

TLL Revises 2019 U.S. & Canada Licensed Sales Predictions to Jump 4.3%

With new delayed U.S. tariffs announcement, THE LICENSING LETTER revises its 2019 licensed retail sales projections to top \$115.0 billion in the U.S. & Canada.

Retail sales in the U.S. are predicted to grow 4.3% (roughly \$4.3 billion) thanks to a holiday season sales rush as retailers and consumers alike stock up on cheap consumer goods before the clock runs out.

Sales in Q1 2020, while expected to be relatively stable compared to the same period last year, will nevertheless drop off dramatically from the previous sales period.

And overall 2020 sales are expected to contract in growth as consumer sentiment, the job market, and the overall state of the economy worsens and spending on discretionary consumer goods plummets.

But it's not only Q4 2019 that promises to boost North American sales. While overall toy and, to a smaller extent, novelties sales faltered in the first half of the year thanks to the demise of Toys"R"Us, growth was strong in markets

where the toy retailer lacked penetration, belying strong demand. Licensed apparel and home furniture/housewares sales were also strong based on preliminary reports.

Licensed accessories was a mixed bag of triumphs and successes; e.g., while wearables, bags, and luggage performed well, the impact of key fashion licenses dropping certain fragrance and eyewear licenses began to be felt this last couple of months.

Olympics Help Propel 4.0% Boost in South Korean Licensed Retail Sales

Retail sales of licensed merchandise in South Korea jumped 4.0% to reach \$443 million in 2018, according to THE LICENSING LETTER.

In part, this was thanks to the impact of the 2018 PyeongChang Winter Olympics, which boosted sales from tourists and natives alike. In August, we estimated that total worldwide retail sales resulting from the Games would ultimately fall anywhere between \$90–225 million in 2018. An estimated 1,500 products were produced spanning apparel, confectionery, stationery, plush, pin badges, and accessories.

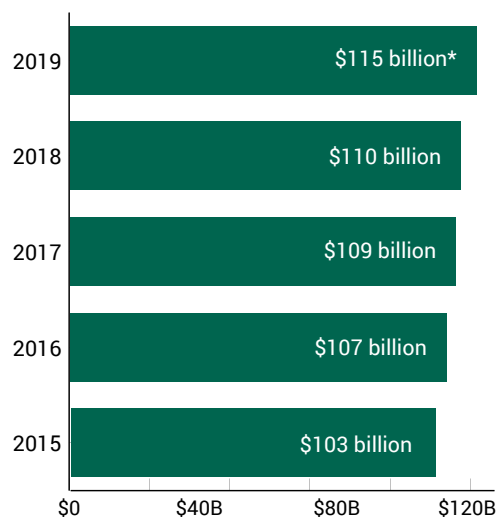
With just \$443 million in licensed retail sales, South Korea is one of the smallest territories for licensed retail sales within Asia, accounting for just 4% of Japan's total sales and 5% of China's total sales.

This last year saw the highest rate of growth in South Korea since TLL first began tracking its licensed retail sales; in 2012, the territory was estimated to have jumped 5.1% to reach \$389 million. Since then, the country has tracked between 2–3% growth every year, except for 2016, when sales fell by -1.9% before picking up to 3.0% in 2017.

Fashion Leads Property Type Growth

The country has a well-developed entertainment/character sector, offering a mix of foreign properties as well as a homegrown licensing

Retail Sales of Licensed Merchandise, U.S. & Canada, 2015–2019



Notes: *Figures for 2019 are preliminary projections.

SOURCE: THE LICENSING LETTER

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Note from the Editors

As we enter into the final quarter of 2019, TLL has got some new publications up on the plate:

- ▶ If you enjoyed last month's free sample issue of TLL's stand-alone *Licensing Contacts & Connections* newsletter, good news! We just released the latest Q4 issue.
- ▶ This month, we're launching the latest installment in TLL's *Licensing Flip-book* series—Asia—with country-specific breakdowns of licensed retail sales.
- ▶ And for the *U.S. & Canada Flip-book*, we're releasing a free update with brand-new data.



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Loot Crate Files for Chapter 11 Amid Continued Growth Pains

Loot Crate files for Chapter 11 bankruptcy amid reports that the company owes over \$30 million in trade debt to its business partners. While it's a relatively small sum, considering the business, the *LA Times* identified the company's failure to hit critical mass with its subscription box concept as a key reason for Loot Crate's money problems over the past year.

Following its bankruptcy filing, the company's credit card processor is also withholding customer billing, apparently denying it \$20 million in sales. According to that filing, Loot Crate has racked up liabilities of \$50–100 million and currently holds assets of \$10–50 million. The company's biggest creditors include:

- ▶ **Something Inked** (custom promotional products manufacturer; \$4.7 million),
- ▶ **Gold Wing Toys Products Ltd.** (Hong Kong-based manufacturer, \$1.3 million),
- ▶ **Bioworld Merchandising** (apparel, accessories, novelties; \$1.5 million),
- ▶ **Just Funky** (gifts and novelties, \$800k),
- ▶ **Global One Accessories** (gifts and novelties, \$700k),
- ▶ **Bensussen Deutsch & Associates** (BDA; gifts and novelties, \$650k),
- ▶ **Trend Setters** (specialty print manufacturer, \$590k),
- ▶ **Promotional Concepts Team** (\$580k),
- ▶ **Jack Nadel** (promotional products, \$575k),
- ▶ **MLB Advanced Media** (licensor, \$500k),
- ▶ **Marvel Brands** (licensor, \$470k),
- ▶ **Zak Designs** (housewares, \$360k),
- ▶ **Design Intl. Group** (holiday, novelties, toys; \$330k) and,
- ▶ Last but not least, the companies that made it all possible—Fedex (\$300k) and a separate packing supplies company (\$300k).

