Barclays Global Consumer Staples Conference

September 8, 2020

Safe Harbor Statement

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Certain statements contained in this presentation constitute "forward-looking statements" within the meaning of federal securities laws, including the Private Securities Litigation Reform Act of 1995. Forward-looking statements are predictions based on expectations and projections about future events and are not statements of historical fact. You can identify forward-looking statements by the use of forward-looking terminology such as "plan", "continue", "expect", "anticipate", "intend", "predict", "project", "estimate", "likely", "believe", "might", "seek", "may", "will", "remain", "potential", "can", "should", "could", "future" and similar expressions, or the negative of those expressions, or similar words or phrases that are predictions of or indicate future events or trends and that do not relate solely to historical matters. You can also identify forward-looking statements by discussions of the Company's strategic initiatives, including productivity and transformation, the Company's guidance for fiscal year 2021 and our future performance and results of operations.

Forward-looking statements involve known and unknown risks, uncertainties and other factors which may cause the actual results, levels of activity, performance or achievements of the Company, or industry results, to be materially different from any future results, levels of activity, performance or achievements expressed or implied by such forward-looking statements, and you should not rely on them as predictions of future events. Forward-looking statements depend on assumptions, data or methods that may be incorrect or imprecise and may not be able to be realized. We do not guarantee that the transactions and events described will happen as described (or that they will happen at all). Such factors include, among others, challenges and uncertainty resulting from the COVID-19 pandemic, the impact of competitive products and changes to the competitive environment, changes to consumer preferences, general economic and financial market conditions, the United Kingdom's exit from the European Union, consolidation of customers or the loss of a significant customer, reliance on independent distributors, risks associated with our international sales and operations, our ability to manage our supply chain effectively, volatility in the cost of commodities, ingredients, freight and fuel, our ability to implement cost reduction initiatives, the impact of our debt covenants, the potential discontinuation of LIBOR, our ability to manage our financial reporting and internal control system processes, potential liabilities due to legal claims, government investigations and other regulatory enforcement actions, costs incurred due to pending and future litigation, potential liability, including in connection with indemnification obligations to our former officers and members of our Board of Directors that may not be covered by insurance, potential liability if our products cause illness or physical harm, impairments in the carrying value of goodwill or other intangible assets, our ability to consummate divestitures, the availability of organic ingredients, disruption of operations at our manufacturing facilities, loss of one or more independent co-packers, disruption of our transportation systems, risks relating to the protection of intellectual property, the risk of liabilities and claims with respect to environmental matters, the reputation of our brands, our reliance on independent certification for a number of our products, and other risks detailed from time-to-time in the Company's reports filed with the United States Securities and Exchange Commission, including our most recent Annual Report on Form 10-K and our subsequent reports on Forms 10-Q and 8-K. As a result of the foregoing and other factors, the Company cannot provide any assurance regarding future results, levels of activity and achievements of the Company, and neither the Company nor any person assumes responsibility for the accuracy and completeness of these statements. All forward-looking statements contained herein apply as of the date hereof or as of the date they were made and, except as required by applicable law, the Company disclaims any obligation to publicly update or revise any forward-looking statement to reflect changes in underlying assumptions or factors or new methods, future events or other changes.

