## Washington, D. C. 20549

FORM 10-Q
QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d)
OF THE SECURITIES EXCHANGE ACT OF 1934

HASBRO, INC.
(Name of Registrant)

Rhode Island
(State of Incorporation)

05-0155090
(I.R.S. Employer Identification No.)

1027 Newport Avenue, Pawtucket, Rhode Island 02861
(Principal Executive Offices)
(401) 431-8697

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or $15(\mathrm{~d})$ of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports) and (2) has been subject to such filing requirements for the past 90 days.

$$
\text { Yes } X \text { or No }
$$

The number of shares of Common Stock, par value $\$ .50$ per share, outstanding as of November 5, 1999 was 193,764,320.

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HASBRO, INC. AND SUBSIDIARIES
Consolidated Balance Sheets
(Thousands of Dollars Except Share Data)
(Unaudited)
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| Assets | $\begin{gathered} \text { Sep. } 26, \\ 1999 \end{gathered}$ | $\begin{gathered} \text { Sep. } 27, \\ 1998 \end{gathered}$ | $\begin{gathered} \text { Dec. } 27 \\ 1998 \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| Current assets |  |  |  |
| Cash and cash equivalents | \$ 108, 627 | 176,486 | 177,748 |
| Accounts receivable, less allowance for doubtful accounts of \$64,900, |  |  |  |
| \$56,900 and \$64,400 | 1,167,660 | 1,030,751 | 958, 826 |
| Inventories: |  |  |  |
| Finished products | 366,811 | 328,757 | 283,160 |
| Work in process | 17,839 | 16,627 | 12,698 |
| Raw materials | 54,012 | 38,425 | 38,943 |
| Total inventories | 438, 662 | 383, 809 | 334, 801 |
| Deferred income taxes | 108,930 | 92,748 | 100, 332 |
| Prepaid expenses | 443,344 | 243,513 | 218, 279 |
| Total current assets | 2,267,223 | 1,927,307 | 1,789,986 |
| Property, plant and equipment, net | 303,667 | 287,872 | 330,355 |

Cost in excess of acquired net assets,
less accumulated amortization of \$179,094 \$144,503 and \$152,008 Other intangibles, less accumulated
amortization of $\$ 232,597, \$ 187,554$ Other intangibles, less accumulated
amortization of $\$ 232,597, \$ 187,554$ and \$192, 268 and
Other

687,848 643,136 704,282

Total other assets

Total assets

800,514 716,123 837,899
134,017 101,866 131,323
1,622,379 1,461,125 1,673,504
-------- -------- ---------
\$4,193,269 3,676,304 3,793,845

HASBRO, INC. AND SUBSIDIARIES
Consolidated Balance Sheets, continued
(Thousands of Dollars Except Share Data) (Unaudited)

| Liabilities and Shareholders' Equity | $\begin{gathered} \text { Sep. } 26, \\ 1999 \end{gathered}$ | $\begin{gathered} \text { Sep. } 27, \\ 1998 \end{gathered}$ | $\begin{gathered} \text { Dec. } 27, \\ 1998 \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| Current liabilities |  |  |  |
| Short-term borrowings | \$ 889,405 | 507,596 | 372,249 |
| Trade payables | 140,845 | 152,350 | 209,119 |
| Accrued liabilities | 733,114 | 788,902 | 729,605 |
| Income taxes | 75,745 | 88,654 | 55,327 |
| Total current liabilities | 1,839,109 | 1,537,502 | 1,366,300 |
| Long-term debt, excluding current installments | 407,584 | 300,000 | 407,180 |
| Deferred liabilities | 82,451 | 80,010 | 75,570 |
| Total liabilities | 2,329,144 | 1,917,512 | 1,849, 050 |
| Shareholders' equity |  |  |  |
| Preference stock of $\$ 2.50$ par value. Authorized 5,000,000 shares; none issued | - | - | - |
| Common stock of $\$ .50$ par value. Authorized 300,000,000 shares; issued 209,694,630, 209,698,516 |  |  |  |
| and 209,698,516 | 104,847 | 104,849 | 104,849 |
| Additional paid-in capital | 467,064 | 453,586 | 521,316 |
| Retained earnings | 1,717,972 | 1,500,478 | 1,621,799 |
| Accumulated other comprehensive income | $(27,470)$ | $(5,216)$ | $(9,625)$ |
| Treasury stock, at cost; 15,299,432, $13,664,769$ and $13,523,983$ shares | $(398,288)$ | $(294,905)$ | $(293,544)$ |
| Total shareholders' equity | 1,864,125 | 1,758,792 | 1,944,795 |
| Total liabilities and shareholders' equity | \$4,193,269 | 3,676,304 | 3,793,845 |

See accompanying condensed notes to consolidated financial statements.

