



Debbie Hancock

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Safe Harbor

This presentation contains forward-looking statements concerning management's expectations, goals, objectives and similar matters, which are subject to risks and uncertainties. These forward-looking statements may include comments concerning our future product, marketing and entertainment plans, financial goals, costs and expectations for our future product and financial performance. There are many factors that could cause actual results and experience to differ materially from the anticipated results or other expectations expressed in these forward-looking statements, including consumer and retailer interest in our products and product lines, changes in marketing, entertainment and business plans and strategies and future global economic conditions, including foreign exchange rates. Some of those factors are set forth in the Company's Annual Reports on Form 10-K, in the Company's Quarterly Reports on Form 10-Q, in the Company's Current Reports on Form 8-K and in the Company's other public disclosures. The Company undertakes no obligation to make any revisions to the forward-looking statements contained in this presentation to reflect events or circumstances occurring after the date of this presentation.









Digital Gaming **Product Innovation**

STORYTELLING

HASBRO BRANDS

CONSUMER INSIGHTS

Immersive Entertainment Experiences

OMNI-CHANNEL RETAIL PARTNERSHIPS

Consumer **Products**

GLOBAL **MARKETS**

Developed Developing **Emerging**





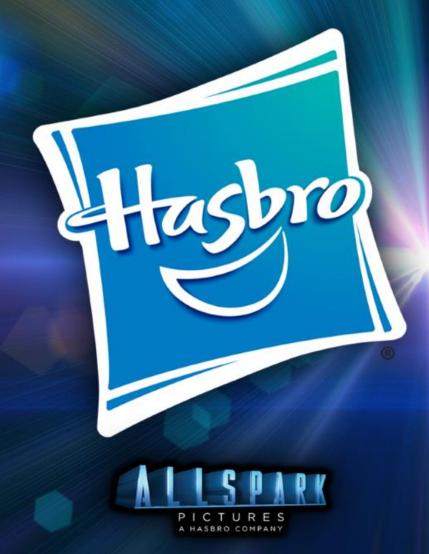














A VIACOM COMPANY





Hasbro-Paramount Movie Slate



2020



2021



2020

Paramount/Hasbro Event Film

2021



video playing in room



















DESIGNED BY ESTABLISHED 2018























audio only





video playing in room



Omni-Channel Strength



TOY SPECIALIST



ECOMMERCE



VALUE/DISCOUNT/ TRADITIONAL TRADE



IMPULSE (GROCERY/ DRUG/CONVENIENCE)

FAN

DEPARTMENT STORE

SPECIALTY (CLUB/ SPORTING GOODS, ETC)























TRANSFORMERS
EARTH WARS









Medium-Term OBJECTIVES

- Developed economies are targeted to grow low to mid-single digits through brand innovation and market share gains*
- Target continued double-digit growth in emerging markets*
- We believe operating profit margins are sustainable and can grow slightly in the near term; focused on improvement over the next two to three years
- We expect to generate operating cash flow in the amount of \$600M to \$700M on average





Deb Thomas

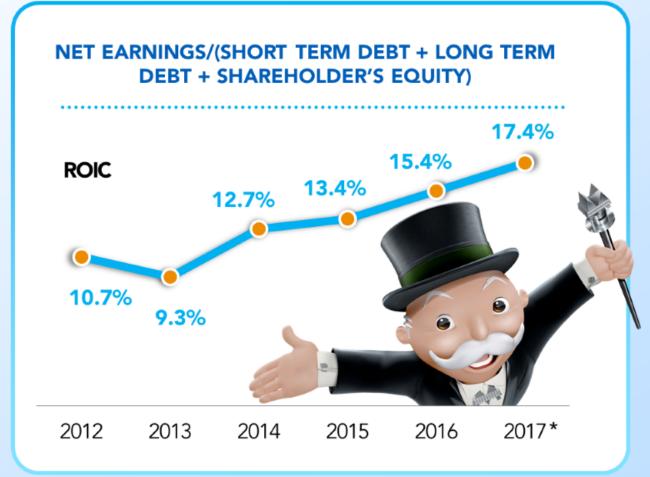
Chief Financial Officer



Building Shareholder Value







*Year end 2017 ROIC excludes impact of U.S. tax reform; Including tax reform ROIC was 10.8%. All other years are as reported.





