



MATTEL REPORTS FOURTH QUARTER AND FULL YEAR 2022 FINANCIAL RESULTS

Fourth Quarter 2022 Highlights Versus Prior Year

- Net Sales of \$1,402 million, down 22% as reported, or 19% in constant currency
- Gross Margin of 43.0%, a decrease of 630 basis points; Adjusted Gross Margin of 43.1%, a decrease of 620 basis points
- Operating Income of \$79 million, a decrease of \$178 million; Adjusted Operating Income of \$79 million, a decrease of \$185 million
- Net Income of \$16 million, a decrease of \$210 million
- EPS of \$0.04 compared to \$0.63 per share; Adjusted EPS of \$0.18 compared to \$0.53 per share
- Adjusted EBITDA of \$158 million, a decrease of \$163 million

Full Year 2022 Highlights Versus Prior Year

- Net Sales of \$5,435 million, flat as reported, or up 3% in constant currency
- Gross Margin of 45.7%, a decrease of 240 basis points; Adjusted Gross Margin of 45.9%, a decrease of 230 basis points
- Operating Income of \$676 million, a decrease of \$54 million; Adjusted Operating Income of \$689 million, a decrease of \$75 million
- Net Income of \$394 million, a decrease of \$509 million; prior year included a non-cash benefit of \$541 million resulting from the release of valuation allowances on deferred tax assets
- EPS of \$1.10 compared to \$2.53 per share; Adjusted EPS of \$1.25 compared to \$1.30 per share; prior year as reported EPS included a benefit of \$1.51 per share resulting from the release of valuation allowances on deferred tax assets
- Adjusted EBITDA of \$968 million, a decrease of \$39 million
- Company announces 2023 guidance
- Company raises Optimizing for Growth cost savings program goal to \$300 million
- Share repurchases expected to resume in 2023, with approximately \$200 million remaining under the Company's current authorization

EL SEGUNDO, Calif., Feb. 8, 2023 – Mattel, Inc. (NASDAQ: MAT) today reported fourth quarter and full year 2022 financial results.

Ynon Kreiz, Chairman and CEO of Mattel, said: “Our fourth quarter results were below our expectations, as the macro-economic environment was more challenging than anticipated. While less than expected, POS grew in the quarter and the full year and we achieved growth in net sales in constant currency for the fourth consecutive year. The increase in consumer demand for our product speaks to the strength of our portfolio as a whole, even in a challenging environment. We believe we are well-positioned to continue executing our multi-year strategy to grow our IP-driven toy business and expand our entertainment offering.”

Anthony DiSilvestro, CFO of Mattel, added: “Despite the challenges in the fourth quarter, we outpaced the industry and gained market share. In the full year we strengthened our financial position, further reduced our debt and improved our leverage ratio. With our improved balance sheet and outlook for increased free cash flow, we expect to resume share repurchases in 2023.”

Financial Overview

For the fourth quarter, Net Sales were down 22% as reported, or down 19% in constant currency, versus the prior year. Reported Operating Income was \$79 million, a decrease of \$178 million, and Adjusted Operating Income was \$79 million, a decrease of \$185 million. Reported Earnings Per Share were \$0.04, compared to \$0.63 per share, and Adjusted Earnings Per Share were \$0.18, compared to \$0.53 per share.

For the year, Net Sales were flat as reported, and up 3% in constant currency, versus the prior year. Reported Operating Income was \$676 million, a decrease of \$54 million, and Adjusted Operating Income was \$689 million, a decrease of \$75 million. Reported Earnings Per Share were \$1.10, a decrease of \$1.43, and Adjusted Earnings Per Share were \$1.25, a decrease of \$0.05 per share. Prior year as reported results included a benefit of approximately \$541 million, or approximately \$1.51 per share, resulting from the release of valuation allowances on deferred tax assets.

Fourth Quarter 2022

Net Sales in the North America segment decreased 26% as reported and in constant currency, versus the prior year’s fourth quarter.

Gross Billings in the North America segment declined 25% as reported and in constant currency, primarily due to declines in Infant, Toddler, and Preschool (including Fisher-Price® and Thomas & Friends™), Dolls (including Barbie®), and Action Figures, Building Sets, Games, and Other, and partially offset by growth in Vehicles (including Hot Wheels®).

Net Sales in the International segment decreased 18% as reported, or 12% in constant currency.

Gross Billings in the International segment decreased 19% as reported, or 13% in constant currency. The decrease was primarily due to declines in Dolls (including Barbie), Infant,

Toddler, and Preschool (including Fisher-Price and Thomas & Friends) and Action Figures, Building Sets, Games, and Other (including Action Figures and Games), partially offset by growth in Vehicles (including Hot Wheels).

Net Sales in the American Girl® segment decreased 17% as reported and in constant currency. Gross Billings in the American Girl segment decreased 17% as reported and in constant currency.

Reported Gross Margin decreased to 43.0%, versus 49.3% in the prior year, and Adjusted Gross Margin decreased to 43.1%, versus 49.3%. The decrease in Reported and Adjusted Gross Margin was primarily driven by inventory management efforts, including higher close-out sales and inventory obsolescence expense, higher input cost inflation, unfavorable fixed cost absorption, and increased royalty expense, partially offset by pricing and savings from the Optimizing for Growth program.

Reported Other Selling and Administrative Expenses decreased \$80 million, to \$281 million. Adjusted Other Selling and Administrative Expenses decreased \$73 million, to \$282 million. The decrease in Reported and Adjusted Other Selling and Administrative Expenses was primarily driven by lower incentive compensation and savings from the Optimizing for Growth program, partially offset by market-related pay increases and increases in bad debt expense.

Full Year 2022

Net Sales in the North America segment increased 1% as reported and in constant currency, versus the prior year.

Gross Billings in the North America segment increased 1% as reported and in constant currency, primarily driven by growth in Vehicles (including Hot Wheels) and Action Figures, Building Sets, Games, and Other (including Lightyear and Jurassic World™), partially offset by declines in Dolls (including Barbie), and Infant, Toddler, and Preschool (including Fisher-Price and Thomas & Friends).

Net Sales in the International segment were flat as reported, and increased 7% in constant currency.

Gross Billings in the International segment decreased 1% as reported and increased 7% in constant currency. The decrease in Gross Billings as reported was primarily due to declines in Dolls (including Barbie and Spirit™), Infant, Toddler, and Preschool (including Fisher-Price and Thomas & Friends), partially offset by growth in Vehicles (including Hot Wheels), and Action Figures, Building Sets, Games, and Other (including Lightyear and Jurassic World).