| HASBRO, INC. AND SUBSIDIARIES <br> Consolidated Statements of Earnings <br> (Thousands of Dollars Except Share Data) <br> (Unaudited) <br> Quarter Ended <br> Nine Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \text { Sep. } 26, \\ 1999 \end{gathered}$ | $\begin{gathered} \text { Sep. } 27 \\ 1998 \end{gathered}$ | $\begin{gathered} \text { Sep. } 26, \\ 1999 \end{gathered}$ | $\begin{gathered} \text { Sep. } 27 \\ 1998 \end{gathered}$ |
| Net Revenues | \$ 1, | 1, 098,179 | 945,498 | 2,641,151 | 2,000,375 |
| Cost of Sales |  | 444, 013 | 402, 369 | 1,045,556 | 853,776 |
| Gross Profit |  | 654,166 | 543, 129 | 1,595,595 | 1,146,599 |
| Expenses |  |  |  |  |  |
| Amortization |  | 31,130 | 19,275 | 88,974 | 49,298 |
| Royalties, Research and |  |  |  |  |  |
|  |  | 117,567 | 128,053 | 299,925 | 257, 023 |
| Selling, Distribution and |  |  |  |  |  |
| Acquired Research and |  |  |  |  |  |
| Total Expenses |  | 513, 057 | 443, 788 | 1,366,626 | 1, 028, 974 |
| Operating Profit |  | 141, 109 | 99,341 | 228,969 | 117,625 |
| Nonoperating (income) expense |  |  |  |  |  |
| Interest Expense |  | 19,190 | 11,308 | 44,788 | 20, 036 |
| Other (Income) Expense, Net |  | $(1,515)$ | $(1,568)$ | $(6,042)$ | $(12,082)$ |
| Total nonoperating (income) |  |  |  |  |  |
| Earnings Before Income Taxes |  | 123,434 | 89,601 | 190, 223 | 109,671 |
| Income Taxes |  | 38,264 | 28,271 | 58,969 | 35, 095 |
| Net Earnings | \$ | 85,170 | 61,330 | 131, 254 | 74,576 |
| Per Common Share |  |  |  |  |  |
| Net Earnings |  |  |  |  |  |
| Basic | \$ | . 44 | . 31 | . 67 | . 38 |
| Diluted | \$ | . 43 | . 30 | . 64 | . 36 |
| Cash Dividends Declared | \$ | . 06 | . 05 | . 18 | . 15 |

See accompanying condensed notes to consolidated financial statements.

HASBRO, INC. AND SUBSIDIARIES
Consolidated Statements of Cash Flows
Nine Months Ended September 26, 1999 and September 27, 1998
(Thousands of Dollars)
(Unaudited)

|  | 1999 | 1998 |
| :---: | :---: | :---: |
| Cash flows from operating activities |  |  |
| Net earnings \$ | \$ 131,254 | 74,576 |
| Adjustments to reconcile net earnings to net cash |  |  |
| Depreciation and amortization of plant and equipment | t 76,511 | 69,458 |
| Other amortization | 88,974 | 49,298 |
| Deferred income taxes | $(5,974)$ | $(8,141)$ |
| Acquired research and development | - | 20, 000 |

Change in operating assets and liabilities (other than cash and cash equivalents):
Increase in accounts receivable
Increase in inventories
Increase in prepaid expenses
(Decrease) increase in trade payables and accrued liabilities
Other

Net cash utilized by operating activities
Cash flows from investing activities
Additions to property, plant and equipment Purchase of product rights and licenses Investments and acquisitions, net of cash acquired Other

| $(218,729)$ | $(241,956)$ |
| :---: | :---: |
| $(109,874)$ | $(113,951)$ |
| $(227,326)$ | $(130,678)$ |
| $(39,419)$ | 59,184 |
| $(1,081)$ | $(1,613)$ |
| $(305,664)$ | $(223,823)$ |
| $(66,897)$ | $(87,543)$ |
| $(13,800)$ |  |
| $(22,791)$ | $(389,441)$ |
| 2,527 | 6,033 |
| $(100,961)$ | $(470,951)$ |

Cash flows from financing activities
Proceeds from borrowings with original maturities of more than three months
$445,861300,850$
Repayments of borrowings with original maturities of more than three months
$(90,760)(25,775)$
Net proceeds of other short-term borrowings
Purchase of common stock
Stock option transactions
178, 062 378,363
$(207,170)(172,574)$
$48,172 \quad 51,579$
$(33,879)(31,817)$
------- $\quad-------$
Net cash provided by financing activities

Effect of exchange rate changes on cash

Decrease in cash and cash equivalents
Cash and cash equivalents at beginning of year

| ------ | ----- |
| ---: | ---: |
| $(2,782)$ | 8,849 |

$(69,121)(185,299)$
177,748 361,785

Cash and cash equivalents at end of period

| \$108, 627 | 176,48 |
| :---: | :---: |

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HASBRO, INC. AND SUBSIDIARIES
Consolidated Statements of Cash Flows (continued)
Nine Months Ended September 26, 1999 and September 27, 1998
(Thousands of Dollars)
(Unaudited)

|  | 1999 | 1998 |
| :---: | :---: | :---: |
| Supplemental information |  |  |
| Cash paid during the period for: |  |  |
| Interest | \$ 40,952 | 14,931 |
| Income taxes | \$ 37,639 | 41,980 |

See accompanying condensed notes to consolidated financial statements.

HASBRO, INC. AND SUBSIDIARIES Consolidated Statements of Comprehensive Earnings
(Thousands of Dollars)
(Unaudited)

| Quarter Ended |  |  | Nine Months Ended |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { Sep. 26, } \\ & 1999 \end{aligned}$ | $\begin{aligned} & \text { Sep. } 27, \\ & 1998 \end{aligned}$ | $\begin{gathered} \text { Sep. } 26, \\ 1999 \end{gathered}$ | $\begin{gathered} \text { Sep. 27, } \\ 1998 \end{gathered}$ |
| \$ | 85,170 | 61,330 | 131,254 | 74,576 |
|  | $(1,461)$ | 14,860 | $(17,845)$ | $(1,313)$ |
| \$ | 83,709 | 76,190 | 113,409 | 73,263 |

See accompanying condensed notes to consolidated financial statements.
(1) In the opinion of management and subject to year-end audit, the accompanying unaudited interim financial statements contain all adjustments (consisting of only normal recurring accruals) necessary to present fairly the financial position of the Company as of September 26, 1999 and September 27, 1998, and the results of operations and cash flows for the periods then ended.