Hasbro Film Participation

BIGGER SHARE of Franchise Economics

Past	IP OWNER	Current
Ø	Rights Fees Fixed and Variable as IP Participant	
	PRODUCER	
⊘	Producer Fee Fixed and Variable as Producer Participant	
	MERCHANDISE LICENSEE	
⊘	Toy as wholesale, Consumer Products as licensor Variable royalty expense based on merchandise revenue	
	PRODUCTION FUNDING	
	Box office participation after production and release costs Variable based on performance	

Film Financing Cash Flow

\$ = Lowest Impact \$\$\$ = Biggest Impact	0-18 MONTHS PRIOR TO FILM RELEASE
Total Production Budget	\$ (150.00)
Paramount Funded	\$ (100.00)
Hasbro Funded	\$ (37.50)
Potential Financing Partner Funded	\$ (12.50)
IP Owner Income	\$ fixed
Producer Income	\$ fixed
Merchandise	
Production Funding	



YEAR 1 POST FILM RELEASE	YEAR 2 POST FILM RELEASE
\$ variable box office performance	\$ variable box office performance
\$ variable box office performance	\$ variable box office performance
\$\$\$	\$\$
	\$37.50 and \$ variable box office performance

FILM RELE

Note: Illustrative example; Not representative of any specific project

Film Financing Balance Sheet Impact

\$ = Lowest Impact \$\$\$ = Biggest Impact	0-18 MONTHS PRIOR TO FILM RELEASE	FILM RELEASE	YEAR 1 POST FILM RELEASE	YEAR 2 POST FILM RELEASE
Cash, Out	\$ (37.50)			
Cash, In	\$		\$\$	\$37.50 + \$\$
Film Asset, Gross	\$ 37.50	\$ 37.50	\$ 37.50	\$ 37.50
Film Amortization (accumulated)			\$ (15.00)	\$ (30.00)
Film Asset, Net	\$ 37.50	\$ 37.50	\$ 22.50	\$ 7.50

Note: Illustrative example; Not representative of any specific project



Film Financing Income Statement Impact

\$ = Lowest Impact \$\$\$ = Biggest Impact	0-18 MONTHS PRIOR TO FILM RELEASE
IP Owner Revenue	\$
Producer Revenue	\$
Merchandise	
Production Revenue	
Total Revenue	
Merchandise Royalty Expense	
Film Amortization Expense	

YEAR 1 POST FILM RELEASE	YEAR 2 POST FILM RELEASE
\$	\$
\$	\$
\$\$\$	\$\$
	\$37.50 \$\$
\$	\$
\$15.00	\$15.00

Note: Illustrative example; Not representative of any specific project















Updated Brand Portfolio Presentation

	OLD FORMAT: 2015	NEW FORMAT: 2015	OLD FORMAT: 2016	NEW FORMAT: 2016	OLD FORMAT: 2017*	NEW FORMAT: 2017*
Franchise Brands	\$2,285,414	\$2,253,707	\$2,327,668	\$2,375,266	\$2,567,962 49%	\$2,690,394 52%
Partner Brands	\$1,101,305	\$1,101,305	\$1,412,770	\$1,412,770	\$1,271,597 24%	\$1,271,597 24%
Hasbro Gaming	\$662,319	\$662,319	\$813,433	\$813,433	\$893,019 17%	\$893,019 17%
Emerging Brands	\$398,471	\$430,178	\$465,951	\$418,353	\$477,204 9%	\$354,772 7%

^{* %} of full-year revenues

Beginning in Q1 2018, Baby Alive is included in Franchise Brands and Littlest Pet Shop in Emerging Brands. New Historical Brand Portfolio Presentation by Quarter is available at http://investor.hasbro.com/