The increase in Gross Billings in constant currency was primarily driven by growth in Vehicles (including Hot Wheels), and Action Figures, Building Sets, Games, and Other (including Jurassic World and Lightyear), partially offset by declines in Dolls (including Spirit and Enchantimals), and Infant, Toddler, and Preschool (including Fisher-Price and Thomas & Friends).

Net Sales in the American Girl segment decreased 16% as reported and in constant currency. Gross Billings in the American Girl segment decreased 16% as reported and in constant currency. The decline was primarily due to lower sales of the 2022 Girl of the Year and historical character dolls.

Reported Gross Margin decreased to 45.7%, versus 48.1% in the prior year, and Adjusted Gross Margin decreased to 45.9%, versus 48.2%. The decrease in Reported and Adjusted Gross Margin was primarily driven by higher input cost inflation, inventory management efforts, including higher close-out sales and inventory obsolescence, and higher royalty expense, partially offset by pricing and savings from the Optimizing for Growth program.

Reported Other Selling and Administrative Expenses decreased \$80 million, to \$1,272 million. Adjusted Other Selling and Administrative Expenses decreased \$51 million, to \$1,269 million. The decrease in Reported and Adjusted Other Selling and Administrative Expenses was primarily driven by lower incentive compensation and savings from the Optimizing for Growth program, partially offset by market-related pay increases and increases in bad debt expense.

For the year ended December 31, 2022, Cash Flows Provided by Operating Activities were \$443 million, a decrease of \$43 million versus the prior year, primarily due to higher working capital usage, partially offset by changes in net income, excluding the impact of non-cash items.

Cash Flows Used for Investing Activities were \$144 million, an increase of \$39 million, primarily due to higher capital expenditures and lower proceeds from the sale of assets.

Cash Flows Used for Financing Activities and Other were \$269 million, a decrease of \$142 million, which included \$250 million of cash used for repayment of long-term borrowings in 2022, compared to approximately \$391 million of cash used for repayment and refinancing of long-term borrowings in the prior year.

Gross Billings by Categories

Fourth Quarter 2022

Worldwide Gross Billings for Dolls were \$589 million, down 27% as reported, or 24% in constant currency, versus the prior year, primarily due to declines in Barbie and American Girl, partially offset by the relaunch of Monster High and early shipment of Disney Princess and Disney Frozen.

Worldwide Gross Billings for Infant, Toddler, and Preschool were \$267 million, down 33% as reported, or 31% in constant currency, primarily due to a decline in Fisher-Price and Thomas & Friends.

Worldwide Gross Billings for Vehicles were \$402 million, up 6% as reported, or 10% in constant currency, primarily driven by growth in Hot Wheels.

Worldwide Gross Billings for Action Figures, Building Sets, Games, and Other were \$301 million, down 26% as reported, or 22% in constant currency, primarily due to declines in Games, Action Figures, and Plush.

Full Year 2022

Worldwide Gross Billings for Dolls were \$2,084 million, down 9% as reported, or 6% in constant currency, versus the prior year, primarily due to declines in Barbie, American Girl, and Spirit, partially offset by the relaunch of Monster High and early shipment of Disney Princess and Disney Frozen.

Worldwide Gross Billings for Infant, Toddler, and Preschool were \$1,117 million, down 8% as reported, or 6% in constant currency, primarily due to a decline in Fisher-Price and Thomas & Friends.

Worldwide Gross Billings for Vehicles were \$1,451 million, up 16% as reported, or 20% in constant currency, primarily driven by growth in Hot Wheels.

Worldwide Gross Billings for Action Figures, Building Sets, Games, and Other were \$1,396 million, up 7% as reported, and up 10% in constant currency, primarily due to growth in Action Figures (including Jurassic World and Lightyear) and Building Sets, partially offset by declines in Plush and Games.

2023 Guidance

Mattel's full year 2023 guidance is:

(in millions, except EPS and percentages)	FY2023 Guidance	FY2022
Net Sales	Comparable (Constant Currency)	\$5,435
Adjusted Gross Margin	~ 47%	45.9%
Adjusted EPS	\$1.10 - \$1.20	\$1.25
Adjusted EBITDA	\$900 - \$950	\$968
Adjusted Tax Rate	25 - 26%	24%
Capital Expenditures	\$175 - \$200	\$187
Free Cash Flow	> \$400	\$256

A reconciliation of Mattel's non-GAAP financial measures on a forward-looking basis, including Net Sales on a constant currency basis, Adjusted Gross Margin, Adjusted EBITDA, Adjusted EPS, and Adjusted Tax Rate is not available without unreasonable effort. Mattel is unable to predict with sufficient certainty items that would be excluded from the corresponding GAAP measures, including the effect of foreign currency exchange rate fluctuations, unusual gains and losses or charges, and severance and restructuring charges, due to the unpredictable nature of such items, which may have a significant impact on Mattel's GAAP measures.

The company is operating in a challenging macro-economic environment with higher volatility, including inflation, that may impact consumer demand. Mattel's guidance takes into account what the company is aware of today but remains subject to further volatility and any unexpected disruption, including fluctuations in foreign exchange rates, inflation, changes in global economic conditions and consumer demand, labor market fluctuations, and other macro-economic risks and uncertainties.

Conference Call and Live Webcast

At 5:00 p.m. (Eastern Standard Time) today, Mattel will host a conference call with investors and financial analysts to discuss its full year and fourth quarter financial results. The conference call will be webcast on Mattel's Investor Relations website, <https://investors.mattel.com>. To listen to the live call, log on to the website at least 10 minutes early to register, download, and

install any necessary audio software. An archive of the webcast will be available on Mattel's Investor Relations website for 12 months and may be accessed beginning approximately three hours after the completion of the live call.