The results of operations for the nine months ended September 26, 1999 are not necessarily indicative of results to be expected for the full year.
(2) All share and per share amounts have been adjusted to reflect the three-for-two stock split paid March 15, 1999.
(3) The Company's other comprehensive earnings (loss) primarily results from foreign currency translation adjustments.
(4) Hasbro is a worldwide marketer and distributor of children's and family entertainment products, principally engaged in the design, manufacture and marketing of games and toys ranging from traditional to high-tech. During the second quarter of 1999, the Company redefined its focus and method of managing its business into two major areas, Toys and Games. Following this organizational adjustment, within its two key areas, under the provisions of Statement of Financial Accounting Standards No. 131, Disclosures about Segments of an Enterprise and Related Information, the Company's reportable segments are U.S. Toys, Games, International and Global Operations.

In the United States, the U.S. Toy segment includes the design, marketing and selling of boys action figures, vehicles and playsets, girls toys, preschool toys and infant products and creative play products. The Games segment includes the development, marketing and selling of traditional board games and puzzles, handheld electronic games, electronic plush, electronic learning aids and interactive software games based on the Company's owned and licensed brands. Within the International segment, the Company develops, markets and sells both toy and game products in non-U.S. markets. Global Operations manufactures and sources product for the majority of the Company's segments. The Company also has other segments which license certain toy properties and which develop and market non-traditional toy and game based product realizing more than half of their revenues and the majority of their operating profit in the first half of the year, which is contra-seasonal to the rest of the Company's business. These other segments do not meet the quantitative thresholds for reportable segments and have been combined for reporting purposes.

Segment performance is measured at the operating profit level. Included in Corporate and eliminations are general corporate expenses, the elimination of intersegment transactions and assets not identified with a specific segment. Intersegment sales and transfers are reflected in management reports at amounts approximating cost.

The accounting policies of the segments are the same as those described in note 1 to the Company's consolidated financial statements for the year ended December 27, 1998

Amounts shown for the nine months of 1999 are not necessarily representative of those which may be expected for the full year 1999 nor were those of the nine months of 1998 representative of those actually experienced for the full year 1998. Similarly, such results are not necessarily those which would be achieved were each segment an unaffiliated business enterprise.

Information by segment and a reconciliation to reported amounts for the three and nine months ended September 26, 1999 and September 27, 1998 are as follows.

|  | Three Months |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1999 |  |  | 1998 |  |
| Net revenues |  | External | Affiliate | External | Affiliate |
| U.S. Toys | \$ | 309,670 | - | 272,377 | - |
| Games |  | 394,887 | 50,410 | 328, 058 | 2,688 |
| International |  | 359,740 | 655 | 293,675 | 396 |
| Global Operations (a) |  | 8,591 | 293,612 | 1,884 | 288, 072 |
| Other segments |  | 25,291 | 5,314 | 49,504 | 3,575 |
| Corporate and eliminations |  | - | $(349,991)$ | - | $(294,731)$ |
|  |  | , 098,179 | - | 945,498 | - |

HASBRO, INC. AND SUBSIDIARIES
Condensed Notes to Consolidated Financial Statements (continued)
(Thousands of Dollars)
(Unaudited)


|  | Quarter <br> Sep. 26, $1999$ | ```ended Sep. 27, 1998``` | Nine Mon Sep. 26, 1999 | $\begin{gathered} \text { hs ended } \\ \text { Sep. } 27, \\ 1998 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| Operating profit |  |  |  |  |
| U.S. Toys | \$ 35, 278 | 30,446 | 84,313 | 32,695 |
| Games (c) | 56,592 | 34,688 | 95, 224 | 51,597 |
| International | 58,817 | 38,341 | 33,854 | 15,306 |
| Global Operations (a) | $(2,090)$ | (811) | $(5,714)$ | $(11,033)$ |
| Other segments | $(8,572)$ | 2,544 | 22,455 | 29,564 |
| Corporate and eliminations | 1, 084 | $(5,867)$ | $(1,163)$ | (504) |
|  | \$141, 109 | 99,341 | 228,969 | 117,625 |
| Depreciation |  |  |  |  |
| U.S. Toys and Games (b) | \$ 4,263 | 3,621 | 11,054 | 7,628 |
| International | 1,263 | 2,374 | 5,821 | 6,998 |
| Global Operations | 19,837 | 17,141 | 48,583 | 45,648 |
| Other segments | 597 | 322 | 2,771 | 2,013 |
| Corporate and eliminations | 2,114 | 2,143 | 8,282 | 7,171 |
|  | \$ 28, 074 | 25,601 | 76,511 | 69,458 |
| Amortization of intangibles |  |  |  |  |
| U.S. Toys and Games (b) | \$ 21, 295 | 10,798 | 57,293 | 25,925 |
| International | 6,039 | 3,731 | 18,083 | 11, 218 |
| Global Operations | 916 | - | 1,931 | - |
| Other segments | 2,880 | 4,746 | 11,667 | 12,155 |
|  | \$ 31, 130 | 19,275 | 88,974 | 49,298 |