Omni-Channel Strength

TESCO éxito

E.LECLERC

ASDA realMIGROS
Walmart
FredMeyer

MASS

VYEGA

Auchan

MIGROS

MIGROS

meijer

FredMeyer

Soriana

TOY SPECIALIST



ECOMMERCE



VALUE/DISCOUNT/ TRADITIONAL TRADE



IMPULSE (GROCERY/ DRUG/CONVENIENCE)

FAN

DEPARTMENT STORE























OPERATING EXCELLENCE



Revenue Phasing



5-Year Historical Average Percent of Full Year Revenue and Operating Profit

Revenue	Operating Profit	Revenue	Operating Profit	Revenue	Operating Profit	Revenue	Operating Profit
16%	8%	18%	12%	34%	44%	32%	36%
15. 15. 15. 15. 15. 15. 15. 15. 15. 15. 15. 	130.3.30	105.05 (\$.50)	1		2.5.5	397.439	33.73





OU COULD

VIN A HASBRO GAME BUNDLE





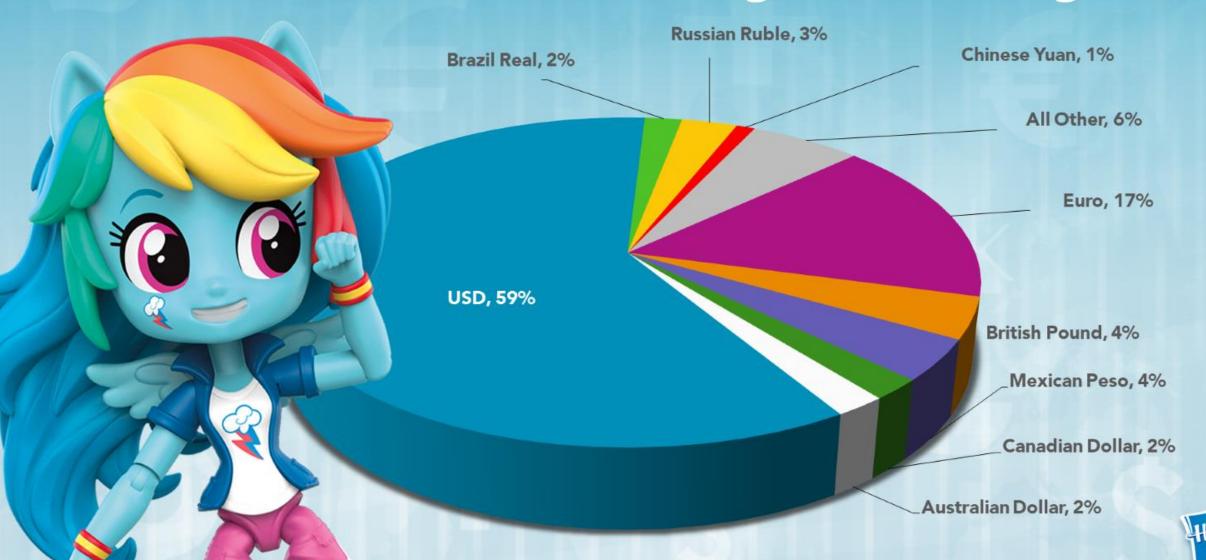
Revenue Recognition: ASC 606







2017 Net Revenues by Currency



2018 Cost and Expense Trends

% of Net Revenues	Actual 2014	Actual 2015	Actual 2016	Actual 2017	2018 Trends	Comments Regarding 2018 Trends
Cost of Sales	39.7%	37.7%	38.0%	39.0%	-	Target return to 2016 levels as hedging forecast to be neutral impact and we leverage systems investments
Royalties	7.2%	8.5%	8.2%	7.8%	\leftrightarrow	Partner Brand Revenues planned to be 20-25% of total 2018 revenues; represented 24% in 2017
Product Development	5.2%	5.5%	5.3%	5.2%		Investment in innovation
Advertising	9.8%	9.2%	9.3%	9.6%	\leftrightarrow	Similar % of revenue targeted for 2018
Intangible Amortization	1.2%	1.0%	0.7%	0.6%	-	Projecting \$17M in 2018 vs \$29M in 2017 as additional assets become amortized
Programming Amortization	1.1%	1.0%	0.7%	0.7%	\leftrightarrow	Cash spend on film and TV planned to increase to \$100-\$125M for 2018
S D & A	20.8%	21.7%	21.5%	21.6%		IT Depreciation peaks in 2018
Interest Expense	2.2%	2.2%	1.9%	1.9%	\leftrightarrow	Consistent with historical trends as % of revenues
Underlying Tax Rate	26.5%	26.4%	24.5%	19.9%	•	2018 underlying tax rate in range of 15-17%, excluding discrete tax events and further clarification on U.S. tax reform

