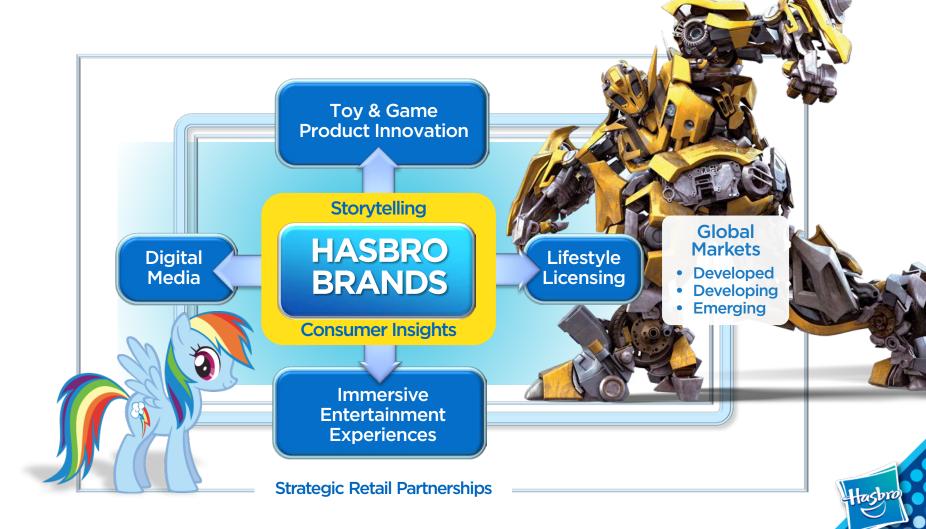


#### Safe Harbor

FORWARD-LOOKING STATEMENTS: 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 product and entertainment plans, anticipated product performance, business opportunities, plans and strategies, costs and cost savings initiative, financial goals and expectations for our future financial performance and achieving our objectives, and the anticipated impact of foreign exchange rates. 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 and acceptance of our products and product lines, changes in marketing and business plans and strategies as well as 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, the risk factors in the earnings release for the third quarter 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.

**REGULATION G:** Information required by Securities and Exchange Commission Regulation G, regarding non-GAAP financial measures, as well as other financial and statistical information, will be available at the time of the conference call on the Investor Relations' section of Hasbro's website at: <u>investor.hasbro.com</u>, under the subheading "Financial Information" – "Quarterly Results."

**Brand Blueprint** 





## Third Quarter 2015 Snapshot

#### 9% Revenue Growth Absent FX; Significant Negative FX Impact in the Quarter; Strong Consumer Takeaway Globally

#### Q3 Net Revenues \$1.47B flat year-over-year

- Q3 Net revenues up 9% absent negative \$132.4M FX impact in the quarter;
- U.S. and Canada segment up 5% (6% absent FX); International segment up 14% (absent FX); Entertainment and Licensing down 2%;
- Emerging markets revenues declined 15% in the quarter; Up approximately 14% absent FX

#### Franchise Brands grew 4% year-over-year in Q3 2015, Absent FX

• NERF, PLAY-DOH, MONOPOLY revenues up in the quarter

#### **Strong Growth in Partner Brands**

• STAR WARS, JURASSIC WORLD, MARVEL, DISNEY DESCENDANTS revenues up in the quarter

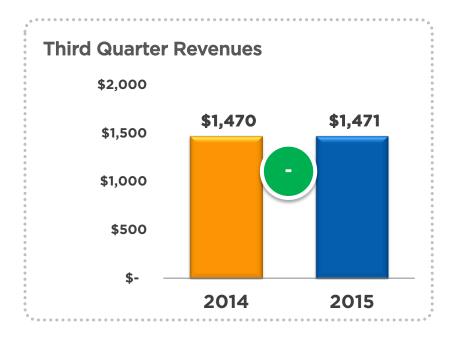
#### **Strong Financial Position**

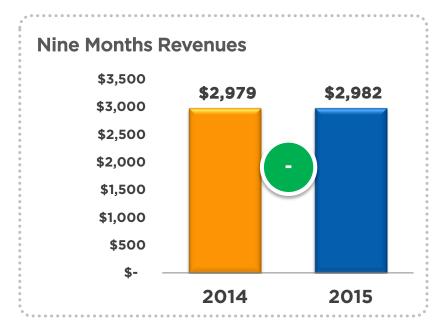
- Growth in operating profit
- \$551M in cash at quarter end