Cautionary Note Regarding Forward-Looking Statements

Mattel cautions the reader that this press release contains a number of forward-looking statements, which are statements that relate to the future and are, by their nature, uncertain. Forward-looking statements can be identified by the fact that they do not relate strictly to historical or current facts and include statements regarding Mattel's guidance and goals for future periods and other future events. The use of words such as "anticipates," "expects," "intends," "plans," "projects," "look forward," "confident that," "believes," and "targeted," among others, generally identify forward-looking statements. These forward-looking statements are based on currently available operating, financial, economic, and other information and assumptions, and are subject to a number of significant risks and uncertainties. A variety of factors, many of which are beyond Mattel's control, could cause actual future results to differ materially from those projected in the forward-looking statements. Specific factors that might cause such a difference include, but are not limited to: (i) Mattel's ability to design, develop, produce, manufacture, source, ship, and distribute products on a timely and cost-effective basis; (ii) sufficient interest in and demand for the products and entertainment Mattel offers by retail customers and consumers to profitably recover Mattel's costs; (iii) downturns in economic conditions affecting Mattel's markets which can negatively impact retail customers and consumers, and which can result in lower employment levels and lower consumer disposable income and spending, including lower spending on purchases of Mattel's products; (iv) other factors which can lower discretionary consumer spending, such as higher costs for fuel and food, drops in the value of homes or other consumer assets, and high levels of consumer debt; (v) potential difficulties or delays Mattel may experience in implementing cost savings and efficiency enhancing initiatives; (vi) other economic and public health conditions or regulatory changes in the markets in which Mattel and its customers and suppliers operate, which could create delays or increase Mattel's costs, such as higher commodity prices, labor costs or transportation costs, or outbreaks of disease; (vii) the effect of inflation on Mattel's business, including cost inflation in supply chain inputs and increased labor costs, as well as pricing actions taken in an effort to mitigate the effects of inflation; (viii) currency fluctuations, including movements in foreign exchange rates, which can lower Mattel's net revenues and earnings, and significantly impact Mattel's costs; (ix) the concentration of Mattel's customers, potentially increasing the negative impact to Mattel of difficulties experienced by any of Mattel's customers, such as bankruptcies or liquidations or a general lack of success, or changes in their purchasing or selling patterns; (x) the inventory policies of Mattel's retail customers, as well as the concentration of Mattel's revenues in the second half of the year, which coupled with reliance by retailers on quick response inventory management techniques, increases the risk of underproduction, overproduction, and shipping delays; (xi) legal, reputational, and financial risks related to security breaches or cyberattacks; (xii) work disruptions, including as a result of supply chain disruption such as plant or port closures, which may impact Mattel's ability to manufacture or deliver product in a timely and cost-effective manner; (xiii) the impact of competition on revenues, margins, and other aspects of Mattel's business, including the ability to offer products that consumers choose to buy instead of competitive products, the ability to secure, maintain, and renew popular licenses from licensors of entertainment properties, and the ability to attract and retain talented employees and adapt to evolving workplace models; (xiv) the risk of product recalls or product liability suits and costs associated with product safety regulations; (xv) changes in laws or regulations in the United States and/or in other major markets, such as China, in which Mattel operates, including, without limitation, with respect to taxes, tariffs, trade policies, or product safety, which may increase Mattel's product costs and

other costs of doing business, and reduce Mattel's earnings and liquidity; (xvi) business disruptions or other unforeseen impacts due to economic instability, political instability, civil unrest, armed hostilities (including the impact of the war in Ukraine), natural and manmade disasters, pandemics or other public health crises, such as the COVID-19 pandemic, or other catastrophic events; (xvii) failure to realize the planned benefits from any investments or acquisitions made by Mattel; (xviii) the impact of other market conditions or third party actions or approvals, including those that result in any significant failure, inadequacy, or interruption from vendors or outsourcers, which could reduce demand for Mattel's products, delay or increase the cost of implementation of Mattel's programs, or alter Mattel's actions and reduce actual results; (xix) changes in financing markets or the inability of Mattel to obtain financing on attractive terms; (xx) the impact of litigation, arbitration, or regulatory decisions or settlement actions; (xxi) Mattel's ability to navigate regulatory frameworks in connection with new areas of investment, product development, or other business activities, such as non-fungible tokens and cryptocurrency; and (xxii) other risks and uncertainties as may be described in Mattel's filings with the Securities and Exchange Commission, including the "Risk Factors" section of Mattel's Annual Report on Form 10-K for the fiscal year ended December 31, 2021 and subsequent periodic filings, as well as in Mattel's other public statements. Mattel does not update forward-looking statements and expressly disclaims any obligation to do so, except as required by law.

Presentation Information / Non-GAAP Financial Measures

The financial results included herein represent the most current information available to management and are preliminary until Mattel's Form 10-K is filed with the SEC. Actual results may differ from these preliminary results.

To supplement our financial results presented in accordance with generally accepted accounting principles in the United States ("GAAP"), Mattel presents certain non-GAAP financial measures within the meaning of Regulation G promulgated by the Securities and Exchange Commission. The non-GAAP financial measures that Mattel uses in this earnings release includes Adjusted Gross Profit, Adjusted Gross Margin, Adjusted Other Selling and Administrative Expenses, Adjusted Operating Income, Adjusted Operating Income Margin, Adjusted Earnings Per Share, earnings before interest expense, taxes, depreciation and amortization ("EBITDA"), Adjusted EBITDA, Free Cash Flow, Free Cash Flow Conversion (Free Cash Flow / Adjusted EBITDA), Leverage Ratio (Total Debt / Adjusted EBITDA), Net Debt, Adjusted Tax Rate, and constant currency. Mattel uses these measures to analyze its continuing operations and to monitor, assess, and identify meaningful trends in its operating and financial performance, and each is discussed below. Mattel believes that the disclosure of non-GAAP financial measures provides useful supplemental information to investors to be able to better evaluate ongoing business performance and certain components of Mattel's results. These measures are not, and should not be viewed as, substitutes for GAAP financial measures and may not be comparable to similarly titled measures used by other companies. Reconciliations of the non-GAAP financial measures to the most directly comparable GAAP financial measures are attached to this earnings release as exhibits and to our earnings slide presentation as an appendix.

This earnings release and our earnings slide presentation are available on Mattel's Investor Relations website, <https://investors.mattel.com/>, under the subheading "Financial Information – Quarterly Earnings."

Adjusted Gross Profit and Adjusted Gross Margin

Adjusted Gross Profit and Adjusted Gross Margin represent reported Gross Profit and reported Gross Margin, respectively, adjusted to exclude severance and restructuring expenses. Adjusted Gross Margin represents Mattel's Adjusted Gross Profit, as a percentage of Net Sales. Adjusted Gross Profit and Adjusted Gross Margin are presented to provide additional perspective on underlying trends in Mattel's core Gross Profit and Gross Margin, which Mattel believes is useful supplemental information for investors to be able to gauge and compare Mattel's current business performance from one period to another.

Adjusted Other Selling and Administrative Expenses

Adjusted Other Selling and Administrative Expenses represents Mattel's reported Other Selling and Administrative Expenses, adjusted to exclude severance and restructuring expenses, the impact of the inclined sleeper product recalls, and the impact of sale of assets, which are not part of Mattel's core business. Adjusted Other Selling and Administrative Expenses is presented to provide additional perspective on underlying trends in Mattel's core other selling and administrative expenses, which Mattel believes is useful supplemental information for investors to be able to gauge and compare Mattel's current business performance from one period to another.