Chris Davis will continue in his role as Chief Executive Officer while Loot Crate seeks a buyer; he has stated that daily operations will continue as normal. Loot Crate laid off all of its roughly 150 warehouse employees in May; in the week preceding its bankruptcy filing, the geek culture company fired 50 employees.

At its height in 2016, Loot Crate was considered one of the fastest growing subscription-based startups, with 650,000 subscribers paying \$20 per month for apparel and collectibles, per the *LA Times*. In 2017, the company fired 60 employees; at the time, Davis claimed the company had overextended itself. Now, as the company seeks a new buyer, the question is whether it has learned its lesson.

Garfield Joins the Nickelodeon Dog House

Garfield joins the Nickelodeon fold as **Viacom** enters into a definitive agreement to acquire **Paws, Inc.** The deal includes the IP owner's Garfield and U.S. Acres franchises and is expected to close sometime in September. As part of the deal, Viacom plans to develop a new Garfield animated series.

According to TLL's latest estimates based on the *\$100 Million Entertainment/Character* list, Garfield boasts roughly \$440 million in annual licensed retail sales worldwide. The property joins top Nick properties totaling roughly \$4 billion in global sales—including SpongeBob SquarePants, PAW Patrol, Teenage Mutant Ninja Turtles as well as the forthcoming *Blue's Clues & You!*, the first-ever SpongeBob spinoff, *Kamp Koral*, and an all-new animated Star Trek series.

Last month, Paws, Inc.'s headquarters was donated to the Ball State University Foundation and all staff is currently working from home. Jim Davis will continue to create the syndicated comic strip he launched in newspapers in 1978.

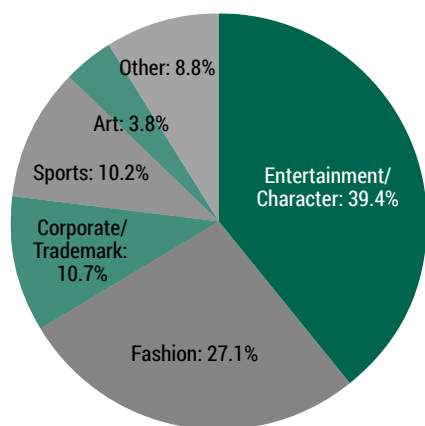
South Korean Licensed Retail Sales

Continued from page 1

business that has featured several success stories, including one of the most notable breakout properties this year, Baby Shark.

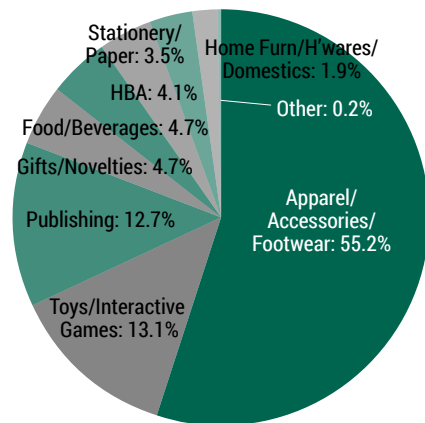
In fact, entertainment/character licensing drives a dominant 39.4% of retail sales of licensed goods, with fashion labels accounting for the second-largest proportion (27.1%). Other major property types include corporate trademarks/brands (10.7%), sports (10.2%), and art (3.8%).

Share of Retail Sales of Licensed Merchandise, by Property Type, South Korea, 2018



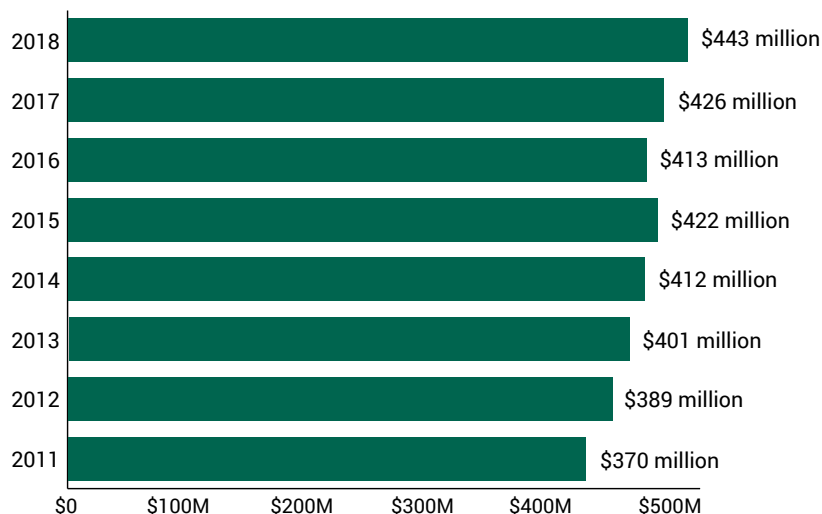
SOURCE: THE LICENSING LETTER

Share of Retail Sales of Licensed Merchandise, by Product Category, South Korea, 2018



SOURCE: THE LICENSING LETTER

Retail Sales of Licensed Merchandise, South Korea, 2011–2018



SOURCE: THE LICENSING LETTER

All property types are on the rise, with fashion especially strong. It showed an increase of 4.4% in 2018, compared to 4.0% growth for the market as a whole.

Sports-based sales jumped 27.0%, largely off of the strength of the Games, to reach \$45 million in 2018—a leap of almost \$10 million in licensed retail sales. While small, a significant share of the total dollar amount originated from esports-based properties.

Corporate trademarks/brands grew 3.2%. Art jumped 2.4%, recovering after some years of declines. The largest category, entertainment/character, also grew the slowest with 1.8% growth to reach \$175 million in 2018.

