 27.9\% vs. 21.8\% prior year
- Total working capital improvement of \$350M primarily driven by inventory reduction
- Additional Interest Expense of \$46M in Q4 and \$186M FY; elimination of variable debt will save \$13.5M in interest in 2024
- Returned \$388M cash to shareholders via dividends FY 2023


## Wizards of the Coast \& Digital Gaming

## Consumer Products

-7 to -12\%
Revenue Decline

4 to 6\%
OP Margin

Total Hasbro, Inc Adj. EBITDA: \$925M to \$1B

## 2024 Headlines:

- CP Revenue outlook impacted by business exits and industry outlook
- WOTC Revenue decline in back-half driven by strong digital game comparison
- Pro-forma Entertainment Segment down \$15M; OP margin approximately 60\%
- OP margin expansion driven by favorable mix, supply chain productivity and cost reductions
- Assumed tax rate of $\mathbf{2 4 \%}$


## Operational Excellence Program


\$ millions)

- Mid-term gross savings target
- Increased to $\$ 750 \mathrm{M}$ from \$350-\$400M
- Expect approximately ${ }^{\sim} 50 \%$ of gross savings to flow through to bottom line
- $\$ 83 \mathrm{M}$ cost to achieve as of year end 2023


## Supplemental

 Financial Information
## Hasbro Q4 Share in Focus Categories

| Focus Category | Focus Categories - Q4 2023 |  | Hasbro Position |
| :---: | :---: | :---: | :---: |
|  | Hasbro Share Change | Hasbro Share |  |
| Action Figures \& Accessories | $\nabla-0.3$ pts | 22.9\% | 1 |
| Arts \& Crafts | - +1.0pts | 19.5\% | 1 |
| Games | $\nabla-0.6$ pts | 16.9\% | 1 |
| Preschool Toys | $\nabla-0.8$ pts | 4.7\% | 6 |
| Blasters/Shooters \& Accessories | + 0.4 pts | 52.0\% | 1 |

```
Action Figures & Accessories
TRANSFORMERS POS growth in the
quarter
Arts & Crafts
Fourth quarter growth in PLAY-DOH
POS
Preschool Toys
PEPPA PIG POS down in Q4
Games*
HASBRO GAMING POS flat for the
quarter
*Ccategory does not reflect majority of MAGIC: THE
GATHERING or DUNGEONS & DRAGONS
```


## Condensed Consolidated Balance Sheets

## (Unaudited)

(Millions of Dollars)

|  | December 31, 2023 |  | December 25, 2022 |  |
| :---: | :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |  |
| Cash and Cash Equivalents | \$ | 545.4 | \$ | 513.1 |
| Accounts Receivable, Net |  | 1,029.3 |  | 1,132.4 |
| Inventories |  | 332.0 |  | 676.8 |
| Prepaid Expenses and Other Current Assets |  | 416.9 |  | 676.8 |
| Total Current Assets |  | 2,323.6 |  | 2,999.1 |
| Property, Plant and Equipment, Net |  | 488.6 |  | 422.8 |
| Goodvill |  | 2,279.2 |  | 3,470.1 |
| Other Intangible Assets, Net |  | 587.5 |  | 814.6 |
| Other Assets |  | 862.0 |  | 1,589.3 |
| Total Assets | \$ | 6,540.9 | \$ | 9,295.9 |


| LIABILITIES, NONCONTROLLING INTERESTS AND SHAREHOLDERS' EQUITY |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Short-Term Borrowings | \$ | - | \$ | 142.4 |
| Current Portion of Long-Term Debt |  | 500.0 |  | 113.2 |
| Accounts Payable and Accrued Liabilities |  | 1,556.4 |  | 1,934.1 |
| Total Current Liabilities |  | 2,056.4 |  | 2,189.7 |
| Long-Term Debt |  | 2,965.8 |  | 3,711.2 |
| Other Liabilities |  | 431.7 |  | 533.1 |
| Total Liabilities |  | 5,453.9 |  | 6,434.0 |
| Total Shareholders' Equity |  | 1,087.0 |  | 2,861.9 |
| Total Liabilities, Noncontrolling Interests and Shareholders' Equity | \$ | 6,540.9 | \$ | 9,295.9 |