# Net Earnings of \$207.6M, or \$1.64 per diluted share, in Q3 2015 vs. \$180.5M, or \$1.40 per diluted share, in Q3 2014

- 2015 net earnings include a pre-tax gain of \$9.9M or \$0.06 per share related to the sale of manufacturing operations
- 2014 net earnings include a pre-tax charge of \$11.6M or \$0.06 per share related to the restructuring of the Company's investment in the television joint venture
- Adjusted Q3 2015 net earnings of \$200.5M, or \$1.58 per diluted share, vs. \$187.8M, or \$1.46 per diluted share, in Q3 2014

# Third Quarter & Nine Months Net Revenue Performance (\$ millions, unaudited)





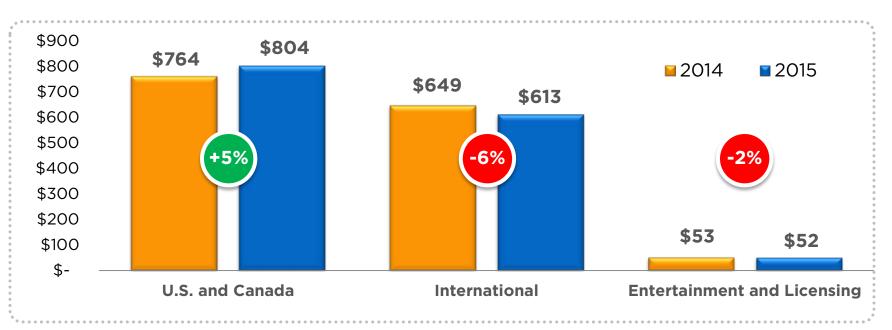
Foreign Exchange had a Negative \$132.4M Impact on Q3 2015 and a Negative \$266.4M Impact for the first nine months 2015

Q3 2015 Revenues Increased 9% Absent Foreign Exchange

First Nine Months 2015 Revenues Increased 9% Absent Foreign Exchange



### Third Quarter Segment Net Revenues



#### **U.S. and Canada**

Revenues up 5% (up 6% absent FX impact);
Strong POS, including Franchise and Partner Brands; Inventory in good position

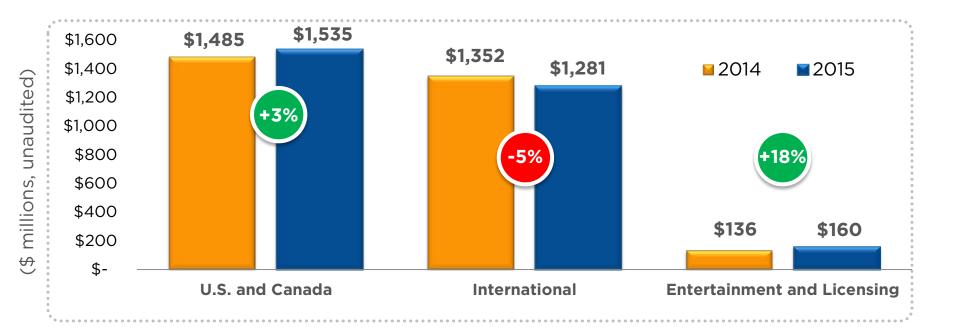
#### **International**

Revenues up 14% absent FX impact; Strong POS, including Franchise and Partner Brands; Inventory in good position

# Entertainment and Licensing

Reduction in revenue primarily due to lower royalties related to TRANSFORMERS

### Nine Months Segment Net Revenues



U.S. and Canada
Growth in Franchise and
Partner Brands; Strong
POS across categories

International
Revenues up 14% absent
FX impact; Strong POS

Licensing
Lifestyle Licensing &
Entertainment
Revenues Drove
Performance

#### **International Segment Revenues**

Third Quarter and Nine Months International Segment Revenue Growth/Decline Including and Excluding the Impact of Foreign Currency Translation