|  | Quarte Sep. 26, 1999 | $\begin{aligned} & \text { ended } \\ & \text { Sep. } 27, \\ & 1998 \end{aligned}$ | Nine Mo Sep. 26, 1999 | ths ended Sep. 27, 1998 |
| :---: | :---: | :---: | :---: | :---: |
| Capital additions |  |  |  |  |
| U.S. Toys and Games (b) | \$ 2,694 | 2, 071 | 7,874 | 4,961 |
| International | 2,676 | 3,262 | 4,705 | 18,495 |
| Global Operations | 19,591 | 27,743 | 47, 850 | 46,999 |
| Other segments | 48 | 654 | 2, 222 | 2,163 |
| Corporate and eliminations | 758 | 5,844 | 4,246 | 14,925 |
|  | \$ $\begin{array}{r}------ \\ \hline \text { 25, }\end{array}$ | ------ | ------ | ------ |
|  | Sep | , 1999 |  | . 27, 1998 |
| Total assets |  |  |  |  |
| U.S. Toys and Games (b) |  | 2,800 |  | 2,124, 073 |
| International |  | 1, 310 |  | 889, 297 |
| Global Operations |  | 43, 274 |  | 394, 383 |
| Other segments |  | 9, 524 |  | 331, 646 |
| Corporate and eliminations |  | 23, 639) |  | $(63,095)$ |
|  |  | ---- |  | 3,676,304 |

(a) The Global Operations segment derives substantially all of its revenues and thus its operating results from intersegment activities.
(b) As a result of the complexity of the Company's organizational changes, it currently is unable to segregate assets and related expenses between the U.S. Toys and Games segments, and thus they are currently reported as one. It is anticipated that such items will be segregated in the future and will then be separately reported. Certain asset related expense items including depreciation and amortization of intangibles have been allocated to segments based upon estimates in order to arrive at segment operating profit.
(c) Included in the third quarter and nine months ended September 27, 1998 is a charge to write-off the $\$ 20,000$ appraised value of acquired in-process research and development of MicroProse, Inc., which was acquired on September 14, 1998

The following table presents consolidated net revenues by classes of principal products for the quarter and nine months ended September 26, 1999 and September 27, 1998.

|  | Quarter ended |  | Nine Months ended |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Sep. } 26, \\ 1999 \end{gathered}$ | $\begin{gathered} \text { Sep. } 27, \\ 1998 \end{gathered}$ | $\begin{gathered} \text { Sep. } 26, \\ 1999 \end{gathered}$ | $\begin{gathered} \text { Sep. 27, } \\ 1998 \end{gathered}$ |
| Boys toys | \$ 364,200 | 246,100 | 937,200 | 575,900 |
| Games and puzzles | 494,400 | 410, 600 | 1,033,500 | 755,700 |
| Interactive software games | 34,000 | 23,500 | 111,700 | 58,200 |
| Preschool toys | 76,200 | 118,600 | 161,700 | 200,700 |
| Other | 129,379 | 146,698 | 397,051 | 409, 875 |
| Net revenues | \$1, 098,179 | 945,498 | 2,641,151 | 2,000,375 |

(5) Earnings per share data for the fiscal quarters and nine months ended September 26, 1999 and September 27, 1998 were computed as follows:

|  | 1999 |  | 1998 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Basic | Diluted | Basic | Diluted |
| Quarter |  |  |  |  |
| Net earnings | \$ 85, 170 | 85,170 | 61,330 | 61,330 |
| Average shares outstanding (in thousands) | 194,612 | 194,612 | 197, 053 | 197,053 |
| Effect of dilutive securities; Options and warrants | - | 5,732 | - | 7,509 |
| Equivalent Shares | 194, 612 | 200, 344 | 197, 053 | 204,562 |
| Earnings per share | \$ . 44 | . 43 | . 31 | . 30 |
| Nine Months |  |  |  |  |
| Net earnings | \$131, 254 | 131, 254 | 74,576 | 74,576 |
| Average shares outstanding (in thousands) | 195,280 | 195, 280 | 198,519 | 198,519 |
| Effect of dilutive securities; Options and warrants | - | 8,726 | - | 7,887 |
| Equivalent Shares | 195,280 | 204, 006 | 198, 519 | 206,406 |
| Earnings per share | \$ . 67 | . 64 | . 38 | . 36 |

(6) The Company made three major acquisitions during 1998, having an aggregate purchase price of $\$ 669,737$. On April 1, 1998, the Company acquired substantially all of the business and operating assets of Tiger Electronics, Inc. and certain affiliates (Tiger). On September 14, 1998, the Company acquired MicroProse, Inc. (MicroProse) through a cash tender offer of \$6.00 for each outstanding share of MicroProse. Upon completion of a short-form merger, MicroProse became a wholly-owned subsidiary of the Company and each untendered share was converted into the right to receive $\$ 6.00$ in cash. On October 30, 1998, the Company acquired Galoob Toys, Inc. (Galoob) through a cash tender offer of $\$ 12.00$ for each outstanding share of Galoob. Upon completion of a short-form merger, Galoob became a wholly-owned subsidiary of the Company and each untendered Galoob share was converted into the right to receive $\$ 12.00$ in cash.