[^0]
## Condensed Statements of Operations

(Unaudited)
(Mllions of Dollars and Shares Except Per Share Data)

|  | Quarter Ended |  |  |  |  |  | Year Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { December 31, } \\ 2023 \\ \hline \end{gathered}$ |  | \% Net Revenues | $\begin{gathered} \text { December 25, } \\ 2022 \\ \hline \end{gathered}$ |  | \% Net <br> Revenues <br> $100.0 \%$ | $\begin{gathered} \text { December 31, } \\ 2023 \\ \hline \end{gathered}$ |  | $\%$ Net <br> Revenues <br> $100.0 \%$ | $\begin{gathered} \text { December 25, } \\ 2022 \\ \hline \end{gathered}$ |  | $\%$ Net <br> Revenues$100.0 \%$ |
| Net Revenues | \$ | 1,288.9 | 100.0\% | \$ | 1,678.5 |  | \$ | 5,003.3 |  | \$ | 5,856.7 |  |
| Costs and Expenses: |  |  |  |  |  |  |  |  |  |  |  |  |
| Cost of Sales |  | 574.0 | 44.5\% |  | 580.6 | 34.6\% |  | 1,706.0 | 34.1\% |  | 1,911.8 | 32.6\% |
| Program Cost Amortization |  | 123.6 | 9.6\% |  | 189.8 | 11.3\% |  | 448.9 | 9.0\% |  | 555.5 | 9.5\% |
| Royalties |  | 132.5 | 10.3\% |  | 157.7 | 9.4\% |  | 428.3 | 8.6\% |  | 493.0 | 8.4\% |
| Froduct Development |  | 74.5 | 5.8\% |  | 78.7 | 4.6\% |  | 306.9 | 6.1\% |  | 307.9 | 5.3\% |
| Advertising |  | 108.6 | 8.4\% |  | 110.3 | 6.6\% |  | 358.4 | 7.2\% |  | 387.3 | 6.6\% |
| Amortization of Intangibles |  | 17.9 | 1.4\% |  | 24.1 | 1.4\% |  | 83.0 | 1.7\% |  | 105.3 | 1.8\% |
| Selling, Distribution and Administration |  | 430.4 | 33.4\% |  | 686.0 | 39.7\% |  | 1,480.4 | 29.6\% |  | 1,686.1 | 28.4\% |
| Impairment of Goodvill |  | 980.0 | 74.5\% |  | - | 0.0\% |  | 1,181.2 | 23.8\% |  | - | 0.0\% |
| Loss on Disposal of Business |  | 68.0 | 5.1\% |  | (1.0) | -0.1\% |  | 539.0 | 10.8\% |  | 22.1 | 0.4\% |
| Operating Profit (Loss) |  | (1,198.6) | -93.0\% |  | (125.7) | -7.5\% |  | (1,538.8) | -30.8\% |  | 407.7 | 7.0\% |
| Interest Expense |  | 48.3 | 3.6\% |  | 45.8 | 2.7\% |  | 186.3 | 3.7\% |  | 171.0 | 2.9\% |
| Other Expense (Income). Net |  | 0.3 | 0.0\% |  | (7.3) | -0.4\% |  | (16.0) | -0.3\% |  | (24.8) | -0.4\% |
| Earnings (Loss) before Income Taxes |  | $(1,245.2)$ | -96.6\% |  | (164.2) | -9.8\% |  | (1,709.1) | -34.2\% |  | 261.5 | 4.5\% |
| Income Tax Expense (Benefit) |  | (184.4) | -14.3\% |  | (35.6) | -2.1\% |  | (221.3) | -4.4\% |  | 58.5 | 1.0\% |
| Net Earnings (Loss) |  | (1,080.8) | -82.3\% |  | (128.6) | -7.7\% |  | (1,487.8) | -29.7\% |  | 203.0 | 3.5\% |
| Net Earnings (Loss) Attributable to Noncontrolling Interests |  | 0.3 | 0.0\% |  | 0.3 | 0.0\% |  | 1.5 | 0.0\% |  | (0.5) | 0.0\% |
| Net Earnings (Loss) Attributable to Hasbro, Inc. | \$ | (1,081.1) | -82.3\% | \$ | (128.9) | -7.7\% | \$ | (1,489.3) | -29.8\% | \$ | 203.5 | 3.5\% |