(\$ millions, unaudited)	Q3 2015 As Reported	Q3 2015 Absent FX	Nine Mo. 2015 As Reported	Nine Mo. 2015 Absent FX
Europe	-4%	+15%	-7%	+13%
Latin America	-13%	+14%	-5%	+18%
Asia Pacific	-1%	+9%	+1%	+9%
International	-6%	+14%	-5%	+14%

#### Foreign Exchange Impact

Third Quarter 2015: -\$126.7M; Nine Months 2015: -\$257.3M Absent FX: Emerging Markets up approximately 12%

in Q3 2015 and 14% for Nine Months 2015

# Third Quarter & Nine Months Net Revenues By Product Category

(\$ millions, unaudited)	Q3 2015	Q3 2014	% Change	Nine Mo. 2015	Nine Mo. 2014	% Change
Boys	\$ 593	\$ 479	+24%	\$ 1,206	\$ 1,062	+14%
Games	363	395	-8%	811	842	-4%
Girls	295	408	-28%	539	710	-24%
Preschool	220	188	+17%	426	365	+17%
Total	\$ 1,471	\$1,470	%	\$ 2,982	\$2,979	%

- Boys and Preschool Up in Both Periods;
- MONOPOLY, NERF, and PLAY-DOH Up in Both Periods
- Partner Brands Up in Both Periods: STAR WARS, JURASSIC WORLD, MARVEL, DISNEY DESCENDANTS
- Declines in TRANSFORMERS and FURBY (as expected)

# Third Quarter & Nine Months Net Revenues By Product Category-Absent FX

(\$ millions, unaudited)	Q3 2015	Q3 2014	% Change	Nine Mo. 2015	Nine Mo. 2014	% Change
Boys	\$ 642	\$ 479	+34%	\$ 1,312	\$ 1,062	+24%
Games	392	395	%	868	841	3.1%
Girls	331	408	-19%	604	710	-15%
Preschool	239	188	+27%	465	365	+27%
Total	\$ 1,603	\$1,470	9.1%	\$ 3,249	\$2,979	9.1%



## Third Quarter Major Expense Items

(\$ millions, unaudited)	Q3 2015	Q3 2014	% Change YOY*	Q3 2015 % of Revenue
Cost of Sales	\$579	\$603	-4%	39.4%
Royalties	\$114	\$94*	+21%	7.7%
Product Development	\$65	\$58	+11%	4.4%
Advertising	\$142	\$147	-4%	9.7%
Amortization of Intangibles	\$9	\$13	-29%	0.6%
Program Production Cost Amortization	\$11	\$24	-53%	0.8%
Selling, Distribution & Administration	\$247*	\$244*	+1%	16.8%

<sup>\*</sup>Note: 2015 SD&A includes a \$3.1M benefit from the sale of manufacturing operations; 2014 Royalties includes a \$2.3M benefit from the restructuring of equity method investment and a \$1M loss in SD&A

## **Nine Months Major Expense Items**

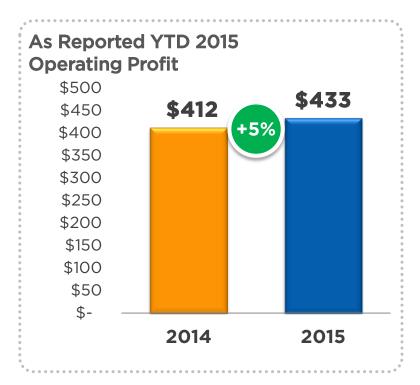
(\$ millions, unaudited)	Nine Months 2015	Nine Months 2014	% Change YOY	% of Nine Months 2015 Revenue
Cost of Sales	\$1,122	\$1,182	-5%	37.6%
Royalties	\$230	\$214*	+7%	7.7%
Product Development	\$174	\$157	+11%	5.8%
Advertising	\$288	\$296	-3%	9.7%
Amortization of Intangibles	\$35	\$38	-7%	1.2%
Program Production Cost Amortization	\$30	\$36	-17%	1.0%
Selling, Distribution & Administration	\$669*	\$643*	+4%	22.4%