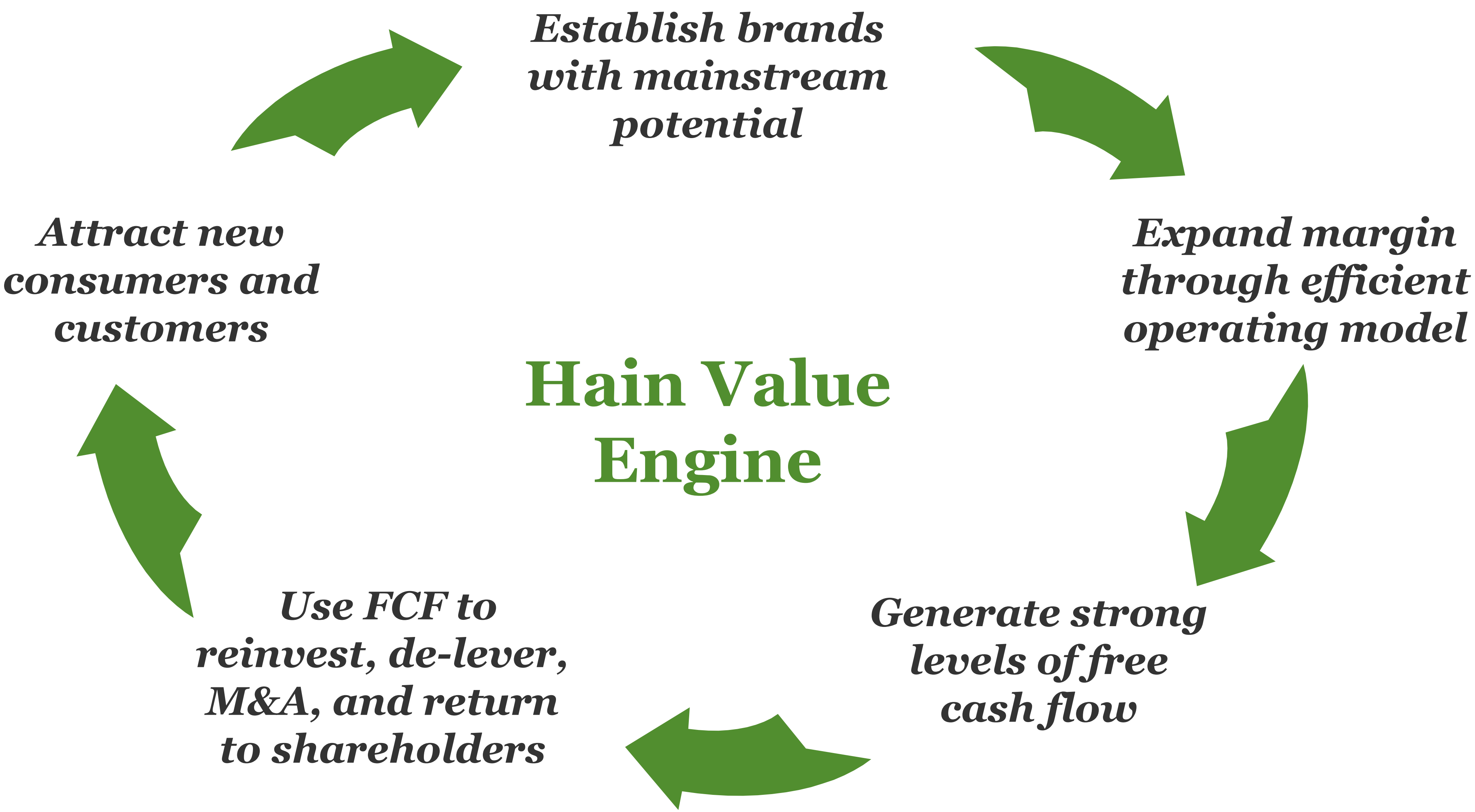
Non-GAAP Financial Measures

This presentation and the accompanying appendix include non-GAAP financial measures, including net sales adjusted for the impact of foreign exchange, divestitures, discontinued brands and certain other items, including SKU rationalization, as applicable in each case, adjusted operating income and its related margin, adjusted gross margin, adjusted net income, adjusted earnings per diluted share, adjusted EBITDA and its related margin and operating free cash flow. The reconciliations of these non-GAAP financial measures to the comparable GAAP financial measures are included in this presentation and the appendix to this presentation. Management believes that the non-GAAP financial measures presented provide useful additional information to investors about current trends in the Company's operations and are useful for period-over-period comparisons of operations. These non-GAAP financial measures should not be considered in isolation or as a substitute for the comparable GAAP measures. In addition, these non-GAAP measures may not be the same as similar measures provided by other companies due to potential differences in methods of calculation and items being excluded. They should be read only in connection with our financial results that are presented in accordance with GAAP.

Mark Schiller

President and Chief Executive Officer

Hain Value Growth Engine



What I Want You to Take Away Today

1. Our transformation journey is on track
2. We exceeded guidance in Fiscal 2020
3. We believe COVID gains will likely be sustaining
4. Fiscal 2021 is set up to be another strong year

Our Investor Day Algorithm Requires a Robust Transformation

		North Am. Get Bigger	North Am. Get Better	International	Total Hain[1]
Top Line Growth	Fiscal 2019 Starting Point	-2%	-12%	-1%	-4%
	Investor Day 3-Year Targets	+5 to +7%	-5 to -10%	+1 to +3%	+3 to +6%
Adjusted EBITDA Margin	Fiscal 2019 Starting Point	13%	2%	12%	8%
	Investor Day 3-Year Targets	16 to 18%	10 to 12%	15 to 17%	13 to 16%

Note: Net sales growth adjusted for the impact of foreign exchange, divestitures and discontinued brands. EBITDA margin adjusted for divestitures and discontinued brands. See appendix pages 44 and 45 for reconciliation between adjusted and GAAP figures

1. The total Hain adjusted EBITDA margin includes North America Get Bigger, Get Better, International and Corporate Overheads

4 Core Strategies to Transform the Business

1

SIMPLIFY

the portfolio & organization

2

STRENGTHEN

capabilities

3

EXPAND

margins and cash flow

4

REINVIGORATE

profitable topline growth

Simplified the Portfolio and Organization

Organizational Structure

- Restructured into business teams
- Integration of US + Canada
- Reduced/reallocated headcount

Commercial Team

- Consolidated sales forces
- Reduced broker partners
- Streamlined ad agencies

Supply Chain

- Rationalized shipping locations
- Eliminated co-manufacturers
- Consolidated truck loads

Portfolio

- Divested low-potential brands
- Rationalized unprofitable SKUs
- Defined clear brand roles

Exited 16 Brands in the Last 18 Months

4 Core Strategies to Transform the Business

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EXPAND
margins and cash flow

