



**Playmates Toys Limited**  
**2024 Interim Results Briefing**  
**23 August 2024**

# Forward-Looking Statements

This presentation and subsequent discussion may contain forward-looking statements with respect to the financial condition, results of operation and business of Playmates Toys Limited. Such forward-looking statements represent expectations or beliefs concerning future events and involve known and unknown risks and uncertainties which could cause actual results, performance or events to differ materially from those expressed or implied in such statements.

# Content

- About Playmates Toys
- Our Mission
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# About Playmates Toys

- Founded: 1966
- First Group listing: 1984
- HKSE#0869 – Playmates Toys Limited
- A leading manufacturer of promotional toys
- Create, design, market & distribute branded products worldwide
- More information – [www.playmatestoys.com](http://www.playmatestoys.com)

## Our Mission

We strive to create superior shareholder value by selectively investing in proprietary and licensed brands and delivering quality, safe, and innovative toys to the consumers while managing costs prudently to maximize operational leverage.

# Our 2024 Interim Results Reflected

- Worldwide turnover during 1H 2024 was HK\$445 million, an increase of 28% compared to the prior year period
- Favourable comparison was driven by:
  - Successful relaunch of our Godzilla x Kong product line, supported by the March 2024 release of the Godzilla x Kong: The New Empire movie
  - Partially offset by lower shipment volume of our Teenage Mutant Ninja Turtles toy line compared to the prior year period, which included the positive impact of the movie release
- Gross profit ratio on toy sales was 56%, an increase from 54% during the prior year period, reflecting:
  - Higher percentage of overall sales generated in the US market, which carries a higher gross margin
  - Reduced discounting of excess inventory
  - Lower product development and tooling costs as a percentage of sales
- Operating expenses increased by 47% compared to the prior year period, reflecting higher promotional and distribution expenses in the US market
- Administration expenses increased 22% compared to the prior year period but decreased slightly as a percentage of revenue