<sup>\*</sup>Note: 2015 SD&A includes a \$3.1M benefit from the sale of manufacturing operations; 2014 Royalties includes a \$2.3M benefit from the restructuring of equity method investment and a \$1M loss in SD&A

#### **Third Quarter and Nine Months Operating Profit**

(\$ millions, unaudited)

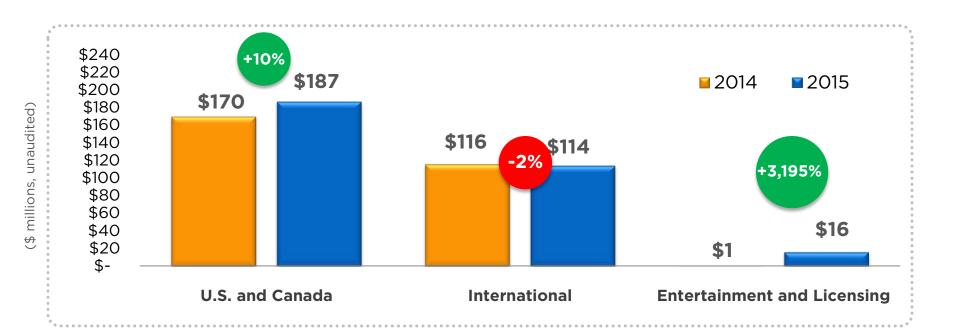




Q3 2015 Operating Profit Margin 20.6% vs. 19.4% in 2014 YTD 2015 Operating Profit Margin 14.5% vs. 13.8% in 2014 Q3 and YTD 2015 Operating Profit up 18% and 20%, respectively absent FX



## **Third Quarter Segment Operating Profit**



#### **U.S. and Canada**

Operating profit & margin up year-over-year; Higher revenue and lower amortization despite investing in the business

#### **International**

Absent FX, Operating profit increased 14%

# **Entertainment and Licensing**

Operating profit up; Lower amortization and programming costs

## Nine Months Segment Operating Profit



#### **U.S. and Canada**

Favorable product mix and revenue growth more than offsetting investments

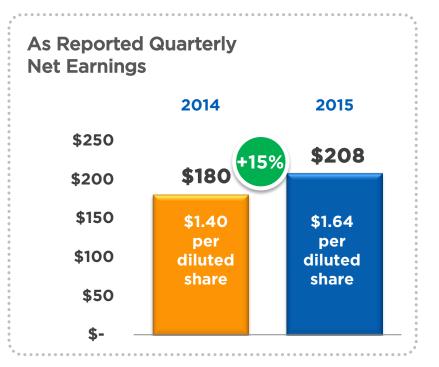
#### **International**

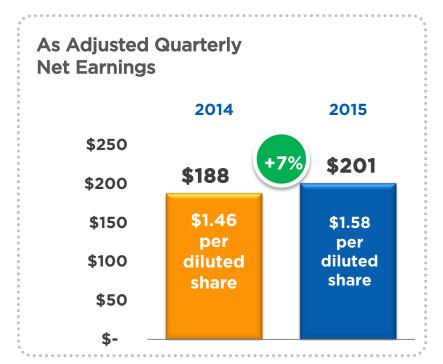
Lower fixed costs
and favorable
product mix offset
by FX; Operating
profit up 13% absent
FX

# **Entertainment and Licensing**

Q1 2015
entertainment &
licensing revenue
growth and lower
amortization and
programming costs

# Third Quarter Net Earnings Attributable to Hasbro, Inc.





#### Adjusted Net Earnings up 7% year-over-year

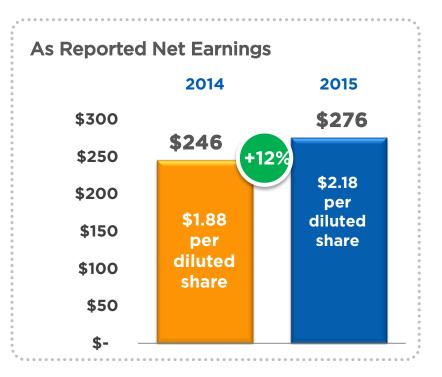
Adjusted Q3 2015 excludes a \$9.9 M, or \$0.06 per diluted share, gain from the sale of manufacturing operations; Adjusted Q3 2014 excludes a \$11.6M or \$0.06 per diluted share, charge related to the restructuring of the Company's investment in its television joint venture