These three acquisitions were accounted for using the purchase method, and accordingly, the net assets acquired have been recorded at their estimated fair value and the results of their operations included from the dates of acquisition. Based on estimates of fair market value, $\$ 90,494$ has been allocated to net tangible assets, $\$ 306,710$ to product rights, $\$ 252,827$ to goodwill and $\$ 20,000$ to acquired in-process research and development. The appraised fair value of this acquired in-process research and development (interactive game software projects under development at the date of acquisition) was determined using the discounted cash flow approach, considered the percentage of completion at the date of acquisition and was expensed at acquisition.

On a pro forma basis, reflecting these three acquisitions as if they had taken place at the beginning of the period, after giving effect to adjustments recording the acquisitions and excluding the charge for in-process research and development, unaudited net revenues, net earnings and basic and diluted earnings per share for the nine months ended September 28, 1998 would have been $\$ 2,211,900, \$ 43,300, \$ .22$ and $\$ .21$, respectively. These pro forma results are not indicative of either future performance or actual results which would have occurred had the acquisitions taken place at the beginning of the period.

NET EARNINGS AND SEGMENT RESULTS

Net earnings for the 1999 third quarter and nine months increased to \$85,170 and $\$ 131,254$, respectively, from 1998 levels of $\$ 61,330$ and $\$ 74,576$. Diluted earnings per share for the third quarter was $\$ .43$ in 1999 and $\$ .30$ in 1998. For the nine months ended September 1999, diluted earnings per share was $\$ .64$ and $\$ .36$ for the same period in 1998. Net revenues and operating profits of the U.S. Toy, Games and International segments increased in both the third quarter and nine months of 1999 over comparable 1998 levels. Impacting the Games segment operating profit in the third quarter and nine months of 1998 was a one-time pre-tax charge of $\$ 20,000$ to write off the appraised value of acquired in-process research and development of MicroProse, Inc. (MicroProse), which was acquired on September 14, 1998. Operating profit of the Games segment was favorably impacted compared to the prior year periods, absent the effect of the above mentioned one-time charge, by $48 \%$ and $92 \%$ in the quarter and nine months, respectively, by increased revenues of interactive plush and handheld electronic game products of Tiger Electronics, Inc. (Tiger), which was acquired on April 1, 1998. The overall increase in operating profit of the Games segment was partially offset in the quarter and nine months by a decrease in operating profit compared to the prior year periods, absent the effect of the above mentioned one-time charge, of $56 \%$ and $45 \%$, respectively, due to the unfavorable impact of increased costs incurred for the realized and anticipated expansion of the Company's offering of interactive game products. A more detailed discussion of items impacting consolidated net earnings and segment results follows.

## NET REVENUES

Net revenues for the third quarter of 1999 increased approximately $16 \%$ to $\$ 1,098,179$ from $\$ 945,498$ in the third quarter of 1998 . This revenue increase reflects the impact of increased shipments of STAR WARS product across all segments, FURBY and computer based games, and sales of POKEMON products across all segments, all partially offset by decreased shipments of U.S. Toys' Preschool products. Revenues were also adversely impacted by $\$ 13,800$ from the stronger U.S. dollar. For the nine months, revenues were $\$ 2,641,151$ and \$2,000,375 in 1999 and 1998, respectively. In addition to the third quarter factors above, the 1999 nine month amounts reflect the impact of Tiger, the U.S. release of STAR WARS: EPISODE I: THE PHANTOM MENACE in May 1999 and a negative impact of approximately $\$ 21,500$ from the strengthened U.S. dollar.

## GROSS PROFIT

The Company's gross profit margins for the quarter and nine months of 1999 were $59.6 \%$ and $60.4 \%$, respectively, compared to 1998 amounts of $57.4 \%$ and $57.3 \%$. The improvement primarily reflects higher revenues generated from
(Thousands of dollars)
entertainment based properties and interactive game products, which carry higher gross margins. Secondarily, the removal of excess capacity in our Operations segment resulting from the closure of seven manufacturing facilities throughout 1998 has had a positive impact on gross profit margins.

## EXPENSES

Amortization expense in both periods of 1999 was greater than in the comparable periods of 1998, reflecting the Company's 1998 acquisitions (see note 6).

Royalties, research and development expenses for the quarter and year to date increased in both amount and as a percentage of net revenues from comparable 1998 levels. The royalty component, which accounts for $67 \%$ of the combined increase, reflects increased volumes across all segments of STAR WARS and POKEMON product which began shipping in the fourth quarter of 1998, as well as Tiger game products. Revenues derived from entertainment based properties, such as STAR WARS and POKEMON, and resultant royalties, while continuous over the life of a contract, are generally higher in amount in the year a theatrical release takes place. It is anticipated that operating profit will also generally be higher in these years. The degree to which revenues, royalties and operating profits fluctuate is dependent not only on theatrical release dates, but video release dates as well. The Company believes the trend of increased royalty expense is likely to continue in line with the expected higher percentage of the Company's product arising from licensed product. Research and development, at $\$ 62,022$ for the 1999 third quarter increased in both dollars and as a percentage of net revenues from the 1998 amount of $\$ 43,165$. For the nine months ended September 1999, research and development expenses increased in dollars to $\$ 156,110$ from the 1998 amount of $\$ 117,544$ while remaining constant as a percentage of net revenues. The increases primarily reflect the Company's continuing effort to expand interactive game titles and its 1998 acquisitions.