Input Cost of Sales Components

Cost of Sales as a % of Revenue

Revenue	100%
Cost of Sales	39.0%
Gross Margin	61.0%

Total	18.3%
All Other	4.1%
Electronics/Metals	2.2%
Resins	5.1%
Board/Paper/Print	6.9%

Labor	8.7%
Factory Overhead	6.8%
Freight/Import Costs	2.3%
Tooling	1.8%
Inventory Variances	1.2%
Total	20.7%



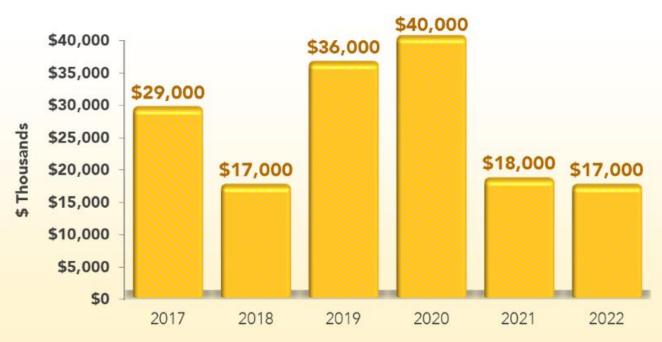
Cost of Sales 39.0%



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Intangible Amortization





Depreciation Peaks in 2018 Beginning to Benefit from Greater Efficiencies



Non-Op

Other Expense (income), net			2017	FY 2016	FY 2015
Interest Income	RECURF	RING	\$(22.2)	\$(9.4)	\$(3.1)
Foreign Currency (Gains) Loss	ses		(1.3)	\$32.9	\$16.1
Earnings from Discovery Family Channel	RECURF	RING	(23.3)	(23.8)	(19.0)
Revaluation of Tax Sharing Liability			(19.9)		
Gain on Sale of Assets			(3.3)	(6.2)	(9.4)
Other			(4.1)	4.6	6.3
Total*			\$(74.1)	\$(1.8)	\$(9.1)

^{*}May not total due to rounding for presentation format



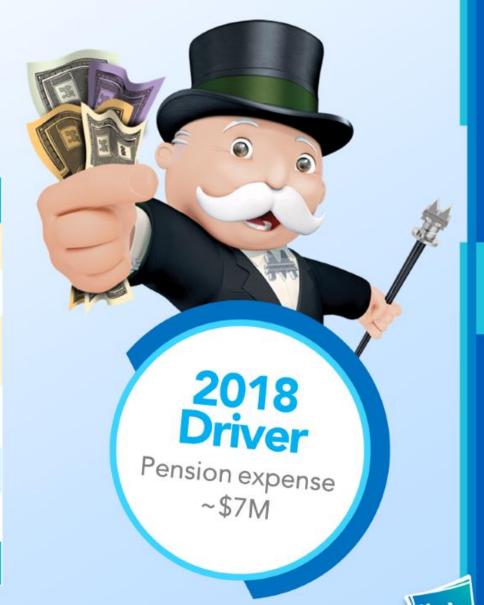
2017 Drivers

- 2017 Foreign currency gain versus loss in 2016
- Higher interest income from higher cash balances
- Gain on revaluation of tax sharing liability as a result of U.S. Tax Reform (non-recurring)