Per Common Share


## (MILLIONS OF DOLLARS) (UNAUDITED)

## Condensed Consolidated Cash Flows

## (Unaudited)

|  | Year Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | December 31, 2023 |  | December 25, 2022 |  |
| Cash Flows from Operating Activities: |  |  |  |  |
| Net Earnings (Loss) | \$ | $(1,487.8)$ | S | 203.0 |
| Impairment of Goodwill |  | 1,191.2 |  | - |
| Loss on Disposal of Business |  | 539.0 |  | 22.1 |
| Other Non-Cash Adjustments |  | 689.6 |  | 1,070.8 |
| Changes in Operating Assets and Liabilities |  | (206.4) |  | (923.0) |
| Net Cash Provided by Operating Activities |  | 725.6 |  | 372.9 |
|  |  |  |  |  |
| Cash Flows from Investing Activities: |  |  |  |  |
| Additions to Property, Plant and Equipment |  | (209.3) |  | (174.2) |
| Investments and Acquisitions |  | - |  | (146.3) |
| Proceeds from Sale of Business, Net of Cash |  | 329.6 |  | - |
| Other |  | (2.7) |  | 7.5 |
| Net Cash Provided (Utilized) by Investing Activities |  | 117.6 |  | (313.0) |
|  |  |  |  |  |
| Cash Flows from Financing Activities: |  |  |  |  |
| Proceeds from Long-Term Debt |  | 2.6 |  | 3.8 |
| Repayments of Long-Term Debt |  | (359.6) |  | (206.0) |
| Net (Repayments of) Proceeds from Short-Term Borrowings |  | (41.6) |  | 141.7 |
| Purchases of Common Stock |  | - |  | (125.0) |
| Stock-Based Compensation Transactions |  | - |  | 74.2 |
| Dividends Paid |  | (388.0) |  | (385.3) |
| Payments Related to Tax Withholding for Share-Based Compensation |  | (16.8) |  | (24.0) |
| Other |  | (14.7) |  | (32.7) |
| Net Cash Utilized by Financing Activities |  | (818.1) |  | (553.3) |
|  |  |  |  |  |
| Effect of Exchange Rate Changes on Cash |  | 7.2 |  | (12.7) |
|  |  |  |  |  |
| Net Increase (Decrease) in Cash and Cash Equivalents |  | 32.3 |  | (506.1) |
|  |  |  |  |  |
| Cash and Cash Equivalents at Beginning of Year |  | 513.1 |  | 1,019.2 |
|  |  |  |  |  |
| Cash and Cash Equivalents at End of Year | s | 545.4 | S | 513.1 |

# December 31, 2023 December 25, 2022 

## \$ MILLIONS, UNAUDITED

## Fourth Quarter 2023 Major Expense Items

|  | Q4 2023 | Q4 2023 <br> Adjusted* | Q4 2022 | $\begin{aligned} & \text { Q4 } 2022 \\ & \text { Adjusted* } \end{aligned}$ | \% CHANGE <br> Adjusted* YOY | Q4 2023 <br> Adjusted* \% OF REVENUE | NOTES <br> Below exclude non-GAAP adjustments |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cost of Sales | \$574 | \$574 | \$581 | \$566 | +2\% | 44.5\% | Increased obsolescence in Consumer Products and to a lesser extent Wizards of the Coast |
| Program Production Cost Amortization | \$124 | \$124 | \$190 | \$189 | -35\% | 9.6\% | Decrease inline with lower deliveries |
| Royalties | \$133 | \$133 | \$158 | \$158 | -16\% | 10.3\% | Lower Partner Brands revenues, in part due to exited licenses partially offset by Universe Beyond |
| Product Development | \$75 | \$75 | \$77 | \$77 | -3\% | 5.8\% | Decrease due to cost savings associated with Operational Excellence Program |
| Advertising | \$109 | \$109 | \$110 | \$110 | -2\% | 8.4\% | Advertising spend consistent year over year |
| Selling, Distribution \& Administration | \$430 | \$321 | \$666 | \$302 | +6\% | 24.9\% | Increase driven by bonus and stock compensation expense, partially offset by savings from Operational Excellence program |

## Full Year 2023 Major Expense Items

|  | $\begin{aligned} & \text { Full Year } \\ & 2023 \end{aligned}$ | Full Year 2023 Adjusted* | $\begin{aligned} & \text { Full Year } \\ & 2022 \end{aligned}$ | Full Year 2022 Adjusted* | \% CHANGE <br> Adjusted* YOY | Full Year 2023 Adjusted* \% OF REVENUE | NOTES <br> Below exclude non-GAAP adjustments |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cost of Sales | \$1,706 | \$1,706 | \$1,912 | \$1,897 | -10\% | 34.1\% | Decline due closeouts and obsolescence within Consumer Products segment partially offset by product mix |
| Program Production Cost Amortization | \$449 | \$449 | \$556 | \$551 | -19\% | 9.0\% | Impact of D\&D movie offset by reduction in program amortization due to industry strikes |
| Royalties | \$428 | \$428 | \$493 | \$493 | -13\% | 8.6\% | Decline due to exited licenses within Consumer Products partially offset by Universes Beyond with Wizards \& Digital Gaming |
| Product Development | \$307 | \$307 | \$308 | \$308 | - | 6.1\% | Slight increase due to higher product development costs within Wizards |
| Advertising | \$358 | \$358 | \$387 | \$387 | -8\% | 7.2\% | Aligning spend with current demand |
| Selling, Distribution \& Administration | \$1,480 | \$1,258 | \$1,666 | \$1,264 | -1\% | 25.1\% | Lower costs due to Operational Excellence Program; investments in Wizards and global brands |