Advertising expense in the third quarter of 1999 decreased in dollars to $\$ 117,567$ from the 1998 amount of $\$ 128,053$. For the nine months ended September 1999, advertising expense increased in dollars to $\$ 299,925$ from $\$ 257,023$ in the comparable period of 1998. In both the quarter and nine months, advertising decreased as a percentage of net revenues from 1998 amounts. The decrease in dollars in the third quarter and percent of net revenues in both periods reflects the mix of more entertainment based product shipped in 1999 than in the comparable period of 1998. Entertainment based product is not as extensively advertised as the Company's non-entertainment based products. The increase in dollars on a 1999 year to date basis reflects the inclusion of Tiger.

Selling, distribution and administration expenses, which, with the exception of distribution costs, are largely fixed, increased in amount during each of the third quarter and nine months of 1999 from comparable 1998 levels. They increased marginally as a percentage of net revenues in the quarter while decreasing as a percentage of net revenues for the nine months. The increase in amount is due primarily to the effect of increased volumes on distribution costs, as well as the inclusion of Tiger and its increased volumes for the full nine months of 1999. The decrease in percentage in the nine month period reflects the increase in 1999 revenue.

During the third quarter of 1998, the Company incurred a one-time charge to write-off the $\$ 20,000$ appraised value of acquired in-process research and development of MicroProse, which was acquired by the Games segment for approximately $\$ 70,000$ on September 14,1998 (see note 6).

NONOPERATING (INCOME) EXPENSE
Interest expense during the third quarter and nine months of 1999 was \$19,190 and $\$ 44,788$, respectively, compared with $\$ 11,308$ and $\$ 20,036$ in 1998. The increase reflects costs associated with debt issued to fund the Company's 1998 acquisitions, the continuation of the Company's share repurchase program and the higher level of business activities in 1999. While consistent with 1998 for the third quarter, the decrease in other nonoperating income, net, for the nine months of 1999 predominately reflects lower earnings from short-term investments than in 1998.

INCOME TAXES
Income tax expense for the quarter and nine months of 1999 was $31.0 \%$ of pretax income compared with $31.6 \%$ for the quarter and $32.0 \%$ for the nine months of 1998. The lower percentage versus the nine months of 1998 resulted primarily from the downward trend of the tax on international earnings due to the reorganization of the Company's global business.

## OTHER INFORMATION

During the past several years the Company has experienced a shift in its revenue pattern wherein the second half of the year has grown in significance to its overall business and, within that half, the fourth quarter has become more prominent. Although the first half of 1999 may represent a greater proportion of full year revenues than the first half of 1998, principally because of the May 19, 1999 theatrical release of STAR WARS: EPISODE 1: THE PHANTOM MENACE, the Company expects that this trend generally will continue. This concentration increases the risk of (a) underproduction of popular items, (b) overproduction of less popular items and (c) failure to achieve tight and compressed shipping schedules. The business of the Company is characterized by

## (Thousands of dollars)

customer order patterns which vary from year to year largely because of differences in the degree of consumer acceptance of a product line, product availability, marketing strategies, inventory levels, policies of retailers and differences in overall economic conditions. The trend of retailers over the past few years has been to purchase product within or close to the fourth quarter holiday consumer selling season, which includes Christmas. Quick response inventory management practices now being used result in fewer orders being placed in advance of shipment and more orders, when placed, for immediate delivery. As a result, unshipped orders on any date in a given year are not necessarily indicative of sales for the entire year. In addition, it is a general industry practice that orders are subject to amendment or cancellation by customers prior to shipment. At October 24, 1999 and October 25, 1998 the Company's unshipped orders were approximately $\$ 860,000$ and \$580, 000, respectively.

Late in the fourth quarter of 1997, the Company announced a global integration and profit enhancement program which anticipated the redundancy of approximately 2,500 employees, principally in manufacturing, and provided for actions in three principal areas: a continued consolidation of the Company's manufacturing operations; the streamlining of marketing and sales, while exiting from certain underperforming markets and product lines; and the further leveraging of overheads. The program has been completed. The Company initially estimated its pretax cost savings from this initiative to be $\$ 40,000$ in 1998 and $\$ 350,000$ over the period 1998 through 2002. Because of the unanticipated shortfall in sales to Toys 'R Us during 1998 and changes in product mix, factory utilization rates were not as high as initially anticipated, which resulted in below target savings in 1998. The Company estimates that it realized pretax savings of approximately $\$ 30,000$ for the full year 1998 and approximately \$20,000 for the third quarter and \$50,000 for the nine months of 1999. The positive cash flow impact from this program has and will occur largely in the form of reduced outflows for payment of costs associated with the manufacture and sourcing of products.

## LIQUIDITY AND CAPITAL RESOURCES

The seasonality of the Company's business coupled with certain customer incentives, mainly in the form of extended payment terms, result in the interim cash flow statements not being representative of that which may be expected for the full year. Historically, the majority of the Company's cash collections occur late in the fourth quarter and early in the first quarter of the subsequent year. As receivables are collected, cash flow from operations becomes positive and is used to repay a significant portion of the short-term borrowings.

## (Thousands of dollars)

As a result, management believes that on an interim basis, rather than discussing only its cash flows, a better understanding of its liquidity and capital resources can be obtained through a discussion of the various balance sheet categories as well. Also, as several of the major categories, including cash and cash equivalents, accounts receivable, inventories and short-term borrowings, fluctuate significantly from quarter to quarter, again due to the seasonality of its business and the extended payment terms offered, management believes that a comparison to the comparable period in the prior year is generally more meaningful than a comparison to the prior year-end.