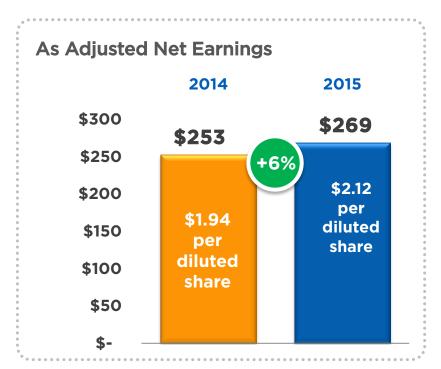
Q3 2015 Non-Operating Expense, net was \$19M vs. \$42M in 2014

Q3 2015 Non-Operating Expense, net includes \$7M gain on sale of manufacturing operations; Q3 2014 Non-Operating Expense, net includes \$13M loss from the television restructuring

Q3 2015 Tax Rate of 27.2% vs. 27.8% in 2014

# Nine Months Net Earnings Attributable to Hasbro, Inc.





#### Net Earnings up 12% year-over-year

Adjusted Q3 2015 excludes a \$9.9 M, or \$0.06 per diluted share, gain from the sale of manufacturing operations;

Adjusted Q3 2014 excludes a \$11.6M, or \$0.06 per diluted share, charge related to the restructuring of the Company's investment in its television joint venture

# Third Quarter Key Cash Flow & Balance Sheet

Data			
Data	Sept. 27,	Sept. 28,	
(\$ millions, unaudited)	2015	2014	Notes
Cash	\$551	\$452	Strong cash position, mostly held overseas
Depreciation	\$36	\$32	
Amortization of Intangibles	\$9	\$13	Q2 2015 marked last quarter of amortization of certain digital gaming property rights
<b>Television Program Spending</b>	\$7	\$11	Continued investment in programming
Capital Expenditures Q3 Capital Expenditures YTD	\$30 \$98	\$27 \$78	Tooling and systems investments
Dividends Paid Q3 Dividends Paid YTD	\$ 58 \$168	\$55 \$163	Next dividend payment on 11/16/15; \$168M paid in First Nine Months 2015
Stock Repurchase Q3 Stock Repurchase YTD	\$26 \$73	\$125 \$338	\$491M remain in authorizations
Operating Cash Flow (Q3) (Trailing Twelve Months)	\$(166) \$497	\$(82) \$381	
Accounts Receivable	\$1,390	\$1,314	DSOs up 5 days YOY at 85 days; receivables of good quality
Inventory	\$447	\$499	Up \$34M absent FX and impact of manufacturing operations sale; well positioned for holiday season

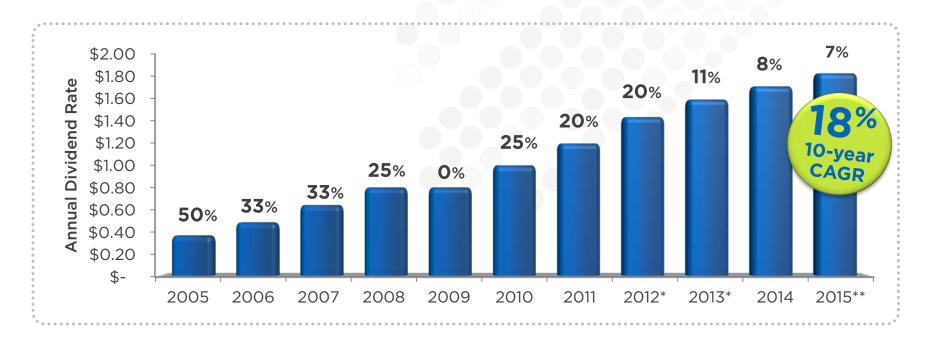
# Capital Priorities

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

# **Operating Cash Flow Target:** \$500 Million on Average Per Year



## **Capital Priorities: Dividend**



7%
2015 Quarterly
dividend increase



10 Years \$1.3B

<sup>\*2012</sup> and 2013 annual dividend rates have been adjusted to move accelerated payment paid in 2012 to 2013