## Key Cash Flow and Balance Sheet Data

| \$ Millions, unaudited | YTD 2023 | YTD 2022 | NOTES |
| :---: | :---: | :---: | :---: |
| Cash | \$545 | \$513 |  |
| Long-term Debt | \$2,966 | \$3,711 | Reduced debt by \$506M in FY 2023 |
| Depreciation | \$128 | \$127 | FY 2023 depreciation target in line with FY 2022 |
| Amortization of Intangibles | \$83 | \$105 | Reflects POWER RANGERS impairment charge in Q4 2022: classification of eOne Film and TV library assets as held for sale in Q3 2023; full amortization of certain acquired IP in Q1 2023 and the addition of D\&D Beyond in Q2 2022 |
| Program Spend, net | \$408 | \$768 | Declines related to lower deliveries resulting from the ongoing industry strikes and sale of eOne Film and TV |
| Capital Expenditures | \$209 | \$174 | Increase due to investments in digital gaming, tooling and establishing a new office for Wizards of the Coast |
| Dividends Paid | \$388 | \$385 | \$0.70 per share quarterly dividend paid in Q4 2023; Next dividend payable May 15, 2024 |
| Share Repurchase | - | \$125 | Plan to increase repurchases in future years |
| Operating Cash Flow | \$726 | \$373 | Improvement in NWC |
| Accounts Receivable | \$1,029 | \$1,132 | 9\% YOY decrease; DSO 73 days, up 12 days |
| Inventory | \$332 | \$677 | 51\% YOY decrease driven by 56\% decline in Consumer Products |

## (UNAUDITED) (MILLIONS OF DOLLARS)

## Segment Results-As Reported and As Adjusted-Q4 2023

## (Unaudited)

(Millions of Dollars)

## Operating Results

|  | Quarter Ended December 31, 2023 |  |  |  |  |  | Quarter Ended December 25, 2022 |  |  |  |  | \% <br> Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | As Reported |  | Non-GAAP Adjustments |  | Adjusted |  | As Reported |  | Non-GAAP Adjustments |  | Adjusted |  |
| Total Company Results |  |  |  |  |  |  |  |  |  |  |  |  |
| External Net Revenues ${ }^{(1)}$ | \$ | 1,288.9 | \$ | - | \$ | 1,288.9 | \$ | 1,678.5 | \$ | - | \$ 1,678.5 | -23\% |
| Operating Profit (Loss) |  | $(1,198.6)$ |  | 1,148.5 |  | (50.1) |  | (125.7) |  | 394.9 | 269.2 | >-100\% |
| Operating\|Margin |  | -93.0\% |  | 89.1\% |  | -3.9\% |  | -7.5\% |  | 23.5\% | 16.0\% |  |



## (UNAUDITED) (MILLIONS OF DOLLARS)

## Segment Results-As Reported and As Adjusted-Q4 2023 Continued

${ }^{(1)}$ Effective in the first quarter of 2023, the Company realigned our brand portfolios to correspond with the Blueprint 2.0 strategy. Net Revenues by Brand Portfolio below have been restated to present the realigned structure.

| Net Revenues |  |  | \% Change |
| :---: | :---: | :---: | :---: |
| Quarter Ended |  |  |  |
| December 31, 2023 |  | 25,2022 |  |
| \$ 843.7 | \$ | 934.6 | -10\% |
| 154.0 |  | 276.2 | -44\% |
| 151.9 |  | 167.8 | -9\% |
| 139.3 |  | 299.9 | -54\% |
| \$ 1,288.9 | \$ | 1,678.5 |  |

(a) Franchise Brands include: DUNGEONS \& DRAGONS, Hasbro Gaming, MAGIC: THE GATHERING, NERF, PEPPA PIG, PLAY-DOH and TRANSFORMERS

|  | Net Revenues |  |  |  | \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Quarter Ended |  |  |  |  |
|  | December 31, 2023 |  | December 25, 2022 |  |  |
| MAGIC: THE GATHERING | \$ | 258.3 | \$ | 263.2 | -2\% |
| Hasbro Total Gaming ${ }^{(b)}$ |  | 568.7 |  | 581.8 | -2\% |

(b) Hasbro Total Gaming includes all gaming revenue, most notably DUNGEONS \& DRAGONS, MAGIC: THE GATHERING and Hasbro Gaming.

|  | Net Revenues |  |  |  | \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Quarter Ended |  |  |  |  |
|  |  | , 2023 |  | 5, 2022 |  |
| ${ }^{\text {(2) }}$ Consumer Products Segment Net Revenues by Major Geographic Region |  |  |  |  |  |
| North America | \$ | 414.4 | \$ | 533.0 | -22\% |
| Europe |  | 197.3 |  | 289.1 | -32\% |
| Asia Pacific |  | 64.8 |  | 91.8 | -29\% |
| Latin America |  | 77.4 |  | 90.8 | -15\% |
| Total | \$ | 753.9 | \$ | 1,004.7 |  |