Apparel/Accessories/Footwear Drive Product Category Growth

Apparel/accessories/footwear represents a particularly dominant category in South Korea, generating 55.2% of licensed retail sales. Fashion- and sports-driven apparel are a large and growing portion of the total, but accessories dominate the market overall.

Toys and interactive games comprise the second-largest sector in South Korea, with a 13.1% share of market. The segment accounts for a relatively larger amount of sales compared to more mature markets, like Japan.

The third-largest sector, publishing products, accounts for 12.7% of sales in South Korea. The country has a strong comic book market, and entertainment

and comic book publishing go hand-in-hand, tied to licensed properties both from Korea and Japan. Children's books represent an entry point for many foreign licensors of entertainment/character properties as well.

Food/beverage is a relatively strong category, compared to the rest of the region, with 4.7% share; however, in 2018, sales sputtered with just 0.5% growth. Over the last couple of years, there has been a concentrated effort to export domestic South Korean specialty food/beverage brands to markets like the U.S., Latin America, and Europe.

Gifts/novelties jumped 19.0% in 2018 to reach 4.7% share of licensed sales, thanks in large part to souvenirs connected with the Games. Overall, sales did not increase dramatically, as compared to several years ago, due to years of declining sales in the category.

Health & beauty aids accounted for 4.1% of sales in 2018, up from 2.7% share in 2011. Most of the activity in this sector is driven by entertainment/character- and fashion-based brands, but the share of corporate-based brands is growing.

At 1.9% share, home furniture/housewares/domestics is one of the most dynamic categories. In 2018, the category jumped 6.0% after dropping -7.4% from 2015–2017 and -13.0% from 2013–2015. At just \$8 million in value in 2018, however, that translates to under a \$1 million shift in so many years.

M&A & Partnerships

STRATEGIC INVESTMENTS

BlackRock makes a strategic investment of \$875 million in Authentic Brands Group (**ABG**) through its Long Term Private Capital (LTPC) fund. Now ABG's largest investor, the money manager will work closely alongside ABG's top brass as the brand management company embarks on its next phase of expansion. ABG's portfolio of over 50 brands generates close to \$10 billion in annual worldwide revenue in more than 70 countries.

Sony Music Entertainment's merchandising division, The Thread Shop, acquires the music merchandise department of **The Araca Group**.

Fox Entertainment snaps up **Bento Box Entertainment**, the animation studio behind its hit Bob's Burgers as well as other shows for Netflix, Adult Swim and Nickelodeon. The prodco will continue to operate as a stand-alone entity.

PLAY BALL

FanDuel Group and Major League Baseball (**MLB**) strike a multi-year partnership designating FanDuel as an Authorized Gaming Operator of MLB. The deal provides FanDuel access to official MLB data, along with league and

team marks and logos, across FanDuel's online sports betting products and retail sportsbook locations.

Twitch strikes live streaming partnerships with the National Basketball Association (**NBA**) and (exclusively) **USA Basketball**. Twitch will offer the option to co-stream all events, giving fans a chance to connect with their community by offering their own commentary.

READING BETWEEN THE LINES

Barnes & Noble (B&N) has finally been sold to **Elliott Advisors** in a \$683 million deal. As a result, B&N becomes a private company controlled by the private equity firm and will be headed up by James Daunt, the CEO of U.K. bookstore chain Waterstones. B&N founder Len Riggio will have no formal role in the new company. Daunt will relocate from London to New York to oversee the two chains.

Earlier this year, Daunt revealed that the firm plans to sell B&N after "a little botox." In fiscal 2018, B&N store sales fell 1.9% and total revenue fell 3.0% compared to the previous year.

Encyclopedia Britannica parentco **Britannica Group** joins forces with **What on Earth Publishing**, an international independent children's non-fiction

publisher, to launch Britannica Books, a new fun-reference imprint. The first list will come to market worldwide in Fall 2020 and will publish 5-10 titles per year for children ages 3-14.

CANNED CANNABIS

AriZona Beverages partners with **Dixie Brands** for an AriZona-branded line of THC-infused gummies, vaporizers, and beverages. The agreement allows AriZona to invest up to \$10 million in Dixie.

DELAYED GRATIFICATION

Talent agency **Endeavor Group** postpones its IPO until September at the earliest. The parentco of WME, IMG, UFC, and the Miss Universe pageant is currently in negotiations to purchase On Location Experiences, a high-end hospitality and live-events company.

FAST FASHION

British internet-based fashion group **Boohoo** buys out the online businesses of fashion chains **Karen Millen** and **Coast** for £18.2 million in cash (\$22.1 million). *BoF* reports that the two brands together had direct online sales of £28.4 million (\$34.5 million) worldwide in the 12 months ended February.

Who's News

Are you hiring? Being promoted, changing jobs, retiring? Email the editor at karina@plainlanguagemedia.com and we'll announce the news in our next issue of Who's News.

Individual contact information is available in this issue's Contacts & Connections (pp. 12-16), courtesy of TLL's Licensing Sourcebook Online.

Endemol Shine North America names **Amber Sheppo** as SVP Licensing, taking over from **Tamaya Petteway**. Petteway now serves as SVP Brand Partnerships.

VF Corp. appoints **Jan Van Mossevelde** as VP & GM icebreaker EMEA. Van Mossevelde will take on the new role effective fall this year and will report to icebreaker Brand President **Greg Smith**.

Anna Artyukhova is promoted to Managing Director for Russia & CIS at **CPLG Pullman**. Artyukhova will lead the Moscow-based team, reporting to **Slawomir Ekiert**, MD CEE & Nordics at CPLG.

Trends Intl. hires **Greg Hill** as Associate Licensing Manager.

Morgan Ward joins **Dimensional Branding** as Licensing Director.

Sonar Entertainment promotes **David Ellender** to CEO.