<sup>\*\* 2015</sup> annual dividend rate is projected

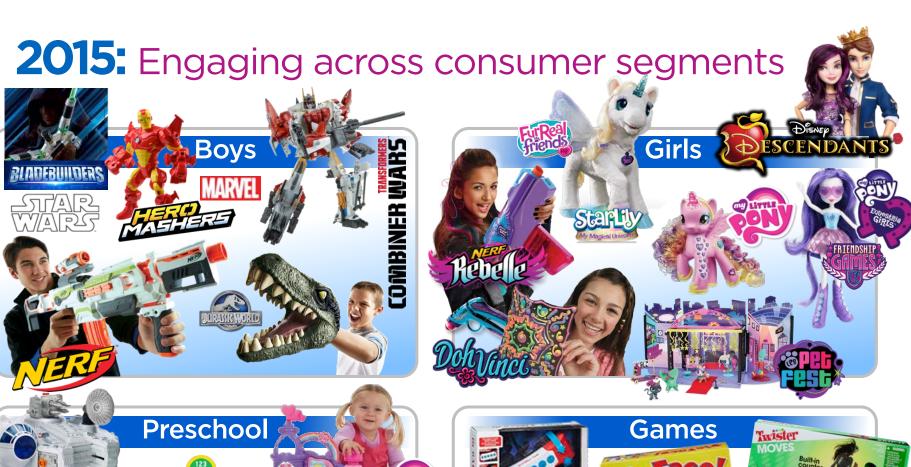
## **Capital Priorities: Share Repurchase**



Q3 2015 End \$491M Remains

Q3 2015
Repurchases
\$26M

10 Years **\$3.3B** 







# Supplementary Financial Information



# Third Quarter and Nine Month Consolidated Statements of Operations

	Quarter Ended					Nine Months Ended					
(\$ millions, unaudited)	Sept. 27, 2015	% Net Revenues	Sept 28, 2014	% Net Revenues	Sept. 27, 2015	% Net Revenues	Sept 28, 2014	% Net Revenues			
Net Revenues	\$1,471	100.0%	\$1,470	100.0%	\$2,982	100.0%	\$2,979	100.0%			
Cost of Sales	579	39.4%	603	41.0%	1,122	37.6%	1,182	39.7%			
Royalties	114	7.7%	94	6.4%	230	7.7%	214	7.2%			
Product Development	65	4.4%	58	4.0%	174	5.8%	157	5.3%			
Advertising	142	9.7%	147	10.0%	288	9.7%	296	10.0%			
Amortization of Intangibles	9	0.6%	13	0.9%	35	1.2%	38	1.3%			
Program Production Cost Amortization	11	0.8%	24	1.7%	30	1.0%	36	1.2%			
Selling, Distribution & Administration	247	16.8%	244	16.6%	669	22.4%	643	21.6%			
Operating Profit	304	20.6%	286	19.4%	433	14.5%	412	13.8%			
Interest Expense	24	1.6%	25	1.7%	73	2.4%	70	2.3%			
Other (Income) Expense, Net	(5)	-0.3%	17	1.2%	(12)	(0.4)%	7	0.2%			
Earnings Before Income Taxes	285	19.3%	244	16.6%	373	12.5%	335	11.2%			
Income Taxes	78	5.3%	64	4.3%	100	3.4%	90	3.0%			
Net Earnings	206	14.0%	180	12.3%	272	9.1%	244	8.2%			
Net Loss Attributable to Noncontrolling Interests	(1)	-0.1%		0.0%	(4)	-0.1%	(2)	-0.1%			
Net Earnings Attributable to Hasbro, Inc.	\$208	14.1%	\$180	12.3%	\$276	9.3%	\$246	8.3%			
Diluted EPS	\$1.64		\$1.40		\$2.18		\$1.88				