Adjusted Operating Income and Adjusted Operating Income Margin

Adjusted Operating Income and Adjusted Operating Income Margin represent reported Operating Income and reported Operating Income Margin, respectively, adjusted to exclude severance and restructuring expenses, the impact of the inclined sleeper product recalls, and the impact of sale of assets, which are not part of Mattel's core business. Adjusted Operating Income Margin represents Mattel's Adjusted Operating Income, as a percentage of Net Sales. Adjusted Operating Income and Adjusted Operating Income Margin are presented to provide additional perspective on underlying trends in Mattel's core operating results, which Mattel believes is useful supplemental information for investors to be able to gauge and compare Mattel's current business performance from one period to another.

Adjusted Earnings Per Share

Adjusted Earnings Per Share represents Mattel's reported Diluted Earnings Per Common Share, adjusted to exclude severance and restructuring expenses, the impact of the inclined sleeper product recalls, the impact of sale of assets/business, loss on debt extinguishment, release of valuation allowances, and loss on liquidation of Argentina subsidiary, which are not part of Mattel's core business. The aggregate tax effect of the adjustments was determined using the effective tax rates on a jurisdictional basis of the respective adjustments, and dividing by the reported weighted-average number of common shares. Adjusted Earnings Per Share is presented to provide additional perspective on underlying trends in Mattel's core business. Mattel believes it is useful supplemental information for investors to gauge and compare Mattel's current earnings results from one period to another. Adjusted Earnings Per Share is a performance measure and should not be used as a measure of liquidity.

EBITDA and Adjusted EBITDA

EBITDA represents Mattel's Net Income, adjusted to exclude the impact of interest expense, taxes, depreciation, and amortization. Adjusted EBITDA represents EBITDA adjusted to exclude share-based compensation, severance and restructuring expenses, the impact of the inclined sleeper product recalls, the impact of sale of assets/business, and loss on liquidation of Argentina subsidiary, which are not part of Mattel's core business. Mattel believes EBITDA and Adjusted EBITDA are useful supplemental information for investors to gauge and compare

Mattel's business performance to other companies in its industry with similar capital structures. The presentation of Adjusted EBITDA differs from how Mattel calculates EBITDA for purposes of covenant compliance under the indentures governing its high yield senior notes and the syndicated facility agreement governing its senior secured revolving credit facilities. Because of these limitations, EBITDA and Adjusted EBITDA should not be considered as measures of discretionary cash available to invest in the growth of Mattel's business. As a result, Mattel relies primarily on its GAAP results and uses EBITDA and Adjusted EBITDA only supplementally.

Free Cash Flow and Free Cash Flow Conversion

Free Cash Flow represents Mattel's net cash flows from operating activities less capital expenditures. Free Cash Flow Conversion represents Mattel's free cash flow divided by Adjusted EBITDA. Mattel believes Free Cash Flow and Free Cash Flow Conversion are useful supplemental information for investors to gauge Mattel's liquidity and performance and to compare Mattel's business performance to other companies in our industry. Free Cash Flow does not represent cash available to Mattel for discretionary expenditures.

Leverage Ratio (Total Debt / Adjusted EBITDA)

The leverage ratio is calculated by dividing Total Debt by Adjusted EBITDA. Total Debt represents the aggregate of Mattel's current portion of long-term debt, short-term borrowings, and long-term debt, excluding the impact of debt issuance costs and debt discount. Mattel believes the leverage ratio is useful supplemental information for investors to gauge trends in Mattel's business and to compare Mattel's business performance to other companies in its industry.

Net Debt

Net Debt represents the aggregate of Mattel's current portion of long-term debt, short-term borrowings, and long-term debt, less cash and cash equivalents. Mattel believes Net Debt is useful supplemental information for investors to monitor Mattel's liquidity and evaluate its balance sheet.

Adjusted Tax Rate

The Adjusted Tax Rate is calculated by dividing Adjusted Provision for Income Taxes by Adjusted Income Before Income Taxes. Adjusted Income Before for Income Taxes represents Reported Income Before Income Taxes, adjusted to exclude severance and restructuring expenses, the impact of inclined sleeper product recalls, the impact of sale of assets/business, loss on debt extinguishment, and loss on liquidation of Argentina subsidiary. The Adjusted Provision for Income Taxes represents Reported (Benefit) for Income Taxes, adjusted to exclude the impact of releases of valuation allowance and the aggregate tax effect of adjustments. Mattel believes the adjusted tax rate provides useful supplemental information for investors to gauge and compare the impact of tax expense on Mattel's earnings results from one period to another.

Constant Currency

Percentage changes in results expressed in constant currency are presented excluding the impact from changes in currency exchange rates. To present this information, Mattel calculates constant currency information by translating current period and prior period results for entities reporting in currencies other than the US dollar using consistent exchange rates. The constant

currency exchange rates are determined by Mattel at the beginning of each year and are applied consistently during the year. They are generally different from the actual exchange rates in effect during the current or prior period due to volatility in actual foreign exchange rates. Mattel considers whether any changes to the constant currency rates are appropriate at the beginning of each year. The exchange rates used for these constant currency calculations are generally based on prior year actual exchange rates. The difference between the current period and prior period results using the consistent exchange rates reflects the changes in the underlying performance results, excluding the impact from changes in currency exchange rates. Mattel analyzes constant currency results to provide additional perspective on changes in underlying trends in Mattel's operating performance. Mattel believes that the disclosure of the percentage change in constant currency is useful supplemental information for investors to be able to gauge Mattel's current business performance and the longer-term strength of its overall business since foreign currency changes could potentially mask underlying sales trends. The disclosure of the percentage change in constant currency enhances investor's ability to compare financial results from one period to another.

Key Performance Indicator

Gross Billings

Gross Billings represent amounts invoiced to customers. It does not include the impact of sales adjustments, such as trade discounts and other allowances. Mattel presents changes in gross billings as a metric for comparing its aggregate, categorical, brand, and geographic results to highlight significant trends in Mattel's business. Changes in Gross Billings are discussed because, while Mattel records the details of such sales adjustments in its financial accounting systems at the time of sale, such sales adjustments are generally not associated with categories, brands, and individual products.