## Segment Results-As Reported and As Adjusted-Q4 2023 Continued

|  | Net Revenues |  | \% Change |
| :---: | :---: | :---: | :---: |
|  | Quarter Ended |  |  |
|  | December 31, 2023 | December 25, 2022 |  |
| ${ }^{(3)}$ Wizards of the Coast and Digital Gaming Net Revenues by Category |  |  |  |
| Tabletop Gaming | \$ 265.6 | \$ 266.7 | 0\% |
| Digital and Licensed Gaming | 97.6 | 72.3 | 35\% |
| Total | \$ 363.2 | \$ 339.0 |  |
|  | Net Revenues |  |  |
|  | Quarter Ended |  |  |
|  | December 31, 2023 | December 25, 2022 | \% Change |
| (4) Entertainment Segment Net Revenues by Category |  |  |  |
| Film and TV | \$ 151.7 | \$ 310.6 | -51\% |
| Family Brands | 20.1 | 19.8 | 2\% |
| Music and Other | - | 4.4 | -100\% |
| Total | \$ 171.8 | \$ 334.8 |  |

## Segment Results-As Reported and As Adjusted-Full Year 2023

## Operating Results

Year Ended December 31, 2023

| As Reported |  | Non-GAAP <br> Adjustments |  | Adjusted | As Reported |  | Non-GAAP <br> Adjustments |  | Adjusted | \% <br> Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 5,003.3 | \$ | - | \$ 5,003.3 | \$ | 5,856.7 | \$ | - | \$ 5,856.7 | -15\% |
|  | $(1,538.8)$ |  | 2,015.3 | 476.5 |  | 407.7 |  | 514.8 | 922.5 | -48\% |
|  | -30.8 \% |  | 40.3 \% | 9.5 \% |  | 7.0 \% |  | 8.8 \% | 15.8 \% |  |

## Segment Results

| Consumer Products: |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| External Net Revenues ${ }^{(8)}$ | \$ | 2,886.4 | \$ | - | \$2,886.4 | \$ | 3,572.5 | \$ | - | \$3,572.5 | -19\% |
| Operating Profit (Loss) |  | (64.7) |  | 43.3 | (21.4) |  | 217.3 |  | 52.6 | 269.9 | >-100\% |
| Operating Margin |  | (2.2)\% |  | 1.5 \% | (0.7)\% |  | 6.1 \% |  | 1.5 \% | 7.6 \% |  |
| Wizards of the Coast and Digital Gaming: |  |  |  |  |  |  |  |  |  |  |  |
| External Net Revenues (7) | \$ | 1,457.6 | \$ | - | \$ 1,457.6 | \$ | 1,325.1 | \$ | - | \$ 1,325.1 | 10\% |
| Operating Profit |  | 525.7 |  | - | 525.7 |  | 538.3 |  | - | 538.3 | -2\% |
| Operating Margin |  | 36.1 \% |  | - | 36.1 \% |  | 40.6 \% |  | - | 40.6 \% |  |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Entertainment: |  |  |  |  |  |  |  |  |  |  |  |
| External Net Revenues ${ }^{(8)}$ | \$ | 659.3 | \$ | - | \$ 659.3 | \$ | 959.1 | \$ | - | \$ 959.1 | -31\% |
| Operating Profit (Loss) |  | $(1,911.5)$ |  | 1,865.5 | (46.0) |  | 22.7 |  | 59.9 | 82.6 | >-100\% |
| Operating Margin |  | >-100\% |  | >100\% | -7.0 \% |  | 2.4 \% |  | 6.2 \% | 8.6 \% |  |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Corporate and Other: |  |  |  |  |  |  |  |  |  |  |  |
| Operating Profit (Loss) | \$ | (88.3) | \$ | 106.5 | \$ 18.2 | \$ | (370.6) | \$ | 402.3 | \$ 31.7 | -43\% |

[^1]
# Segment Results-As Reported and As Adjusted-Full Year 2023 Continued 


${ }^{(a)}$ Franchise Brands include: DUNGEONS \& DRAGONS, Hasbro Gaming, MAGIC: THE GATHERING, NERF, PEPPA PIG, PLAY-DOH and TRANSFORMERS

|  | Net Revenues |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year Ended |  |  |  |  |
|  | December 31, 2023 |  | December 25, 2022 |  | \% Change |
| MAGIC: THE GATHERING | \$ | 1,085.8 | \$ | 1,065.2 | 2\% |
| Hasbro Total Gaming ${ }^{(b)}$ |  | 2,074.4 |  | 1,997.5 | 4\% |