VF Corp. appoints **Michel Bilodeau** as VP & GM Vans EMEA; he will transition into his new role by October 2019.

Former Turner EMEA President **Giorgio Stock** is the latest to switch roles following the AT&T merger with Time-Warner, in the newly created role of President **WarnerMedia** Entertainment Networks, Distribution & Advertising Sales for EMEA and APAC.

Jeff Blackburn, the head of **Amazon's** entertainment, advertising, and M&A, is taking a year's leave.

VP & COO **Eric Minoli** will step into role of interim president and CEO at **Groupe Média TFO** following the departure of **Glenn O'Farrell**.

Licensing International hires **Maria Ungaro** as VP Member Engagement.

Jackie De Leo, formerly VP Merchandising & Product Management at ReaderLink, rejoins the **Disney Book Group** as VP Sales.

Deal Sheet

In this issue: 26 brands/IP available or recently assigned and 169 individual licenses granted.

Brands/IP Available or Recently Assigned, U.S.

PROPERTY	DESCRIPTION	CATEGORIES AVAILABLE	LICENSING CONTACT
Country Living	American lifestyle and home magazine published by the Hearst Corporation since 1978. Focuses on food, home renovation, home decor, DIY, and lifestyle.	Beverages, food, garden products, home decor, outdoor	Alex Tomlinson, Brand Capital Marketing (BCM)
Peggy Moffitt	One of the first fashion influencers; collaborated with Rudi Gernreich, Vidal Sassoon, Andy Warhol and others to deliver the most influential trends of the 70s and 80s.	All	Bruce Giuliano, Sage Licensing Group

Licensed Recently Granted, U.S.

PROPERTY	GRANTED TO	PRODUCTS MANUFACTURED	GRANTED BY
Friends	Coffee Bean & Tea Leaf (The, CBTL)	Coffee, coffee products, tea, tea products	Warner Bros. Consumer Products
Jack Daniel's	Shoe Surgeon (The)/Surgeon Worldwide Inc.	Footwear	Beanstalk
John Wayne	Trevco*	Accessories, apparel, homeware, stickers	Dimensional Branding Group (DBG) div. Bay Tek Games
Kathy Ireland	Trade Linker Intl.	Bedding	Kathy Ireland Worldwide (kiWW)
Lion King	Gigi Burris Millinery	Headwear	Disney Consumer Products
	Luminess Beauty	Cosmetics	Disney Consumer Products
Pets Rock	Eleven Paris	Apparel	Art Ask Agency
Popeye	Preppy Pop	Button-down shirts, pants, polo shirts, shorts, sweaters	King Features Syndicate
Precious Moments	Delta Children's Products	Decor, furniture (children's), mattresses, storage, strollers	Spotlight Licensing & Brand Management
	Innovent Inc.	Diapers, wipes	Spotlight Licensing & Brand Management
	Sara Kety Baby & Kids	Apparel (infants', toddlers')	Spotlight Licensing & Brand Management
Rachel Zoe	ALDO Group	Footwear, hand bags, leather goods	Rachel Zoe
Scary Stories to Tell in the Dark	Hot Topic	T-shirts	CBS Consumer Products
	Insight Editions	Notebooks	CBS Consumer Products
Shark Week	ASO LLC	Bandages	Discovery Consumer Products
	Blankie Tails Inc.	Blankets	Discovery Consumer Products
	Build-A-Bear Workshop	Plush	Discovery Consumer Products
	Crazy Boxer div. TEXTISS U.S.	Underwear	Discovery Consumer Products
	Fast Forward	Backpacks	Discovery Consumer Products
	Fifth Sun Apparel	Apparel	Discovery Consumer Products
	Knockaround	Sunglasses	Discovery Consumer Products
	Readerlink	Books, sticker books	Discovery Consumer Products

*Extension or renewal.

Continued on page 6

Licensed Recently Granted, U.S. *Continued from page 5*

PROPERTY	GRANTED TO	PRODUCTS MANUFACTURED	GRANTED BY
Shark Week	Sock Fancy	Socks	Discovery Consumer Products
Sperry Top-Sider	Levy Group	Accessories, apparel, bags, dresses, sportswear, swimwear	Sperry Top-Sider div. Wolverine World Wide, Inc.
Star Trek	Wines That Rock	Wine	CBS Consumer Products (Star Trek)
Star Trek: Deep Space Nine	GameCo	Video game gambling machines	CBS Consumer Products (Star Trek)
Taco Bell	Chubbies Shorts	Swimwear (men's)	Beanstalk
	DIFF Eyewear	Sunglasses	Beanstalk
	ISlide	Slides	Beanstalk
	L*Space	Swimwear (women's)	Beanstalk
Women's National Basketball Players Association (WNBA)	Chance Athletics	Basketballs	REP Worldwide div. NFLPA
Yellowstone	Justin Brands div. Berkshire Hathaway Company	Footwear	Nickelodeon & Viacom Consumer Products (NVCP)

Brands/IP Available or Recently Assigned, Intl.