About Mattel

Mattel is a leading global toy company and owner of one of the strongest catalogs of children's and family entertainment franchises in the world. We create innovative products and experiences that inspire, entertain, and develop children through play. We engage consumers through our portfolio of iconic brands, including Barbie®, Hot Wheels®, Fisher-Price®, American Girl®, Thomas & Friends™, UNO®, Masters of the Universe®, and MEGA®, as well as other popular intellectual properties that we own or license in partnership with global entertainment companies. Our offerings include film and television content, gaming and digital experiences, music, and live events. Founded in 1945, we operate in 35 locations and our products are available in more than 150 countries in collaboration with the world's leading retail and ecommerce companies. Mattel is proud to be a trusted partner in empowering children to explore the wonder of childhood and reach their full potential. Visit us online at [mattel.com](https://www.mattel.com).

Contacts:

News Media

Catherine Frymark
catherine.frymark@mattel.com

Securities Analysts

David Zbojnowicz
david.zbojnowicz@mattel.com

CONSOLIDATED STATEMENTS OF OPERATIONS (Unaudited)¹

(In millions, except per share and percentage information)	For the Three Months Ended December 31,						For the Year Ended December 31,					
	2022		2021		% Change as Reported	% Change in Constant Currency	2022		2021		% Change as Reported	% Change in Constant Currency
	\$ Amt	% Net Sales	\$ Amt	% Net Sales			\$ Amt	% Net Sales	\$ Amt	% Net Sales		
Net Sales	\$1,401.9		\$1,794.9		-22%	-19%	\$5,434.7		\$5,457.7		— %	3%
Cost of Sales	799.3	57.0 %	910.6	50.7 %	-12%		2,953.3	54.3 %	2,831.1	51.9 %	4 %	
Gross Profit	602.7	43.0 %	884.3	49.3 %	-32%	-30%	2,481.4	45.7 %	2,626.7	48.1 %	-6 %	-3%
Advertising and Promotion Expenses	242.7	17.3 %	265.6	14.8 %	-9%		534.3	9.8 %	545.7	10.0 %	-2 %	
Other Selling and Administrative Expenses	281.0	20.0 %	361.2	20.1 %	-22%		1,271.6	23.4 %	1,351.4	24.8 %	-6 %	
Operating Income	79.0	5.6 %	257.5	14.3 %	-69%	-67%	675.5	12.4 %	729.6	13.4 %	-7 %	-4%
Interest Expense	33.1	2.4 %	33.2	1.9 %	—%		132.8	2.4 %	253.9	4.7 %	-48 %	
Interest (Income)	(4.3)	-0.3 %	(1.3)	-0.1 %	222%		(9.4)	-0.2 %	(3.5)	-0.1 %	168 %	
Other Non-Operating Expense, Net	35.8		5.0				47.8		8.4			
Income Before Income Taxes	14.4	1.0 %	220.6	12.3 %	-93%	-95%	504.3	9.3 %	470.8	8.6 %	7 %	8%
Provision (Benefit) for Income Taxes	5.3		(4.6)				135.9		(420.4)			
(Income) from Equity Method Investments	(7.0)		(0.7)				(25.4)		(11.8)			
Net Income	<u>\$ 16.1</u>	1.2 %	<u>\$ 225.8</u>	12.6 %	-93%		<u>\$ 393.9</u>	7.2 %	<u>\$ 903.0</u>	16.5 %	-56 %	
Net Income Per Common Share - Basic	<u>\$ 0.05</u>		<u>\$ 0.64</u>				<u>\$ 1.11</u>		<u>\$ 2.58</u>			
Weighted-Average Number of Common Shares	<u>354.9</u>		<u>351.1</u>				<u>353.8</u>		<u>350.0</u>			
Net Income Per Common Share - Diluted	<u>\$ 0.04</u>		<u>\$ 0.63</u>				<u>\$ 1.10</u>		<u>\$ 2.53</u>			
Weighted-Average Number of Common and Potential Common Shares	<u>359.0</u>		<u>358.1</u>				<u>359.6</u>		<u>357.3</u>			

¹ Amounts may not sum due to rounding.

CONDENSED CONSOLIDATED BALANCE SHEETS¹

	December 31,	
	2022 (Unaudited)	2021
(In millions)		
Assets		
Cash and Equivalents	\$ 761.2	\$ 731.4
Accounts Receivable, Net	860.2	1,072.7
Inventories	894.1	777.2
Prepaid Expenses and Other Current Assets	213.5	293.3
Total Current Assets	2,729.0	2,874.5
Property, Plant, and Equipment, Net	469.1	456.0
Right-of-Use Assets, Net	318.7	325.5
Goodwill	1,378.6	1,390.2
Other Noncurrent Assets	1,282.3	1,347.7
Total Assets	\$ 6,177.7	\$ 6,393.9
Liabilities and Stockholders' Equity		
Accounts Payable and Accrued Liabilities	\$ 1,150.2	\$ 1,570.7
Income Taxes Payable	37.6	27.5
Total Current Liabilities	1,187.7	1,598.3
Long-Term Debt	2,325.6	2,571.0
Noncurrent Lease Liabilities	271.4	283.6
Other Noncurrent Liabilities	336.6	372.2
Stockholders' Equity	2,056.3	1,568.8
Total Liabilities and Stockholders' Equity	\$ 6,177.7	\$ 6,393.9

SUPPLEMENTAL BALANCE SHEET AND CASH FLOW DATA (Unaudited)¹

	December 31,	
	2022	2021
Key Balance Sheet Data:		
Accounts Receivable, Net Days of Sales Outstanding (DSO)	55	54

	For the Year Ended December 31,	
	2022	2021
(In millions)		
Condensed Cash Flow Data:		
Cash Flows Provided by Operating Activities	\$ 443	\$ 485
Cash Flows (Used for) Investing Activities	(144)	(105)
Cash Flows (Used for) Financing Activities and Other	(269)	(411)
Increase (Decrease) in Cash and Equivalents	\$ 30	\$ (31)

¹ Amounts may not sum due to rounding.