(b) Hasbro Total Gaming includes all gaming revenue, most notably DUNGEONS \& DRAGONS, MAGIC: THE GATHERING and Hasbro Gaming.

|  | Net Revenues |  |  |  | \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year Ended |  |  |  |  |
|  | December 31, 2023 |  | December 25, 2022 |  |  |
| ${ }^{\text {(6) }}$ Consumer Products Segment Net Revenues by Major Geographic Region |  |  |  |  |  |
| North America | \$ | 1,649.1 | \$ | 2,064.8 | -20\% |
| Europe |  | 669.5 |  | 899.5 | -26\% |
| Asia Pacific |  | 256.3 |  | 293.4 | -13\% |
| Latin America |  | 311.5 |  | 314.8 | -1\% |
| Total | \$ | 2,886.4 | \$ | 3,572.5 |  |

## Segment Results-As Reported and As Adjusted-Full Year 2023 Continued

|  | Net Revenues |  |  | \% Change |
| :---: | :---: | :---: | :---: | :---: |
|  | Year Ended |  |  |  |
|  | December 31, 2023 |  | December 25, 2022 |  |
| (7) Wizards of the Coast and Digital Gaming Net Revenues by Category |  |  |  |  |
| Tabletop Gaming | \$ 1,072.5 | \$ | 1,067.0 | 1\% |
| Digital and Licensed Gaming | 385.1 |  | 258.1 | 49\% |
| Total | \$ 1,457.6 | \$ | 1,325.1 |  |
|  | Net Revenues |  |  |  |
|  | Year Ended |  |  |  |
|  | December 31, 2023 |  | December 25, 2022 | \% Change |
| (8) Entertainment Segment Net Revenues by Category |  |  |  |  |
| Film and TV | \$ 575.5 | \$ | 837.6 | -31\% |
| Family Brands | 83.8 |  | 79.4 | 6\% |
| Music and Other | - |  | 42.1 | -100\% |
| Total | \$ 659.3 | \$ | 959.1 |  |