PROPERTY	DESCRIPTION	CATEGORIES AVAILABLE	LICENSING CONTACT
Carte Blanche	European greeting card and gift company for over 30 years. Portfolio incl. Me to You properties; Tatty Teddy, My Dinky Bear, Tiny Tatty Teddy, and Hotchpotch.	All (Benelux, Nordics, CEE)	Maarten Weck, CPLG (Northern Europe)
Cezer	Lifestyle and streetwear brand founded in the early 2000s by designer and creator Michael Cherry.	Accessories, apparel, footwear (Worldwide)	Kim Winkeleer, Trelmage LLC
Daisy Dew Drop and The Rainbow Garden	Children's brand by Chris Antoine and Bob Prado follows a colorful flower girl living in a forest inhabited by interesting and culturally diverse characters.	All (Worldwide)	Cynthia Modders, Firefly Brand Management
Flossy and Jim	Colorful lifestyle brand delivers fun and happiness; helps kids feel good using bold iconic images and a comical feel-good phrase.	All (China, Hong Kong, Taiwan, Macau)	Bruce Pan, iPlay Brand Management Co. Ltd.
Ginsu	Cutlery brand circa 1978 boasts multiple lines of knives; one of the first to market directly to consumers.	All (Worldwide)	Andrew Lieb, JRL Group
House of Talent	Over 20 influencers boasting more than half a billion monthly impressions. Inspired two novels and multi-venue meet-and-greets attracting over 80,000 fans.	All (Worldwide)	Matteo Corradi, Mondo TV S.p.a.
Humvee	Iconic vehicle brand. Family of light, four-wheel drive, military trucks and utility vehicles produced by AM General.	All (Worldwide)	Thomas Caravella, United Entertainment Group
JoyPixels	Creators of authentic digital emoji-icons since 2013; over 2,500 custom emoticons available. Born Licensing (David Born) is the master licensing agent.	All (U.K.)	Tina Louise Foster, Nimbus Nine Consulting
		All (Nordics, Benelux)	Kirsten Gyde, Nordic Licensing Co. A/S (NLC)
		All (South East Asia)	Pinky David, PinkTank Asia Pacific
		All (ANZ)	Lim Mi-Kyoung, WP Brands (form. Wild Pumpkin Licensing Intl.)

*Extension or renewal.

Continued on page 7

Brands/IP Available or Recently Assigned, Intl. *Continued from page 6*

PROPERTY	DESCRIPTION	CATEGORIES AVAILABLE	LICENSING CONTACT
JoyPixels	Creators of authentic digital emoji-icons since 2013; over 2,500 custom emoticons available. Born Licensing (David Born) is the master licensing agent.	All (GAS)	Anita Van Esch, Active Merchandising
		All (Spain, Portugal)	Roberto Mitrani, Ypsilon Licensing div. Ypsilon Films
Maurizio Distefano Licensing - The Evolution of Licensing (MDL)	Licensing, brand building and business development agency properties incl. Bing, Masha and the Bear, emoji, ZAFARI, Gigantosaurus, and Kit'n'Kate.	All (Italy, Eastern Europe)	Maurizio Distefano, Maurizio Distefano Licensing - The Evolution of Licensing (MDL)
MeteoHeroes	Animated series about 6 kids who discover they can control the weather, each with a unique superpower connected to a different weather phenomenon.	All (Worldwide)	Matteo Corradi, Mondo TV S.p.a.
MGM properties	Library of film and TV content inc. Pink Panther, Rocky, Vikings, The Addams Family, World's Toughest Race: Eco-Challenge Fiji, and Stargate.	All (Worldwide)	Robert Marick, MGM Consumer Products
Moose Tracks	Beloved flavor, character, and logo known for its famous Moose Tracks fudge and peanut butter cups in vanilla ice cream by Denali Flavors.	Apparel, baked goods, beverages, confections, lip balms, plush, refrigerated/frozen desserts, snacks (North America)	Cindy Birdsong, Brand Licensing Team
National Hot Rod Association (NHRA)	World's largest motorsports sanctioning body and the preeminent force in the world of drag racing and hot-rodding since 1951.	All (Worldwide)	Andrew Lieb, JRL Group
Red Robin	Casual dining restaurant chain known for its high-quality burgers, bottomless steak fries, and fun, family environment since 1969.	Frozen meat products (North America)	Jeff Dotson, Valen Group
Robot Trains	3D CGI animated action-adventure where all citizens are trains and some residents have the ability to transform into robots.	All (Worldwide)	Matteo Corradi, Mondo TV S.p.a.
Royal Horticultural Society	Gardening charity founded 1804 with a vision to enrich life through plants, inspirational gardens and shows, scientific research, education, and community programs.	All (Worldwide)	Cathy Snow, Royal Horticultural Society/RHS Enterprises Ltd.
Stan Lee's POW! Entertainment	Global icon and creator of many Marvel characters, the "King of Cameos" with almost 100 appearances. Incl. name and likeness, signature, famous catchphrases, and trademarks.	All (Worldwide)	Tim Rothwell, All-American Licensing & Management Group (AALMG)
Tree Top	Premium producers of quality juices and applesauce for consumers since 1960; provides fruit-based ingredients and solutions to the world's leading manufacturers.	Frozen fruit bars, fruit snacks, trail mixes (North America)	Jeff Dotson, Valen Group

Licensed Recently Granted, Intl.

PROPERTY	DESCRIPTION	CATEGORIES AVAILABLE	LICENSING CONTACT
Addams Family (The, animation)	Pixowl	Mobile games (Worldwide)	MGM Consumer Products
Alias	Trends International	Bookmarks, calendars, mobile wallets, notebooks, patches, posters, stickers, writing instruments (North America)	Disney ABC Television Group

*Extension or renewal.