Receivables were $\$ 1,167,660$ at the end of September 1999 compared to $\$ 1,030,751$ at the end of September 1998. The increase reflects higher nine month revenues and the impact of 1998 acquisitions, offset by the increased impact of the Company's letter of credit business and entertainment based toy and game business, both of which have shorter payment terms. Inventories increased to $\$ 438,662$, or $14.3 \%$, from $\$ 383,809$ in September 1998, reflecting the Company's 1998 acquisitions and build up for increased 1999 activity. Other current assets increased to \$552,274 at September 1999 from $\$ 336,261$ at September 1998. Of this increase, $70 \%$ reflects advance royalties under the STAR WARS license agreement and $13 \%$ reflects the impact of the MicroProse acquisition. Trade payables and accrued liabilities both decreased from the comparable 1998 levels, due primarily to the 1998 impact of unpaid balances relating to the Tiger acquisition. Included in trade payables at September 1999 is $\$ 3,749$ of current installments of long-term debt of subsidiaries within the International segment. The 1999 impact of these changes are reflected in the $\$ 305,664$ of net cash utilized by operating activities for the nine months.

Property, plant and equipment and other assets, as a group, increased from their September 1998 levels, reflecting the Company's August 13, 1999 acquisition of Europress, a veteran software publisher in the United Kingdom, the 1998 fourth quarter acquisition of Galoob as well as several acquisitions of product rights, licenses and investments during the most recent twelve months. This increase in non-current assets was partially offset by twelve additional months of depreciation and amortization expense. Net cash utilized by these investing activities for the nine months ended September 26, 1999 was \$100, 961.

Net borrowings (short and long-term borrowings less cash and cash equivalents) increased to \$1,188,362 at September 26, 1999 from \$631,110 at September 27, 1998. This reflects the use of approximately $\$ 516,000$ of cash in the prior twelve months for investments and acquisitions and the Company's continued repurchase of its common stock, both of which are traditionally funded through a combination of cash provided by operating activities and short and long-term borrowings. During the second quarter of 1999, the Company accelerated a portion of its planned 1999 share buyback through the purchase of 3.1 million
shares of its common stock (obtained through the exercise of a warrant) from DreamWorks LLC, at market price. The increase in net borrowings is also impacted by the advance royalty payments made in the fourth quarter of 1998 and second quarter of 1999 under the STAR WARS license agreement, discussed above. In November 1998, the Company issued $\$ 100,000$ of $5.60 \%$ notes due November 1, 2005. At September 26, 1999, the Company had committed unsecured lines of credit totaling approximately $\$ 730,000$ available to it. It also had available uncommitted lines approximating $\$ 660,000$. The Company believes that these amounts are adequate for its needs. Of these available lines, approximately $\$ 930,000$ was in use at September 26, 1999. Net cash provided by financing activities for the nine months of 1999 was \$340, 286.

YEAR 2000
The Company has developed plans that address its possible exposure from the impact of the Year 2000. A global cross-functional team of employees is managing this project. The team meets regularly and makes periodic reports on its progress to a management steering committee, the Audit Committee of the Board of Directors and the Board of Directors.

The Company has completed the awareness and assessment phases of this project through the inventorying and assessment of its critical financial, operational (including imbedded and non-information technology) and information systems. The remediation phase is substantially complete. Modifications or replacements of remaining non-critical, non-compliant systems are in progress. A planned global 'enterprise' system has become operational at several of the Company's major units, replacing a number of older non-compliant systems. The Company is now in the validation and implementation phases and believes that $100 \%$ of its mission critical systems are currently Year 2000 compliant. The Company believes that $100 \%$ of all systems will be compliant or operating under contingency plans, discussed below, by mid-December 1999. Excluding costs related to the enterprise system, the Company's out of pocket costs associated with becoming Year 2000 compliant are estimated to approximate $\$ 3,000$. These costs are being expensed as incurred and approximately $\$ 2,000$ of this amount has been spent to date.

The Company has completed its review of the Year 2000 readiness of its customers, vendors and service providers. This review process included both obtaining confirmation from these business partners of their readiness as well as reviews of such readiness at key vendors by independent third party consultants. The Company will continue to monitor its customers, vendors and service providers for Year 2000 compliance and progress made on any necessary remediation plans. Nothing has come to the attention of the Company that would lead it to believe that its material customers, vendors and service providers will not be Year 2000 ready.

HASBRO, INC. AND SUBSIDIARIES
Management's Discussion and Analysis of Financial
Condition and Results of Operations (continued)
(Thousands of dollars)

The Company's risk management program includes disaster recovery contingency plans that have been expanded to include Year 2000 issues. This includes a review of customer Year 2000 readiness and discontinuing credit or shortening payment terms accordingly, identification and selection of alternative Year 2000 ready suppliers and service providers and specific contingency plans for non-compliant systems where implementation of the global enterprise system may be delayed beyond the end of 1999, specifically legacy system updates and manual workarounds. In addition, the Company may carry a modest temporary increase in its inventory of certain items going into 2000 to guard against any disruption in supply.

Year 2000 readiness has been a senior management priority of the Company for some time and the Company believes that it is taking such reasonable and prudent steps as are necessary to mitigate its risks related to Year 2000. However, the effect, if any, on the Company's results of operations from Year 2000 if it, its customers, vendors or service providers are not fully Year 2000 compliant cannot be reasonably estimated. Notwithstanding the above, the most likely impact on the Company would be a reduced level of activity in the early part of the first quarter of the year 2000, a time at which, as a result of the seasonality of the Company's business, its activities in sales, manufacturing and sourcing are at a low point.