#### **Condensed Consolidated Balance Sheets**

(\$ millions, unaudited)	Sept 27, 2015	Sept 28, 2014
Cash & Cash Equivalents	\$551	\$452
Accounts Receivable, Net	1,390	1,314
Inventories	447	499
Other Current Assets	389	381
Total Current Assets	2,778	2,646
Property, Plant & Equipment, Net	220	228
Other Assets	1,582	1,635
Total Assets	\$4,580	\$4,509
Short-term Borrowings	\$114	\$78
Payables & Accrued Liabilities	937	936
Total Current Liabilities	1,050	1,014
Long-term Debt	1,560	1,560
Other Liabilities	386	392
Total Liabilities	2,996	2,966
Redeemable Noncontrolling Interests	41	44
Total Shareholders' Equity	1,543	1,499
Total Liabilities, Redeemable Noncontrolling Interests and Shareholders' Equity	\$4,580	\$4,509

#### **Condensed Consolidated Cash Flow-Nine Months Ended**

	(\$ millions, unaudited)	Sept 27, 2015	Sept 28, 2014
Net Cash Provided by Operating Activit	ies	\$ 70	\$27
Cash Flows from Investing Activities:			
Additions to Property, Plant and Equipment		(98)	(78)
Investments and Dispositions		16	64
Other		23	4
Net Cash Utilized by Investing Activities	5	(59)	(10)
Cash Flows from Financing Activities:			
Proceeds from Borrowings with Maturity Gre	eater than 3 Months	-	560
Repayments of Borrowings with Maturity Gr	eater than 3 Months	-	(425)
Net (Repayments of) Proceeds from Short-t	erm Borrowings	(138)	71
Purchases of Common Stock		(74)	(338)
Stock-based Compensation Transactions		44	52
Dividends Paid		(168)	(163)
Other		1	-
Net Cash Utilized by Financing Activitie	S	(336)	(243)
Effect of Exchange Rate Changes on Cash		(17)	(4)
Cash and Cash Equivalents at Beginning of Ye	ear	893	682
Cash and Cash Equivalents at End of Ye	ar	\$551	\$ 452
26			

#### **Supplemental Financial Data**

#### 2015 Operating Profit, Excluding Gain on Sale of Manufacturing Operations

(\$ thousands, unaudited)			on Mar	ain on Sale nufacturing	on M	Gain on Sale anufacturing	
Quarter Ended Sept. 27, 2015		Reported		erations		perations	% Net Revenues
Net Revenues	\$	1,470,997	\$	-	\$	1,470,997	100.0%
Costs and Expenses:							
Cost of Sales		579,149		-		579,149	39.4%
Royalties		113,950		-		113,950	7.7%
Product Development		64,793		-		64,793	4.4%
Advertising		142,029		-		142,029	9.7%
Amortization of Intangibles		9,031		-		9,031	0.6%
Program Production Cost Amortization		11,496		-		11,496	0.8%
Selling, Distribution and Administration		247,022		3,061		250,083	17.0%
Operating Profit		303,527		(3,061)		300,466	20.4%
Interest Expense		24,045		-		24,045	1.6%
Other (Income) Expense, Net		(5,135)		6,832		1,697	0.1%
Earnings before Income Taxes	\$	284,617	\$	(9,893)	\$	274,724	18.7%
Nine Months Ended Sept. 27, 2015	As R	Reported	on Man	nin on Sale ufacturing erations	on Ma	Gain on Sale anufacturing oerations	% Net Revenues
Net Revenues	\$	2,982,155	\$	_	\$	2,982,155	100.0%
Costs and Expenses:							
Cost of Sales		1,122,283		-		1,122,283	37.6%
Royalties		230,108		-		230,108	7.7%
Product Development		174,299		-		174,299	5.8%
Advertising		288,136		-		288,136	9.7%
Amortization of Intangibles		35,330		-		35,330	1.2%
Program Production Cost Amortization		29,812		-		29,812	1.0%
Selling, Distribution and Administration		668,955		3,061		672,016	22.5%
Operating Profit		433,232		(3,061)		430,171	14.4%
Operating Profit Interest Expense		433,232 72,816		(3,061)		430,171 72,816	14.4% 2.4%
				(3,061) - 6,832			