Continued on page 8

Licensed Recently Granted, Intl. *Continued from page 7*

PROPERTY	DESCRIPTION	CATEGORIES AVAILABLE	LICENSING CONTACT
Angry Birds	Filippo Laterza	Fashion apparel (Worldwide)	Maurizio Distefano Licensing - The Evolution of Licensing (MDL)
Australia Ninja Warrior	BLK Sport	Sportswear (Australia)	Asembl div. Merchantwise
Baby Blues	Lappan Verlag GmbH div. Carlson Verlag	Books (children's) (GAS)	King Features Syndicate
Bambi	tonies - Boxine GmbH	Audio system (children's) (Europe)	Disney Consumer Products
Bananya	Bioworld Merchandising	Accessories, apparel, bags, desk collectibles, footwear, headwear, sleepwear, wallets (North America)	Crunchyroll div. Ellation
	Bitty Boomers div. Fabrique Innovations	Bluetooth speakers (Worldwide excl. Asia)	Crunchyroll div. Ellation
	CTC Food Intl.	Beverages (U.S., Canada, Mexico)	Crunchyroll div. Ellation
	Fabrique Innovations	Fabric (Worldwide excl. Asia)	Crunchyroll div. Ellation
Batman	Penguin Random House	Books (Worldwide)	Warner Bros. Consumer Products
Beyblade Burst	Pressman Toy/Goliath Games	Board games (U.S., Spain)	Sunrights
Blossom	Trends International	Bookmarks, calendars, mobile wallets, notebooks, patches, posters, stickers, writing instruments (North America)	Disney ABC Television Group
Bombberman	IDW Games div. IDW Media Holdings	Board games, card games, collectible pins, puzzles (Worldwide)	Konami Cross Media NY form. 4K Media
Boy Meets World	Trends International	Bookmarks, calendars, mobile wallets, notebooks, patches, posters, stickers, writing instruments (North America)	Disney ABC Television Group
BT21	GB Eye Ltd.	Gifts & collectibles, posters (Europe)	CPLG (U.K.)
Butterbean's Café	Penguin Random House	Books (Worldwide)	Nickelodeon & Viacom Consumer Products (NVCP)
CBGB	Trends International	Posters (U.S., Canada)	Epic Rights
Coming to America	Nike	Accessories, apparel, footwear (Worldwide)	Paramount Pictures - Viacom Nickelodeon Consumer Product
Contra	Blacklist Games (with Kess Co.)	Board games (North America)	Konami Cross Media NY form. 4K Media
Crayola	Creativity Intl. Ltd.	Coloring accessories, craft accessories, crafts (U.K.)	Crayola
Cuphead	USAopoly - The OP	Playing cards, puzzles, tabletop games (Worldwide)	King Features Syndicate
Cypress Hill	Trends International	Posters (U.S., Canada)	Epic Rights
DC Super Hero Girls	Penguin Random House	Books (Worldwide)	Warner Bros. Consumer Products
Def Leppard	Trends International	Posters (U.S., Canada)	Epic Rights
Desperate Housewives	Trends International	Bookmarks, calendars, mobile wallets, notebooks, patches, posters, stickers, writing instruments (North America)	Disney ABC Television Group
Dinosaurs (series)	Trends International	Bookmarks, calendars, mobile wallets, notebooks, patches, posters, stickers, writing instruments (North America)	Disney ABC Television Group
Disney	Mad Beauty Ltd.	Body care (EMEA)	Disney Consumer Products
Drew Barrymore Flower Home	Walmart.com/Jet/Hayneedle	Furniture (children's), home furnishings (North America)	Flower by Drew / Barrymore Brands
Duran Duran	Trends International	Posters (U.S., Canada)	Epic Rights

*Extension or renewal.

Continued on page 9

Licensed Recently Granted, Intl. *Continued from page 8*

PROPERTY	DESCRIPTION	CATEGORIES AVAILABLE	LICENSING CONTACT
Encyclopaedia Britannica	What on Earth Publishing (U.K.)	Books (Worldwide)	Encyclopedia Britannica
Felicity	Trends International	Bookmarks, calendars, mobile wallets, notebooks, patches, posters, stickers, writing instruments (North America)	Disney ABC Television Group
Flash Gordon	Boss Fight Studio	Mini figures & articulated action figures, packaging (U.S., Canada)	King Features Syndicate
Fortnite	Jazwares	Remote-controlled vehicles (U.S., Canada, U.K., Europe, Australia, Netherlands)	Epic Games
Friends	Pottery Barn div. Williams Sonoma	Furniture (U.S., Canada)	Warner Bros. Consumer Products
Gabby's Dollhouse	Spin Master	Master toy (Worldwide)	Universal Brand Development
Game of Thrones	MEGA Brands div. Mattel	Construction block sets (Worldwide)	HBO
Gaspard & Lisa (Gaspard et Lisa)	M&G Cultural Creative div. M&G Stationery	Master licensee (China)	Sony Creative Products (SCP)
Glitza	Wicked Cool Toys	Temporary tattoos (Worldwide)	Trends2Com/Glitza
Golden Girls	Trends International	Bookmarks, calendars, mobile wallets, notebooks, patches, posters, stickers, writing instruments (North America)	Disney ABC Television Group
Grey's Anatomy	Trends International	Bookmarks, calendars, mobile wallets, notebooks, patches, posters, stickers, writing instruments (North America)	Disney ABC Television Group
Grown-ish	Trends International	Bookmarks, calendars, mobile wallets, notebooks, patches, posters, stickers, writing instruments (North America)	Disney ABC Television Group
Gruffalo (The)	Organix Brands Ltd.	Biscuits (U.K.)	Magic Light Pictures
Halo Infinite	Wicked Cool Toys	Toy licensee (Worldwide)	343 Industries Microsoft
Home Improvement	Trends International	Bookmarks, calendars, mobile wallets, notebooks, patches, posters, stickers, writing instruments (North America)	Disney ABC Television Group
International Space Archives	Calego Intl.	Back-to-school, stationery & bags (North America, Europe)	Licensing Management Intl. (LMI)
	Ermoda Tek. Konf. San. Ve Tic. Ltd. Şti.	Accessories, apparel, homeware (Turkey, Albania, Bosnia-Herzegovina, Kosovo, Macedonia, Serbia, CIS & Moldova, Ukraine, Iraq, Egypt, Oman, Saudi Arabia, UAE, Algeria, Mauritania, Morocco, Tunisia, Russia, Bulgaria, Romania, Slovenia, Cyprus, Malta, Poland)	Licensing Management Intl. (LMI)
Jerry Garcia	Peter Mars Authentic (represented by Lisa Marks Associates; LMA)	Art, limited edition prints (Worldwide)	Envy Branding & Management
John Wayne	Air Venturi*	Air guns/rifles (U.S., Canada, South America, Europe, Asia)	Dimensional Branding Group (DBG) div. Bay Tek Games
	Incentive Imports*	Barware, bbq products, coffee mugs, cookware (U.S., Canada, China)	Dimensional Branding Group (DBG) div. Bay Tek Games
Johnny Hazard	Egmont Publishing AB	Books (Sweden)	King Features Syndicate
Journey	Trends International	Posters (U.S., Canada)	Epic Rights
Juicy Couture	Batra Group	Master licensee (Europe)	Authentic Brands Group (ABG)
Jungle Book (The)	tonies - Boxine GmbH	Audio system (children's) (Europe)	Disney Consumer Products
Jungle Jim	Egmont Publishing AB	Books (Sweden)	King Features Syndicate
Justice League	Penguin Random House	Books (Worldwide)	Warner Bros. Consumer Products