Certain statements contained in this discussion contain "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements are inherently subject to known and unknown risks and uncertainties. The Company's actual actions or results may differ materially from those expected or anticipated in the forward-looking statements. Specific factors that might cause such a difference include, but are not limited to, delays in, or increases in the anticipated cost of, the implementation of planned actions as a result of unanticipated technical malfunctions or difficulties which would arise during the validation process or otherwise; the inherent risk that assurances, warranties, and specifications provided by third parties with respect to the Company's systems, or such third party's Year 2000 readiness, may prove to be inaccurate, despite the Company's review process; the continued availability of qualified persons to carry out the remaining anticipated phases; the risk that governments may not be Year 2000 ready, which could affect the commercial sector in trade, finance and other areas, notwithstanding private sector Year 2000 readiness; whether, despite a comprehensive review, the Company has successfully identified all Year 2000 issues and risks; and the risk that proposed actions and contingency plans of the Company and third parties with respect to Year 2000 issues may conflict or themselves give rise to additional issues.

## RECENT INFORMATION

On September 30, 1999, the Company completed its previously announced acquisition of Wizards of the Coast, Inc., a privately held publisher of hobby games and fantasy and science fiction literature, for approximately $\$ 325,000$, subject to post closing adjustment and certain contingent payment rights. To fund this transaction, the Company issued commercial paper supported by a short-term $\$ 350,000$ credit agreement.

In June 1998, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards No. 133, Accounting for Derivative Instruments and Hedging Activities (SFAS 133). The effective date of this statement has been delayed to fiscal years beginning after June 15, 2000, requiring the Company to adopt the standard not later than the beginning of fiscal 2001. SFAS 133 will require that the Company record all derivatives, such as foreign exchange contracts, on the balance sheet at fair value. Changes in derivative fair values will either be recognized in earnings as an offset to the changes in the fair value of the related hedged assets, liabilities and firm commitments or, for forecasted transactions, deferred and recorded as a component of other shareholders' equity until the hedged transactions occur and are recognized in earnings. Any portion of a hedging derivative's change in fair value, which does not offset the change in fair value of the underlying exposure, will be immediately recognized in earnings. The Company does not believe adoption of SFAS 133 will have a material impact on either its financial condition or results of operations.

PART II. Other Information
Item 1. Legal Proceedings.
None.
Item 2. Changes in Securities.
None.
Item 3. Defaults Upon Senior Securities.
None.
Item 4. Submission of Matters to a Vote of Security Holders.
None.
Item 5. Other Information
None.
Item 6. Exhibits and Reports on Form 8-K.
(a) Exhibits.
11.1 Computation of Earnings Per Common Share - Nine Months Ended September 26, 1999 and September 27, 1998.
11.2 Computation of Earnings Per Common Share - Quarter Ended September 26, 1999 and September 27, 1998.

12 Computation of Ratio of Earnings to Fixed Charges Nine Months and Quarter Ended September 26, 1999.

27 Article 5 Financial Data Schedule - Third Quarter 1999
(b) Reports on Form 8-K

A Current Report on Form 8-K, dated October 14, 1999, was filed by the Company and included the Press Release, dated October 14, 1999, announcing the Company's results for the current quarter. Consolidated Statements of Earnings (without notes) for the quarters and nine months ended September 26, 1999 and September 27, 1998 and Consolidated Condensed Balance Sheets (without notes) as of said dates were also filed.

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

HASBRO, INC.
(Registrant)

By: /s/ Alfred J. Verrecchia
Alfred J. Verrecchia
Executive Vice President, Global Operations and Chief Financial Officer
(Duly Authorized Officer and Principal Financial Officer)

HASBRO, INC. AND SUBSIDIARIES
Quarterly Report on Form 10-Q
For the Period Ended September 26, 1999

## Exhibit Index

## Exhibit

No.

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11.1
11.2 Computation of Earnings Per Common Share Quarter Ended September 26, 1999 and September 27, 1998

Computation of Ratio of Earnings to Fixed Charges Nine Months and Quarter Ended September 26, 1999

Article 5 Financial Data Schedule - Third Quarter 1999

HASBRO, INC. AND SUBSIDIARIES
Computation of Earnings Per Common Share Nine Months Ended September 26, 1999 and September 27, 1998
(Thousands of Dollars and Shares Except Per Share Data)


HASBRO, INC. AND SUBSIDIARIES
Computation of Earnings Per Common Share
Quarter Ended September 26, 1999 and September 27, 1998
(Thousands of Dollars and Shares Except Per Share Data)


HASBRO, INC. AND SUBSIDIARIES
Computation of Ratio of Earnings to Fixed Charges Nine Months and Quarter Ended September 26, 1999
(Thousands of Dollars)

|  | Nine Months | Quarter |
| :---: | :---: | :---: |
| Earnings available for fixed charges: |  |  |
| Net earnings | \$131, 254 | 85,170 |
| Add: |  |  |
| Fixed charges | 58, 054 | 24, 020 |
| Income taxes | 58,969 | 38,264 |
| Total | ------- | ------- |
| Total | ======= | ======= |
| Fixed Charges: |  |  |
| Interest on long-term debt | \$ 18,716 | 6,067 |
| Other interest charges | 26,072 | 13,123 |
| Amortization of debt expense | 324 | 108 |
| Rental expense representative |  |  |
| of interest factor | 12,942 | 4,722 |
| Total | \$ 58, 054 | 24,020 |
| Ratio of earnings to fixed charges | 4.28 | 6.14 |

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