SUPPLEMENTAL FINANCIAL INFORMATION (Unaudited)¹
RECONCILIATION OF GAAP AND NON-GAAP FINANCIAL MEASURES

(In millions, except percentage information)	For the Three Months Ended December 31,			For the Year Ended December 31,		
	2022	2021	Change	2022	2021	Change
Gross Profit						
Gross Profit, As Reported	\$ 602.7	\$ 884.3		\$ 2,481.4	\$ 2,626.7	
Gross Margin	43.0 %	49.3 %	-630 bps	45.7 %	48.1 %	-240 bps
Adjustments:						
Severance and Restructuring Expenses	0.9	1.0		10.7	2.9	
Gross Profit, As Adjusted	\$ 603.5	\$ 885.2		\$ 2,492.0	\$ 2,629.5	
Adjusted Gross Margin	43.1 %	49.3 %	-620 bps	45.9 %	48.2 %	-230 bps
Other Selling and Administrative Expenses						
Other Selling and Administrative Expenses, As Reported	\$ 281.0	\$ 361.2	-22%	\$ 1,271.6	\$ 1,351.4	-6%
% of Net Sales	20.0 %	20.1 %	-10 bps	23.4 %	24.8 %	-140 bps
Adjustments:						
Severance and Restructuring Expenses	(9.1)	(5.9)		(26.2)	(31.5)	
Inclined Sleeper Product Recalls ²	1.5	(0.2)		0.3	(15.1)	
Sale of Assets ³	8.3	—		23.5	15.8	
Other Selling and Administrative Expenses, As Adjusted	\$ 281.7	\$ 355.2	-21%	\$ 1,269.2	\$ 1,320.6	-4%
% of Net Sales	20.1 %	19.8 %	30 bps	23.4 %	24.2 %	-80 bps
Operating Income						
Operating Income, As Reported	\$ 79.0	\$ 257.5	-69%	\$ 675.5	\$ 729.6	-7%
Operating Income Margin	5.6 %	14.3 %	-870 bps	12.4 %	13.4 %	-100 bps
Adjustments:						
Severance and Restructuring Expenses	10.0	6.8		36.8	34.4	
Inclined Sleeper Product Recalls ²	(1.5)	0.2		(0.3)	15.1	
Sale of Assets ³	(8.3)	—		(23.5)	(15.8)	
Operating Income, As Adjusted	\$ 79.1	\$ 264.5	-70%	\$ 688.6	\$ 763.3	-10%
Adjusted Operating Income Margin	5.6 %	14.7 %	-910 bps	12.7 %	14.0 %	-130 bps

¹ Amounts may not sum due to rounding.

² For the three months and year ended December 31, 2022 and 2021, represents net benefits/expenses related to inclined sleeper product recall litigation.

³ For the three months ended December 31, 2022, Mattel recorded a gain on sale of assets of \$8.3 million. For the year ended December 31, 2022, and 2021, Mattel recorded a gain on sale of assets of \$23.5 million and \$15.8 million, respectively, in other selling and administrative expenses.

SUPPLEMENTAL FINANCIAL INFORMATION (Unaudited)¹
RECONCILIATION OF GAAP AND NON-GAAP FINANCIAL MEASURES

(In millions, except per share and percentage information)	For the Three Months Ended December 31,			For the Year Ended December 31,		
	2022	2021	Change	2022	2021	Change
Earnings Per Share						
Net Income Per Common Share, As Reported	\$ 0.04	\$ 0.63	-94%	\$ 1.10	\$ 2.53	-57%
<i>Adjustments:</i>						
Severance and Restructuring Expenses	0.03	0.02		0.10	0.10	
Inclined Sleeper Product Recalls ²	—	—		—	0.04	
Sale of Assets/Business ³	(0.02)	—		(0.07)	(0.06)	
Loss on Debt Extinguishment	—	—		—	0.28	
Valuation Allowance Releases ⁴	—	(0.14)		—	(1.51)	
Loss on Liquidation of Argentina Subsidiary ⁵	0.13	—		0.13	—	
Tax Effect of Adjustments ⁶	0.01	0.02		—	(0.08)	
Net Income Per Common Share, As Adjusted	<u>\$ 0.18</u>	<u>\$ 0.53</u>	-66%	<u>\$ 1.25</u>	<u>\$ 1.30</u>	-4%
EBITDA and Adjusted EBITDA						
Net Income, As Reported	\$ 16.1	\$ 225.8	-93%	\$ 393.9	\$ 903.0	-56%
<i>Adjustments:</i>						
Interest Expense	33.1	33.2		132.8	253.9	
Provision (Benefit) for Income Taxes	5.3	(4.6)		135.9	(420.4)	
Depreciation	36.1	37.4		144.6	146.3	
Amortization	9.6	9.5		37.9	38.0	
EBITDA	100.2	301.4		845.0	920.9	
<i>Adjustments:</i>						
Share-Based Compensation	13.1	13.6		69.1	60.1	
Severance and Restructuring Expenses	8.9	5.8		32.7	30.7	
Inclined Sleeper Product Recalls ²	(1.5)	0.2		(0.3)	15.1	
Sale of Assets/Business ³	(8.3)	—		(23.5)	(19.7)	
Loss on Liquidation of Argentina Subsidiary ⁵	45.4	—		45.4	—	
Adjusted EBITDA	<u>\$ 157.8</u>	<u>\$ 320.9</u>	-51%	<u>\$ 968.4</u>	<u>\$ 1,007.0</u>	-4%
Free Cash Flow						
Net Cash Flows Provided by Operating Activities				\$ 442.8	\$ 485.5	
Capital Expenditures				(186.5)	(151.4)	
Free Cash Flow				<u>\$ 256.3</u>	<u>\$ 334.1</u>	

¹ Amounts may not sum due to rounding.

² For the three months and year ended December 31, 2022 and 2021, represents net benefits/expenses related to inclined sleeper product recall litigation.

³ For the three months and year ended December 31, 2022, Mattel recorded a gain on sale of assets of \$8.3 million and \$23.5 million, respectively, in other selling and administrative expenses. For the year ended December 31, 2021, Mattel recorded a gain on sale of assets of \$15.8 million in other selling and administrative expenses, and a gain on sale of business of \$3.9 million in other non-operating expense, net.

⁴ For the three months and year ended December 31, 2021, the amount includes a net benefit of \$48.6 million and \$540.8 million, respectively, related to the release of valuation allowances against deferred tax assets of the U.S. and certain International affiliates.

⁵ During the three months ended December 31, 2022, the liquidation of Mattel's subsidiary in Argentina was substantially completed, and Mattel recognized its cumulative translation adjustments of \$45.4 million as a loss in other non-operating expense, net.

⁶ The aggregate tax effect of adjustments was determined using the effective tax rates on a jurisdictional basis of the respective adjustments, and dividing by the reported weighted average number of common and potential common shares.