*Extension or renewal.

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Licensed Recently Granted, Intl. *Continued from page 9*

PROPERTY	DESCRIPTION	CATEGORIES AVAILABLE	LICENSING CONTACT
Kathy Ireland Worldwide (kiWW)	NatureZway	Cleaning products (Worldwide)	Kathy Ireland Worldwide (kiWW)
KISS, KISS x emoji	Trends International	Posters (U.S., Canada)	Epic Rights
Kyrie x SpongeBob SquarePants	Nike	Accessories, apparel, footwear (Worldwide)	Nickelodeon & Viacom Consumer Products (NVCP)
Lion King	ALDO Group	Accessories, footwear (Worldwide)	Disney Consumer Products
	ALEX AND ANI	Jewelry (U.S., Canada)	Disney Consumer Products
	Bioworld Merchandising	Jewelry (Worldwide)	Disney Consumer Products
	Disguise div. Jakks Pacific	Costumes (U.S., Canada)	Disney Consumer Products
	Funko	Collectibles, pop vinyl figures (Worldwide)	Disney Consumer Products
	Hasbro	Plush (Worldwide)	Disney Consumer Products
	Just Play	Plush, plush with sound (Worldwide)	Disney Consumer Products
	KIDdesigns/eKIDS/SDI Technologies	Electronic toys (U.S., Canada)	Disney Consumer Products
	Pandora Jewelry	Jewelry (Worldwide)	Disney Consumer Products
	Stance Socks	Socks (U.S., Canada)	Disney Consumer Products
tonies - Boxine GmbH	Audio system (children's) (Europe)	Disney Consumer Products	
Lost	Trends International	Bookmarks, calendars, mobile wallets, notebooks, patches, posters, stickers, writing instruments (North America)	Disney ABC Television Group
Metallica	Zee Productions	Puzzles (U.K.)	Rhino Entertainment div. Warner Music Group
Micro Machines	Wicked Cool Toys	Toy licensee (Worldwide)	Hasbro
MLB	Super7	Action figures (North America)	MLB Properties
National Geographic Space Collection	Rapanui Clothing Ltd./Teemill	Apparel (Worldwide)	National Geographic Partners
Nautica	Boyd Sleep	Mattresses (Worldwide)	Authentic Brands Group (ABG)
NERF	Super Heroic	Apparel (children's, juniors'), footwear (children's) (Worldwide)	Hasbro
Olive Oyl	Benetton Group	Accessories, apparel, footwear, sleepwear, underwear (Worldwide)	King Features Syndicate
Paddington Bear	PhatMojo	Master toy (U.S., Canada, LATAM, ANZ)	Copyrights Group (The), Bravado North America, Retail Monster
Peter Rabbit 2 (film)	Rainbow Designs	Plush (U.K.)	Sony Pictures Consumer Products, Penguin Random House
	Solent	Dental aids, personal care products, tissues (U.K.)	Sony Pictures Consumer Products, Penguin Random House
	Whitehouse Leisure LLP	Leisure plush (U.K.)	Sony Pictures Consumer Products, Penguin Random House
	World of Confections	Confectionery (U.K.)	Sony Pictures Consumer Products, Penguin Random House
Phantom (The)	Boss Fight Studio	Mini figures & articulated action figures, packaging (U.S., Canada)	King Features Syndicate
	Egmont Kustannus Oy Ab	Books (Finland)	King Features Syndicate
	Egmont Publishing AS	Books (Norway)	King Features Syndicate

*Extension or renewal.

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Licensed Recently Granted, Intl. *Continued from page 10*