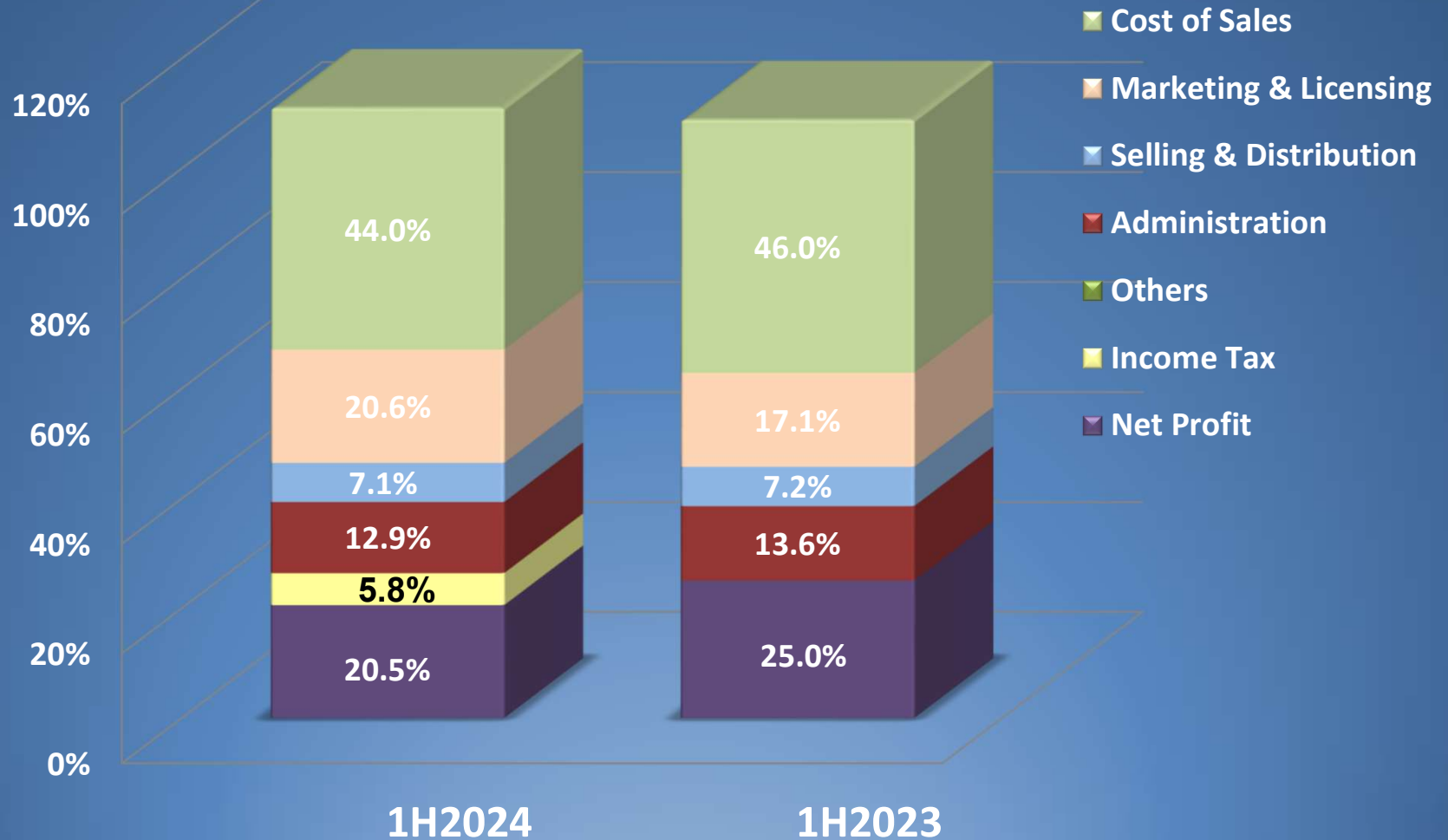
# Financial Performance

## Income Statement Highlights

HK\$ Million	1H2024	1H2023	+/-%
Revenue	445.1	347.2	+28.2%
Gross Profit	249.4	187.4	+33.1%
Marketing and Licensing	(91.7)	(59.3)	+54.6%
Selling & Distribution	(31.7)	(24.9)	+27.3%
Administration	(57.6)	(47.1)	+22.3%
Operating Profit	68.4	56.2	+21.7%
Profit before Taxation	117.4	86.4	+35.9%
Income Tax (expense)/credit	(25.9)	0.6	N/A
Net Profit	91.5	87.0	+5.2%
Earnings per Share (HK¢)	7.75	7.37	+5.2%