SUPPLEMENTAL FINANCIAL INFORMATION (Unaudited)¹
RECONCILIATION OF GAAP AND NON-GAAP FINANCIAL MEASURES

(In millions, except percentage information)	For the Year Ended December 31,		
	2022	2021	Change
Tax Rate			
Income Before Income Taxes, As Reported	\$ 504.3	\$ 470.8	
<i>Adjustments:</i>			
Severance and Restructuring Expenses	36.8	34.4	
Inclined Sleeper Product Recalls ²	(0.3)	15.1	
Sale of Assets/Business ³	(23.5)	(19.7)	
Loss on Debt Extinguishment	—	101.7	
Loss on Liquidation of Argentina Subsidiary ⁴	45.4	—	
Income Before Income Taxes, As Adjusted	<u>\$ 562.8</u>	<u>\$ 602.2</u>	
Provision (Benefit) for Income Taxes, As Reported	\$ 135.9	\$ (420.4)	
<i>Adjustments:</i>			
Valuation Allowance Releases ⁵	—	540.8	
Tax Effect of Adjustments ⁶	1.3	27.9	
Provision for Income Taxes, As Adjusted	<u>\$ 137.2</u>	<u>\$ 148.4</u>	
Tax Rate, As Reported	27%	-89%	116 bps
Tax Rate, As Adjusted	<u>24%</u>	<u>25%</u>	-1 bps
December 31,			
	2022	2021	
Net Debt			
Long-Term Debt	\$ 2,325.6	\$ 2,571.0	
<i>Adjustments</i>			
Cash and Equivalents	(761.2)	(731.4)	
Net Debt	<u>\$ 1,564.4</u>	<u>\$ 1,839.6</u>	

¹ Amounts may not sum due to rounding.

² For the year ended December 31, 2022 and 2021, represents net benefits/expenses related to inclined sleeper product recall litigation.

³ For the year ended December 31, 2022, Mattel recorded a gain on sale of assets of \$23.5 million in other selling and administrative expenses. For the year ended December 31, 2021, Mattel recorded a gain on sale of assets of \$15.8 million in other selling and administrative expenses, and a gain on sale of business of \$3.9 million in other non-operating expense, net.

⁴ During the year ended December 31, 2022, the liquidation of Mattel's subsidiary in Argentina was substantially completed, and Mattel recognized its cumulative translation adjustments of \$45.4 million as a loss in other non-operating expense, net.

⁵ For the year ended December 31, 2021, the amount includes a net benefit of approximately \$540.8 million related to the release of valuation allowances against deferred tax assets of the U.S. and certain International affiliates.

⁶ Tax effect of adjustments was determined using the effective tax rates on a jurisdictional basis of the respective adjustments.

SUPPLEMENTAL FINANCIAL INFORMATION (Unaudited)¹
RECONCILIATION OF GAAP AND NON-GAAP FINANCIAL MEASURES

(In millions, except percentage and pts information)	For the Year Ended December 31,		
	2022	2021	Change
Leverage Ratio (Total Debt/Adjusted EBITDA)			
<i>Total Debt</i>			
Long-Term Debt	\$ 2,325.6	\$ 2,571.0	
<i>Adjustments:</i>			
Debt Issuance Costs and Debt Discount	24.4	29.0	
Total Debt	<u>\$ 2,350.0</u>	<u>\$ 2,600.0</u>	
<i>EBITDA and Adjusted EBITDA</i>			
Net Income, As Reported	\$ 393.9	\$ 903.0	-56%
<i>Adjustments:</i>			
Interest Expense	132.8	253.9	
Provision (Benefit) for Income Taxes	135.9	(420.4)	
Depreciation	144.6	146.3	
Amortization	37.9	38.0	
EBITDA	<u>845.0</u>	<u>920.9</u>	
<i>Adjustments:</i>			
Share-Based Compensation	69.1	60.1	
Severance and Restructuring Expenses	32.7	30.7	
Inclined Sleeper Product Recalls	(0.3)	15.1	
Sale of Assets/Business	(23.5)	(19.7)	
Loss on Liquidation of Argentina Subsidiary	45.4	—	
Adjusted EBITDA	<u>\$ 968.4</u>	<u>\$ 1,007.0</u>	-4%
Total Debt / Net Income	<u>6.0x</u>	<u>2.9x</u>	
Leverage Ratio (Total Debt / Adjusted EBITDA)	<u>2.4x</u>	<u>2.6x</u>	
Free Cash Flow			
Net Cash Flows Provided by Operating Activities	\$ 442.8	\$ 485.5	-9%
Capital Expenditures	<u>(186.5)</u>	<u>(151.4)</u>	
Free Cash Flow	<u>\$ 256.3</u>	<u>\$ 334.1</u>	-23%
Net Cash Flows Provided by Operating Activities / Net Income	<u>112%</u>	<u>54%</u>	58 pts
Free Cash Flow Conversion (Free Cash Flow/Adjusted EBITDA)	<u>26%</u>	<u>33%</u>	(7) pts

¹ Amounts may not sum due to rounding.

WORLDWIDE NET SALES AND GROSS BILLINGS¹ (Unaudited)²

	For the Three Months Ended December 31,				For the Year Ended December 31,			
	2022	2021	% Change as Reported	% Change in Constant Currency	2022	2021	% Change as Reported	% Change in Constant Currency
(In millions, except percentage information)								
Worldwide Net Sales:								
Net Sales	\$ 1,401.9	\$ 1,794.9	-22%	-19%	\$ 5,434.7	\$ 5,457.7	—%	3%
Worldwide Gross Billings by Categories:								
Dolls	\$ 589.3	\$ 803.6	-27%	-24%	\$ 2,084.0	\$ 2,299.1	-9%	-6%
Infant, Toddler, and Preschool	267.2	401.4	-33	-31	1,117.5	1,220.9	-8	-6
Vehicles	402.5	381.2	6	10	1,450.8	1,252.8	16	20
Action Figures, Building Sets, Games, and Other	300.5	405.1	-26	-22	1,396.1	1,308.9	7	10
Gross Billings	<u>\$ 1,559.6</u>	<u>\$ 1,991.4</u>	-22%	-19%	<u>\$ 6,048.3</u>	<u>\$ 6,081.6</u>	-1%	3%
Supplemental Gross Billings Disclosure								
Worldwide Gross Billings by Top 3 Power Brands:								
Barbie	\$ 372.2	\$ 556.6	-33%	-30%	\$ 1,490.6	\$ 1,679.3	-11%	-8%
Hot Wheels	351.9	326.4	8	13	1,251.4	1,068.3	17	22
Fisher-Price and Thomas & Friends	245.8	365.2	-33	-30	1,033.7	1,128.2	-8	-6
Other	589.7	743.2	-21	-18	2,272.5	2,205.8	3	6
Gross Billings	<u>\$ 1,559.6</u>	<u>\$ 1,991.4</u>	-22%	-19%	<u>\$ 6,048.3</u>	<u>\$ 6,081.6</u>	-1%	3%

¹ Gross billings represent amounts invoiced to customers and do not include the impact of sales adjustments, such as trade discounts and other allowances. Mattel presents changes in gross billings as a metric for comparing its aggregate, categorical, brand, and geographic results to highlight significant trends in Mattel's business.