Non-Op

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Outlock

2017	2017 Underlying Tax Rate	19.9%	Tax Planning; Reevaluation of Current Reserves Creates Sustainable Lower Tax Rate PRIOR to U.S. Tax Reform		
	2017 Effective Tax Rate (excluding U.S. tax reform)	9.5%	Stock Compensation; Tax Planning; Reassessment of reserves and audit settlements		
	Full Year 2017 GAAP Rate 49.6		Estimated one-time deemed repatriation tax liability and adjustments to the Company's deferred tax assets and liabilities to reflect a lower U.S. corporate tax rate.		
2018	2017 Underlying Tax Rate	19.9%			
	2018 Underlying Tax Rate	15-17%	Favorable impact of U.S. Tax Reform subject to further guidance		



Outlock

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	Full Year 2017 GAAP Rate 49.6		Estimated one-time deemed repatriation tax liability and adjustments to the Company's deferred tax assets and liabilities to reflect a lower U.S. corporate tax rate.		
2018	2017 Underlying Tax Rate	19.9%			
	2018 Underlying Tax Rate	15-17%	Favorable impact of U.S. Tax Reform subject to further guidance		





Capital PRIORITIES

- Invest in the long-term profitable growth of Hasbro
- Return excess cash to shareholders through dividend and stock repurchase program
- Committed to goal of maintaining an investment grade rating and access to commercial paper market



Consistently Strong Cash Flow

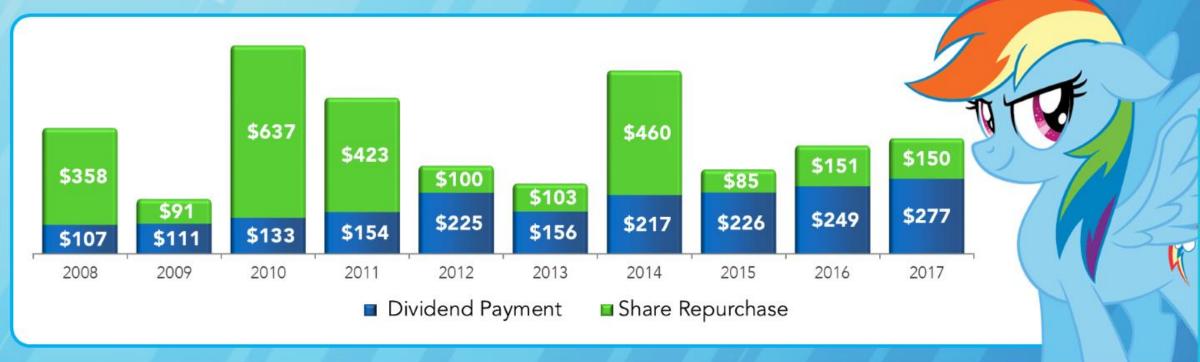
Operating Cash Flow Target: \$600-\$700M* On Average



^{*}Including \$100-\$125 million of expected production spend in 2018

^{**2015-2017} Operating Cash Flows have been restated to reflect the adoption of ASU 2016-09

Capital Priorities Dividend & Share Repurchase

















CONSUMER PRODUCTS







GAMING

















video playing in room



video playing in room



CUICK STRIKE

Social LISTENING

RAPID Development

Speed to MARKET





PEOPLE

- Cross Functional Teams
- Early Alignment

PROCESS

- React Quickly to Digital Insights
- Digital Design & Modeling Technologies

PRODUCT

- Relevant Innovation
- Faster Product-to-Market



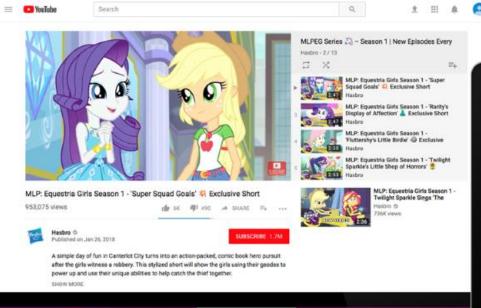




MINUTES WATCHED IN 2017

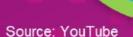
YouTube

DIGITAL CONTENT

























DIY How to make Play Doh Rainbow Colours Paint and Palette Fun Cross

16,968,817 views

Baby Alive Packing For First Sleepover! Molly Helps Lily Pack Her Suitcase!

590,703 views













FATHER & SON PLAY PIE FACE SHOWDOWN!