#### **Supplemental Financial Data**

## 2014 Operating Profit, Excluding Restructuring of Equity Method Investment

(\$ thousands, unaudited)				structuring ty Method		turing of Method	
Quarter Ended Sept. 28, 2014	As F	Reported		stment	Inves	tment	% Net Revenues
Net Revenues	\$	1,469,899	\$	-	\$	1,469,899	100.0%
Costs and Expenses:							
Cost of Sales		602,766		-		602,766	41.0%
Royalties		94,352		2,328		96,680	6.6%
Product Development		58,220		-		58,220	4.0%
Advertising		147,492		-		147,492	10.0%
Amortization of Intangibles		12,809		-		12,809	0.9%
Program Production Cost Amortization		24,374		-		24,374	1.7%
Selling, Distribution and Administration		244,072		(1,000)		243,072	16.5%
Operating Profit		285,814		(1,328)		284,486	19.4%
Interest Expense		24,710		-		24,710	1.7%
Other (Income) Expense, Net		17,050		(12,894)		4,156	0.3%
Earnings before Income Taxes	\$	244,054	\$	11,566		\$255,620	17.4%
Nine Months Ended Sept. 28, 2014	ΛcD	Reported	Less Re	estructuring ity Method estment	Exc Restru Equit	cluding ecturing of y Method estment	% Net Revenues
Net Revenues	\$	2,978,614	\$	estment	\$	2,978,614	100.0%
	Φ	2,970,014	Φ	-	Ф	2,970,014	100.0%
Costs and Expenses:  Cost of Sales		1,181,647				1,181,647	39.7%
Royalties		214,466		2,328		216,794	7.3%
Product Development		157,184		-		157,184	5.3%
Advertising		296,444		-		296,444	10.0%
Amortization of Intangibles		38,103		-		38,103	1.3%
Program Production Cost Amortization		35,742		-		35,742	1.2%
Selling, Distribution and Administration		643,202		(1,000)		642,202	21.6%
Operating Profit		411,826		(1,328)		410,498	13.8%
Interest Expense		69,940		-		69,940	2.3%
Other (Income) Expense, Net		7,320		(12,894)		(5,574)	-0.2%
28 Earnings before Income Taxes	\$	334,566		\$11,566	\$	346,132	11.6%

#### **Supplemental Financial Data**

Net Earnings and Earnings per Share Excluding Gain on Sale of Manufacturing Operations and Restructuring of Equity Method Investment

(\$ thousands, unaudited)	Quarter Ended								
( the dealine, and delices,	Diluted Per							ted Per	
	Sep	t. 27, 2015	Share	e Amount	Sep	t. 28, 2014	Share	Amount	
Net Earnings Attributable to Hasbro, Inc., as Reported	\$	207,599	\$	1.64	\$	180,457	\$	1.40	
Restructuring of Equity Method Investment, Net of Tax	\$	-	\$	-	\$	7,379		0.06	
Gain on Sale of Manufacturing Operations		(7,050)		(0.06)		-		-	
Net Earnings Attributable to Hasbro, Inc., as Adjusted	\$	200,549	\$	1.58	\$	187,836	\$	1.46	
	-		-						
				Nine Mont	hs End	led			
			Dilu	ited Per			Diluted Per		
	Sep	t. 27, 2015	Share	e Amount	Sep	t. 28, 2014	Share	e Amount	
Net Earnings Attributable to Hasbro, Inc., as Reported	\$	276,075	\$	2.18	\$	246,019	\$	1.88	
Restructuring of Equity Method Investment, Net of Tax		-		-		7,379		0.06	
Gain on Sale of Manufacturing Operations		(7,050)		(0.06)		-		-	
Net Earnings Attributable to Hasbro, Inc., as Adjusted	\$	269,025	\$	2.12	\$	253,398	\$	1.94	