² Amounts may not sum due to rounding.

NET SALES AND GROSS BILLINGS¹ BY SEGMENT (Unaudited)²

	For the Three Months Ended December 31,				For the Year Ended December 31,			
	2022	2021	% Change as Reported	% Change in Constant Currency	2022	2021	% Change as Reported	% Change in Constant Currency
(In millions, except percentage information)								
North America Net Sales:								
Net Sales	\$ 657.1	\$ 890.8	-26%	-26%	\$ 2,987.8	\$ 2,968.3	1%	1%
North America Gross Billings by Categories:								
Dolls	\$ 224.5	\$ 312.8	-28%	-28%	\$ 940.3	\$ 1,011.1	-7%	-7%
Infant, Toddler, and Preschool	148.7	238.5	-38	-37	698.3	758.8	-8	-8
Vehicles	186.2	175.2	6	7	736.9	633.0	16	17
Action Figures, Building Sets, Games, and Other	142.3	208.7	-32	-32	810.6	752.0	8	8
Gross Billings	<u>\$ 701.7</u>	<u>\$ 935.2</u>	-25%	-25%	<u>\$ 3,186.1</u>	<u>\$ 3,154.9</u>	1%	1%
Supplemental Gross Billings Disclosure								
North America Gross Billings by Top 3 Power Brands:								
Barbie	\$ 177.2	\$ 286.4	-38%	-38%	\$ 776.3	\$ 903.5	-14%	-14%
Hot Wheels	159.5	146.0	9	10	617.9	529.5	17	17
Fisher-Price and Thomas & Friends	128.1	209.4	-39	-39	635.1	685.5	-7	-7
Other	236.9	293.4	-19	-19	1,156.8	1,036.4	12	12
Gross Billings	<u>\$ 701.7</u>	<u>\$ 935.2</u>	-25%	-25%	<u>\$ 3,186.1</u>	<u>\$ 3,154.9</u>	1%	1%

¹ Gross billings represent amounts invoiced to customers and do not include the impact of sales adjustments, such as trade discounts and other allowances. Mattel presents changes in gross billings as a metric for comparing its aggregate, categorical, brand, and geographic results to highlight significant trends in Mattel's business.

² Amounts may not sum due to rounding.

NET SALES AND GROSS BILLINGS¹ BY SEGMENT (Unaudited)²

	For the Three Months Ended December 31,				For the Year Ended December 31,			
	2022	2021	% Change as Reported	% Change in Constant Currency	2022	2021	% Change as Reported	% Change in Constant Currency
(In millions, except percentage information)								
International Net Sales by Geographic Area:								
EMEA	\$ 365.6	\$ 469.6	-22%	-14%	\$ 1,324.4	\$ 1,375.5	-4%	6%
Latin America	172.4	190.1	-9	-11	591.0	519.6	14	14
Asia Pacific	97.1	112.0	-13	-4	304.6	324.1	-6	1
Net Sales	<u>\$ 635.1</u>	<u>\$ 771.7</u>	-18%	-12%	<u>\$ 2,220.0</u>	<u>\$ 2,219.2</u>	—%	7%
International Gross Billings by Geographic Area:								
EMEA	\$ 428.3	\$ 570.3	-25%	-16%	\$ 1,583.5	\$ 1,665.5	-5%	5%
Latin America	202.7	217.9	-7	-8	687.9	603.7	14	14
Asia Pacific	113.4	131.4	-14	-5	356.8	379.6	-6	1
Gross Billings	<u>\$ 744.4</u>	<u>\$ 919.7</u>	-19%	-13%	<u>\$ 2,628.2</u>	<u>\$ 2,648.8</u>	-1%	7%
International Gross Billings by Categories:								
Dolls	\$ 251.3	\$ 354.3	-29%	-23%	\$ 909.7	\$ 1,010.1	-10%	-3%
Infant, Toddler, and Preschool	118.5	162.9	-27	-22	419.2	462.1	-9	-3
Vehicles	216.3	206.0	5	13	713.9	619.8	15	24
Action Figures, Building Sets, Games, and Other	158.2	196.4	-19	-13	585.5	556.8	5	13
Gross Billings	<u>\$ 744.4</u>	<u>\$ 919.7</u>	-19%	-13%	<u>\$ 2,628.2</u>	<u>\$ 2,648.8</u>	-1%	7%
Supplemental Gross Billings Disclosure								
International Gross Billings by Top 3 Power Brands:								
Barbie	\$ 195.0	\$ 270.2	-28%	-22%	\$ 714.2	\$ 775.8	-8%	-1%
Hot Wheels	192.4	180.5	7	15	633.5	538.8	18	27
Fisher-Price and Thomas & Friends	117.7	155.8	-24	-19	398.7	442.7	-10	-4
Other	239.3	313.2	-24	-18	881.8	891.4	-1	6
Gross Billings	<u>\$ 744.4</u>	<u>\$ 919.7</u>	-19%	-13%	<u>\$ 2,628.2</u>	<u>\$ 2,648.8</u>	-1%	7%

¹ Gross billings represent amounts invoiced to customers and do not include the impact of sales adjustments, such as trade discounts and other allowances. Mattel presents changes in gross billings as a metric for comparing its aggregate, categorical, brand, and geographic results to highlight significant trends in Mattel's business.

² Amounts may not sum due to rounding.

NET SALES AND GROSS BILLINGS¹ BY SEGMENT (Unaudited)²

	For the Three Months Ended December 31,				For the Year Ended December 31,			
	2022	2021	% Change as Reported	% Change in Constant Currency	2022	2021	% Change as Reported	% Change in Constant Currency
(In millions, except percentage information)								
American Girl Net Sales:								
Net Sales	\$ 109.7	\$ 132.5	-17%	-17%	\$ 226.9	\$ 270.3	-16%	-16%
American Girl Gross Billings:								
Gross Billings	\$ 113.5	\$ 136.5	-17%	-17%	\$ 234.0	\$ 277.9	-16%	-16%

¹ Gross billings represent amounts invoiced to customers and do not include the impact of sales adjustments, such as trade discounts and other allowances. Mattel presents changes in gross billings as a metric for comparing its aggregate, categorical, brand, and geographic results to highlight significant trends in Mattel's business.

² Amounts may not sum due to rounding.