4,853,747 views









TRANSFORMERS TURBO CHANGER Optimus Prime Bumblebee Dragonstorm Megatron Grimlock Ckn Toys



14.5+ BILLION LIFETIME VIEWS



Nerf War: First Person Shooter 9

PDK Films G. 84M views - 11 months ago

lierf War: First Person Shooter 9, brought to you by PDK Films) In this Nerf

6+ BILLION **LIFETIME VIEWS**



Baby Alive video, going to The baby Alive Adoption Center to adopt a new









BABY ALIVE has a SLUMBER PARTY with MOMMY! The Lilly and Mor The TOYTASTIC Sisters

the BAD BABYSITTER. The Lifty and Momento





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chevy2who Han Solo's surprise on the Death Star. #blackseries #blackseries6inch #starwars #toptoyphotos #actionfigure #actionfigurephotography #starwarstoys #starwarstoyfigs #starwarstoycrew #blackseriesstarwars #hasbrotoypic #starwarstoyphotogaphy #toyunion #toyuniverse #blackseriesstarwars #starwarsblackseries #toyleague #starwarstoyspics #TBSFF #exclucollective #theplasticgalaxy #toycollective #toycrewbuddies #toys4life



320 likes

1 DAY AGO





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Pennsylvania

toyark One more Jaina shot before we move on here :) #jainasolo #starwarsblackseries #starwarslegends #hasbrotoypic Shasbropulse #r2d2 #gtptoys @gtptoys #actionfigure #actionfigures #ata_dreadnoughts #acba #justanothertoygroup #toptoyphotos #toyartistry #toycollector #toycommunity #toycrewbuddies #toydiscovery #toygroup_alliance #toyphotography #toyplanet #toyrevolution #toy #toys #toyslagram #toyunion #toyark



551 likes

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blueharvestdios A great Battle of Crait shot by @geek.turtle. Swipe to see the huge dio that he's created! 5 4

#starwarstheblackseries #starwars #hasbro #hasbrotoypic #starwarstoypics #starwarsphotography #theblackseries #theblackseries6inch #starwarsdioramas #starwarsdiorama #diostructure #diorama #thelastjedi #crait #firstorderstormtrooper neek turtle Thanks for sharing Javi



146 likes

1 DAY ADD



kixin_around + Follow

kixin_around Rexin*

#CaptainRex #501st #RevengeOfTheSith #CloneTrooper #CloneWars #StarWars #StarWarsToys #StarWarsToyPix #ToyPics #ToyCollective #StarWarsBlackSeries #StarWarsTheBlackSeries #ToyPix #ToyPhoto #HasbroStarWars #Photography #ToyPhotography #ToyPictures #Toys #Hasbro #ToyPic #BlackSeries6Inch #StarWars6Inch #toygroup_alliance











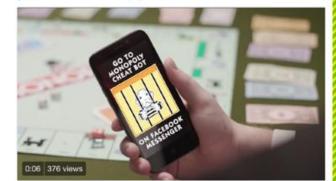
















HASBRO BRANDS









GLUBA **Entertainment/Character Consumer Products** \$3.3B \$7.1B \$5.9B \$5.5B \$4.8B \$3.5B \$9.3B HOME DÉCOR/ **CONSUMER HEALTH & PUBLISHING ACCESSORIES** PAPER FOOD & BEAUTY **HOUSEWARES ELECTRONICS PRODUCTS BEVERAGE**

Source: 2016 LIMA Annual Global Licensing Industry Survey - Entertainment & Character

\$13.5B

LICENSED

APPAREL





















falabella

peteralexander













50,000 DOORS





















audio only



Investing in Preschool Preschool

#1 Largest Supercategory in Toy & Game*

Recent growth driven by entertainment*

Projected category growth +14% by 2021*

Source: Little Characters Study 2016 (US, FR, RU, BR)
*NPD POS 2017 (G10 = US, UK, FR, GE, IT, SP, RUS, CAN, MEX, AUS);
Industry sources; Euromonitor 2017, Baby/Infant/Preschool Category









HASBRO









Keep Your Memories RECYCLE YOUR TOYS & GAMES