# Financial Performance

## Margin Analysis

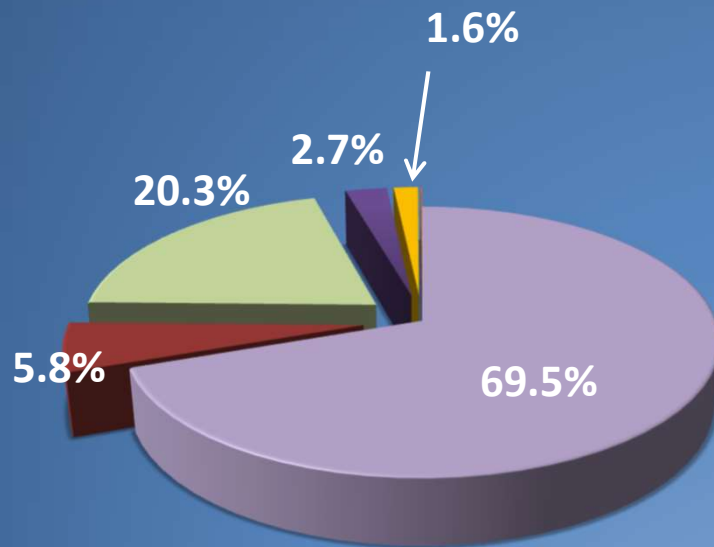




# Financial Performance

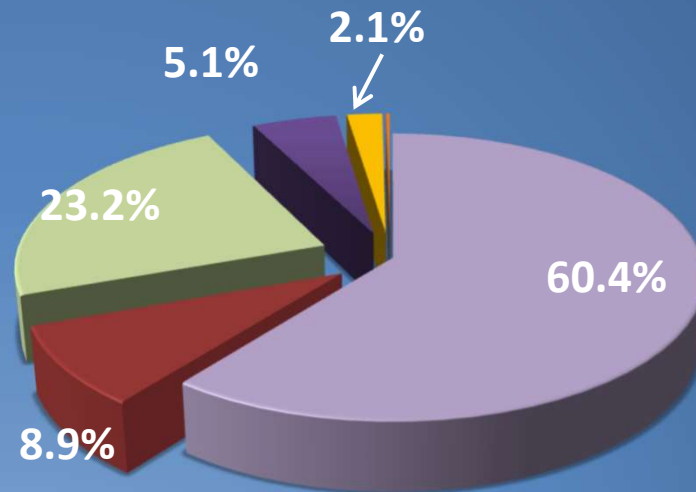
## Revenue Breakdown by Regions

1H2024



HK\$445.1M

1H2023



HK\$347.2M

U.S.A. Other Americas Europe Australasia Asia Others

# Financial Performance

## Balance Sheet Highlights

<b>HK\$ Million</b>	<b>30/6/2024</b>	<b>30/6/2023</b>
<b>Inventories</b>	<b>51.9</b>	<b>61.7</b>
<b>Trade Receivables</b>	<b>134.0</b>	<b>173.0</b>
<b>Cash &amp; Bank Balances</b>	<b>1,087.0</b>	<b>908.3</b>
<b>Net Current Assets</b>	<b>1,135.3</b>	<b>1,000.1</b>
<b>Net Assets</b>	<b>1,184.5</b>	<b>1,050.2</b>
<b>Net Asset per Share (HK\$)</b>	<b>1.00</b>	<b>0.89</b>
<b>Gearing Ratio</b>	<b>0.0</b>	<b>0.0</b>
<b>Current Ratio</b>	<b>5.1</b>	<b>4.8</b>

# Looking Forward



GODZILLA × KONG

# Looking Forward

- Cumulative impact of inflation over the past few years will continue to stretch household budgets across many markets around the world and lead to increasingly value-conscious purchasing
- Lapping the **TMNT** movie release last year will continue to present challenging year-over-year comparisons
- Launch of the **Tales of The Teenage Mutant Ninja Turtles** animated series on Paramount+ this summer should provide support for the TMNT brand
- Continued positive contribution from our **Godzilla x Kong** product line
- Continued optimism about the long-term future of **TMNT** beyond 2024, as well as the new brands under development for 2025 and 2026



# TEENAGE MUTANT NINJA TURTLES MUTANT MAYHEM



Paramount Pictures and Nickelodeon Movies are developing a sequel to Teenage Mutant Ninja Turtles: Mutant Mayhem and a two-season animated series that will serve as a “bridge” between the films

The spinoff series Tales of The Teenage Mutant Ninja Turtles debuts on Paramount+ in August 2024

We are actively developing new products to coincide with the upcoming content



# GODZILLA x KONG

Godzilla x Kong: The New Empire delivered strong box office results around the world in Spring 2024 and continues to drive strong toy sales

We are developing extensions to our current product line of highly detailed action figures in various sizes and role play accessories for 2025





- Global license agreement with Hasbro to produce and distribute Power Rangers toys
- We are developing an extensive kid-targeted Mighty Morphin Power Rangers toy line, scheduled to debut in Fall 2025



Playmates Toys Limited

Thank you!