[^2]
## Reconciliation of Non-GAAP Financial Measures

## (Unaudited)

(Millions of Dollars)
Reconciliation of Adjusted Operating Profit ${ }^{(1)}$

|  |
| :--- |
|  |

## Reconciliation of Non-GAAP Financial Measures continued

${ }^{6}$ In association with the Company's acquisition of eOne, the Company incurred stock compensation expenses of $\$ 1.9$ ( $\$ 1.7$ after-tax) for the year ended December 31, 2023, and $\$ 4.5$ ( $\$ 4.0$ after-tax) and $\$ 14.6$ ( $\$ 12.9$ after-tax), respectively, in the quarter and year ended December 25,2022 . The expense is included within Selling, Distribution and Administration.
(1) Represents intangible amortization costs related to the intangible assets acquired in the eOne acquisition. The Company has allocated certain of these intangible amortization costs between the Consumer Products and Entertainment segments, to match the revenue generated from such intangible assets. While amortization of acquired intangibles is being excluded from the related GAAP financial measure, the revenue of the acquired company is reflected within the Company's operating results to which these assets contribute.
${ }^{(1)}$ These costs relate to the comprehensive review of the Company's operations and development of a transformation plan to support the organization in identifying, realizing and capturing savings to create efficiencies and improve business processes and operations. These charges consists of:
${ }^{[a])}$ Program related consultant and transformation office fees of $\$ 5.9$ ( $\$ 4.5$ after tax) and $\$ 35.3$ ( $\$ 27.0$ after-tax) for the quarter and year ended December 31,2023 and $\$ 5.1$ ( $\$ 4.3$ after-tax) and $\$ 12.3$ ( $\$ 9.4$ after-tax) in the quarter and year ended December 25, 2022, respectively. are included within Selling. Distribution and Administration within the Corporate and Other segment.
${ }^{[4])}$ Severance and other employee charges of $\$ 34.2$ ( $\$ 28.6$ after-tax) in the quarter and year ended December 31, 2023 and $\$ 72.8$ ( $\$ 80.8$ after-tax) and $\$ 94.1$ ( $\$ 79.8$ atter-tax) for the quarter and year ended December 25, 2022, respectively, associated with cost-savings initiatives across the Company.
${ }^{(3)}$ The Company announced the results of its strategic review, Blueprint 2.0, a consumer-centric approach focusing on fewer, bigger brands, expanded licensing, branded entertainment, and high-margin growth in games, digital and direct. As the Company implements the new strategy. charges recognized are $\$ 84.1$ ( $\$ 71.7$ after tax) and $\$ 574$. ( $\$ 453.7$ after tax) for the quarter and year ended December 31, 2023 and $\$ 295.6$ ( $\$ 228.2$ after-tax) and $\$ 322.4$ ( $\$ 253.0$ after tax). for the quarter and year ended December 25.2022. respectively, consisting of
${ }^{[9]}$ eOne TV and Film business sale process charges of $\$ 18.2$ ( $\$ 21.0$ after tax) and $\$ 35.1$ ( $\$ 34.0$ after-tax) for the quarter and year ended December 31, 2023,
respectively, as a result of the sale process for the part of its eOne TV and film business not directly supporting the Company's Branded Entertainment Strategy. These charges are included in Selling. Distribution and Administration
${ }^{\text {(ta) }}$ Loss on disposal of a business of $\$ 86.0$ ( $\$ 50.7$ after-tax) and $\$ 539.0$ ( $\$ 419.7$ after-tax) for the quarter and year ended December 31,2023 related to the sale of the eOne Film and TV business not directly supporting the Company's Entertainment Strategy within the Entertainment segment, which was executed on December 27 , 2023. Loss on disposal of non-core businesses for the year ended December 25,2022 of $\$ 22.1$ ( $\$ 21.1$ atter-tax) related to the exit of non-core businesses within the Entertainment segment. In the quarter ended December 25, 2022, the Company completed the sale process, which resulted in a reduction of the loss of $\$ 1.0$ ( $\$ 0.1$ after-tax). The year to date charge is comprised of a goodvill impairment loss of $\$ 11.8$ and asset impairments of $\$ 10.3$ (included within Loss on Disposal of Business)
${ }^{(4)}$ Assets impairments and charges of $\$ 296.6$ ( $\$ 228.4$ after-tax) and $\$ 300.3$ ( $\$ 232.0$ after-tax) for the quarter and year ended December 25,2022 , respectively. related to charges incurred as a result of the Company's focused investment strategy on fewer, bigger brands. In the fourth quarter of 2022, the Company incurred a $\$ 281.3$ impairment within the Corporate and Other segment, of which, $\$ 281.0$ related to a partial impairment of the Company's definite-lived intangible. Power Rangers, in Selling, Distribution and Administration; and incurred incremental asset charges related to product cancellations, consisting of inventory and asset write offis of $\$ 14.9$ in Cost of Sales within the Consumer Products segment. Within the Entertainment segment, the company incurred strategy related asset impairments of certain discontinued projects of $\$ 0.4$ and $\$ 4.1$ within Program Cost Amortization for the quarter and year ended December 25, 2022, respectively
(0) Non-cash Goodwill and Asset impairment charges of $\$ 1,011.0$ ( $\$ 998.3$ after-tax) and $\$ 1,307.2$ ( $\$ 1,278.2$ after-tax) for the quarter and year ended December 31, 2023, respectively, consisting of. $\$ 296.2$ ( $\$ 279.9$ after tax) incurred within the Entertainment segment, of which $\$ 231.2$ related to the goodwill impairment of Film \& TV due to the expected economic impact of industry factors and $\$ 85.0$ related to an impsiment of the Company's definite-lived intangible, eOne Trademark, which are included in Impsirment of Goodvill and Selling, Distribution and Administration, respectively. In the quarter, $\$ 51.0$ ( $\$ 38.3$ after tax) was incurred related to the impairment of the Company's definite lived intangible, PJ Masks due to challenging retail conditions and competitive market conditions leading to a reduction in brand profitabiity. The goodwill impairment of Family Brands of $\$ 960.0$ ( $\$ 960.0$ pfter-tax) reflects reduced long-term forecast due to lower profitability of PJ Masks, and a change in outlook for our owned and operated productio efforts that shifted the Entertainment strategy to an asset lite and partner led model. These charges are included in Impairment of Goodwill within the Entertainment segment (5) Amounts may not sum due to rounding

## (UNAUDITED) (MILLIONS OF DOLLARS) EBITDA

## Reconciliation of Non-GAAP Financial Measures

## (Unaudited)

(Millions of Dollars)