PROPERTY	DESCRIPTION	CATEGORIES AVAILABLE	LICENSING CONTACT
Pop-A-Shot	Trau & Loevner Imprinted Apparel	Fashion tops, fleece, headwear, t-shirts (Worldwide)	Dimensional Branding Group (DBG) div. Bay Tek Games
Popeye	Bamford Watch Dept. Ltd.	Watches (U.S., Austria, Belgium, Bulgaria, Croatia, Republic of Cyprus, Czech Republic, Denmark, the Baltics, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Luxembourg, Malta, Netherlands, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Sweden, U.K., Japan, Malaysia, Hong Kong, Indonesia, Singapore, Australia)	King Features Syndicate
	IconLogin Ltd.	Keypad, mobile apps (Worldwide)	King Features Syndicate
Precious Moments	Crib Side Manners Inc.	Accessories (infants'), apparel (infants') (Philippines)	Spotlight Licensing & Brand Management
	Phoenix Intl. Publications	Interactive books (U.S., Canada)	Spotlight Licensing & Brand Management
	Rose Textiles	Accessories (children's), apparel (children's, infants', toddlers') (Canada, U.S., Mexico)	Spotlight Licensing & Brand Management
Queen	Elmo & Montegrappa SpA	Pens (Worldwide)	Bravado Intl. Group div. Universal Music Group
RATT	Trends International	Posters (U.S., Canada)	Epic Rights
Rip Kirby	Egmont Publishing AB	Books (Sweden)	King Features Syndicate
Rolling Stone	Cardinal Industries div. Spin Master	Games, puzzles (Worldwide)	Penske Media Corp. (PMC)
Rugrats	Bitty Boomers div. Fabrique Innovations	Bluetooth speakers (Worldwide)	Nickelodeon & Viacom Consumer Products (NVCP)
Sally Face	Funko	Cereal boxes, enamel pins, novelty & gift items, plush, vinyl figures (Worldwide)	Brand Central
Scary Stories to Tell in the Dark	Bioworld Merchandising	Socks, stationery, t-shirts, tote bags (Worldwide)	CBS Consumer Products
	HarperCollins Children's Books	Books (U.S., Canada)	CBS Consumer Products
School House Rocks	Trends International	Bookmarks, calendars, mobile wallets, notebooks, patches, posters, stickers, writing instruments (North America)	Disney ABC Television Group
Scrubs	Trends International	Bookmarks, calendars, mobile wallets, notebooks, patches, posters, stickers, writing instruments (North America)	Disney ABC Television Group
Sesame Street	Penguin Random House	Books (Worldwide)	Sesame Workshop
Shaquille O'Neal	Skechers U.S.A. Inc.	Footwear (children's) (U.S., Canada, Europe, LATAM, Israel)	Authentic Brands Group (ABG)
Skee-Ball	Trau & Loevner Imprinted Apparel	Fashion tops, fleece, headwear, t-shirts (Worldwide)	Dimensional Branding Group (DBG) div. Bay Tek Games
Spirit Riding Free	Signature Publishing Ltd.	Magazines (U.K.)	Universal Brand Development (U.K.)
SpongeBob SquarePants	Bitty Boomers div. Fabrique Innovations	Bluetooth speakers (Worldwide)	Nickelodeon & Viacom Consumer Products (NVCP)
Star Trek (classic)	Science Division LLC	Interactive plush (U.S., Canada)	CBS Consumer Products (Star Trek)
Star Wars	Tastemakers LLC (form. Wish Factory)/ Arcade1Up	Arcade games (U.S., Canada, ANZ, Europe)	Disney Consumer Products
Stevie Ray Vaughan	Trends International	Posters (U.S., Canada)	Epic Rights
Stranger Things	Penguin Random House	Books (Worldwide)	Netflix

*Extension or renewal.

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Licensed Recently Granted, Intl. *Continued from page 11*

PROPERTY	DESCRIPTION	CATEGORIES AVAILABLE	LICENSING CONTACT
Sunny Day	Penguin Random House	Books (Worldwide)	Nickelodeon & Viacom Consumer Products (NVCP)
Tasty Peach	Bare Tree Media	Digital stickers (Worldwide)	Dimensional Branding Group (DBG) div. Bay Tek Games
Team GB	Aykroyd & Sons Ltd.	Nightwear, swimwear (U.K.)	Point.1888 (The)
	BB Designs	Gift items, home accessories, stationery (U.K.)	Point.1888 (The)
	Bespoke 77 Ltd.	Ceramics, kitchen textiles (U.K.)	Point.1888 (The)
	Dreamtex Ltd.	Homewares (U.K.)	Point.1888 (The)
	Egmont (U.K.)	Magazines, publishing (U.K.)	Point.1888 (The)
	Hy-Pro International	Sports accessories (U.K.)	Point.1888 (The)
	Misirli U.K. Ltd.	Hosiery, socks, underwear (U.K.)	Point.1888 (The)
	VMC Accessories	Bags, fashion accessories, headwear (U.K.)	Point.1888 (The)
	Zak Designs	Ceramics, drinkware, gift items, lunchware, melamine, plush (U.K.)	Point.1888 (The)
Teenage Mutant Ninja Turtles	Super7	Action figures (North America)	Nickelodeon & Viacom Consumer Products (NVCP)
Thomasville	Living Style Group form. LF Products	Furniture (Worldwide)	Authentic Brands Group (ABG)
Top Gun	Mattel	Toys (Worldwide)	Nickelodeon & Viacom Consumer Products (NVCP)
Top Wing	Penguin Random House	Books (Worldwide)	Nickelodeon & Viacom Consumer Products (NVCP)
Twisted Sister	Trends International	Posters (U.S., Canada)	Epic Rights
UEFA	Procter & Gamble	Grooming products (Worldwide)	UEFA Champions League
Wham!	Trends International	Posters (U.S., Canada)	Epic Rights
Who What Wear	ALDO Group	Footwear, hand bags, leather goods (Worldwide)	Who What Wear div. Clique Brands
Wonder Woman	Penguin Random House	Books (Worldwide)	Warner Bros. Consumer Products
Woodstock	Trends International	Posters (U.S., Canada)	Epic Rights
Yu-Gi-Oh!	Fanattik div. Iron Gut Publishing Ltd.	Gifts & collectibles (Europe)	Konami Cross Media NY form. 4K Media
Zits	Lappan Verlag GmbH div. Carlson Verlag	Books (GAS)	King Features Syndicate
ZZ Top	Trends International	Posters (U.S., Canada)	Epic Rights

Contacts & Connections, U.S.

In this issue: 152 domestic contacts made available by TLL's *Licensing Sourcebook Online*. We do our best to verify the contacts in this publication, but people move and addresses change. If you happen to have an update, please don't hesitate to contact us.

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