## Reconciliation of EBITDA and Adjusted EBITDA ${ }^{(1)}$

|  | Quarter Ended |  |  |  | Year Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { December 31, } \\ 2023 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { December 25, } \\ 2022 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2023 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { December 25, } \\ 2022 \\ \hline \end{gathered}$ |  |
| Net Earnings (Loss) Attributable to Hasbro, Inc. | \$ | $(1,061.1)$ | \$ | (128.9) | \$ | $(1,489.3)$ | \$ | 203.5 |
| Interest Expense |  | 46.3 |  | 45.8 |  | 186.3 |  | 171.0 |
| Income Tax Expense (Benefit) |  | (184.4) |  | (35.6) |  | (221.3) |  | 58.5 |
| Net Earnings (Loss) Attributable to Noncontrolling Interests |  | 0.3 |  | 0.3 |  | 1.5 |  | (0.5) |
| Depreciation |  | 39.8 |  | 32.9 |  | 127.8 |  | 127.3 |
| Amortization of Intangibles |  | 17.9 |  | 24.1 |  | 83.0 |  | 105.3 |
| EBITDA | \$ | $(1,141.2)$ | \$ | (61.4) | \$ | $(1,312.0)$ | \$ | 665.1 |
| Non-GAAP Adjustments and Stock Compensation ${ }^{(2)}$ |  | 1,151.8 |  | 388.6 |  | 2,021.4 |  | 508.0 |
| Adjusted EBITDA | \$ | 10.6 | \$ | 327.2 | \$ | 709.4 | \$ | 1,173.1 |
| ${ }^{(2)}$ Non-GAAP Adjustments and Stock Compensation are comprised of the following: |  |  |  |  |  |  |  |  |
| Stock compensation | \$ | 16.5 | \$ | 15.1 | \$ | 70.6 | \$ | 79.2 |
| Operational Excellence charges |  | 40.1 |  | 77.9 |  | 69.5 |  | 106.4 |
| Blueprint 2.0 implementation charges |  | 84.2 |  | 295.6 |  | 574.1 |  | 322.4 |
| Impairment of goodwill and intangible Assets |  | 1,011.0 |  | - |  | 1,307.2 |  | - |
| Total | \$ | 1,151.8 | \$ | 388.6 | \$ | 2,021.4 | \$ | 508.0 |

[^3](UNAUDITED) (MILLIONS OF DOLLARS AND SHARES, EXCEPT PER SHARE DATA)

## Reconciliation of Non-GAAP Financial Measures

## (Unaudited)

(Millions of Dollars and Shares, Except Per Share Data)

## Reconciliation of Net Earnings and Earnings per Share ${ }^{(1)}$

| (all adjustments reported after-tax) | Quarter Ended |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { December 31, } \\ 2023 \\ \hline \end{gathered}$ |  | Diluted Per Share Amount |  | $\begin{gathered} \text { December 25, } \\ 2022 \\ \hline \end{gathered}$ |  | Diluted Per Share Amount |  |
| Net Earnings (Loss) Attributable to Hasbro, Inc. | \$ | $(1,061.1)$ | \$ | (7.64) | \$ | (128.9) | \$ | (0.93) |
| Acquisition-related costs |  | - |  | - |  | 4.0 |  | 0.03 |
| Acquired intangible amortization |  | 10.2 |  | 0.07 |  | 13.9 |  | 0.10 |
| Operational Excellence charges |  | 33.2 |  | 0.24 |  | 64.6 |  | 0.47 |
| Blueprint 2.0 implementation charges |  | 71.7 |  | 0.52 |  | 228.3 |  | 1.65 |
| Impairment of goodwill and intangible Assets |  | 998.3 |  | 7.18 |  | - |  | - |
| Net Earnings Attributable to Hasbro, Inc., as Adjusted | \$ | 52.3 | \$ | 0.38 | \$ | 181.9 | \$ | 1.31 |


| (all adjustments reported after-tax) | Year Ended |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { December 31, } \\ 2023 \\ \hline \end{gathered}$ |  | Diluted Per Share Amount |  | $\begin{gathered} \text { December } 25, \\ 2022 \\ \hline \end{gathered}$ |  | Diluted Per Share Amount |  |
| Net Earnings (Loss) Attributable to Hasbro, Inc. | \$ | $(1,489.3)$ | \$ | (10.73) | \$ | 203.5 | \$ | 1.46 |
| Acquisition-related costs |  | 1.7 |  | 0.01 |  | 12.9 |  | 0.09 |
| Acquired intangible amortization |  | 48.8 |  | 0.35 |  | 59.4 |  | 0.43 |
| Operational Excellence charges |  | 55.7 |  | 0.40 |  | 89.2 |  | 0.64 |
| Blueprint 2.0 implementation charges |  | 453.7 |  | 3.26 |  | 253.1 |  | 1.82 |
| Impairment of goodwill and intangible assets |  | 1,278.2 |  | 9.20 |  | - |  | - |
| Net Earnings Attributable to Hasbro, Inc., as Adjusted | \$ | 348.8 | \$ | 2.51 | \$ | 618.1 | \$ | 4.45 |


[^0]:    (1) Amounts may not sum due to roundin

[^1]:    ${ }^{(5)}$ Effective in the first quarter of 2023, the Company realigned our brand portfolios to correspond with the Blueprint 2.0 strategy. Net Revenues by Brand Portfolio below

[^2]:    ${ }^{(9)}$ Amounts within this section may not sum due to rounding

[^3]:    ${ }^{(1)}$ Amounts may not sum due to rounding