4
REINVIGORATE
profitable topline growth

Built Organizational and Operational Capabilities

Initiative	Result
Build world class team with new skills	▪ 8 of 11 CEO direct reports ▪ >50% of U.S. VPs new to Hain
Forecasting accuracy	▪ >$10MM reduction in discards and fines
Innovation capabilities	▪ All launches margin accretive ▪ 90%+ incrementality
Project and Performance Management Training	▪ Exceeded external performance estimates and internal benchmarks

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profitable topline growth

Delivered Significant Margin Improvement

Manufacturing

- Lean production processes
- Waste reduction

Distribution & Warehousing

- Shipping location consolidation
- Truck Utilization
- Improved forecasting and service

Price/mix

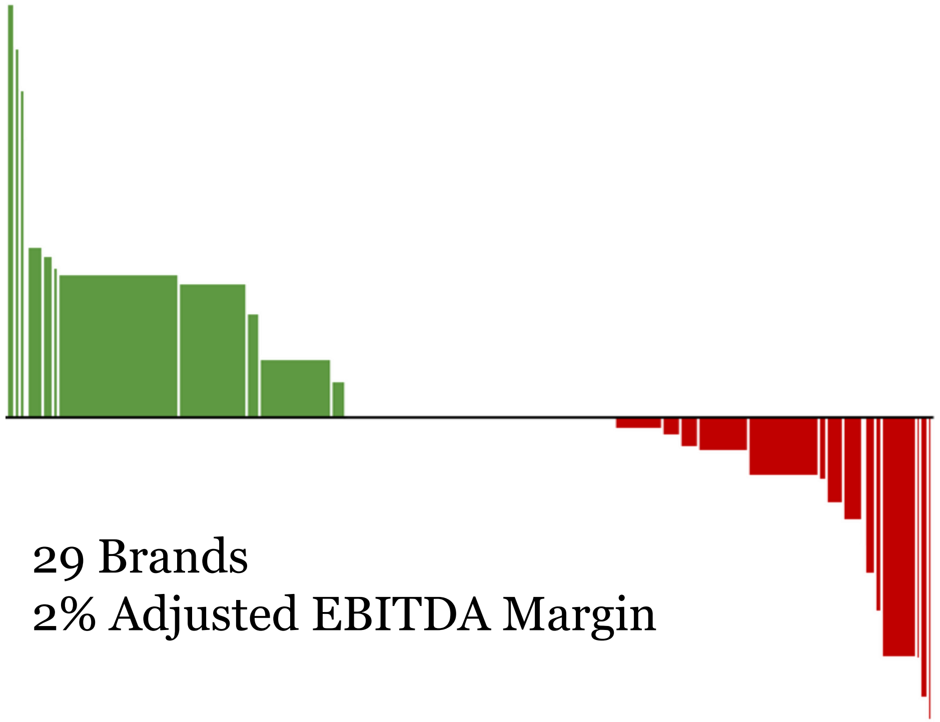
- Elimination of low ROI spending
- SKU Rationalization
- Price-pack architecture

Formulation and Sourcing

- Repatriation of volume
- Supplier Optimization
- Product redesign

Addressed Uneconomic Brands and SKUs

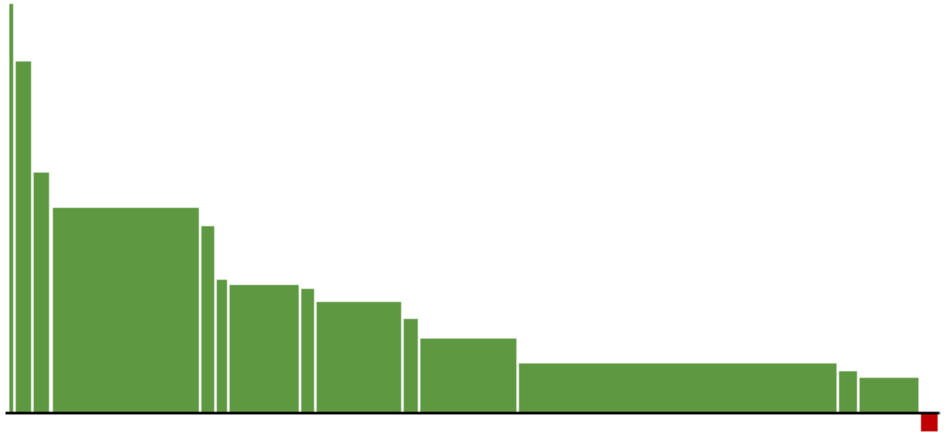
FY 19 Get Better



29 Brands
2% Adjusted EBITDA Margin

- Rationalize SKUs
- Improve pricing
- Eliminate low ROI investment
- Reallocate spend
- Exit low potential brands

FY 20 Get Better



16 Brands
9% Adjusted EBITDA Margin[1]

1. Excludes divestitures and discontinued brands

4 Core Strategies to Transform the Business

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capabilities

3

EXPAND

margins and cash flow

4

REINVIGORATE

profitable topline growth

Renovating Core Brands and SKUs

Packaging Renovation

Price-Pack Architecture

16-oz

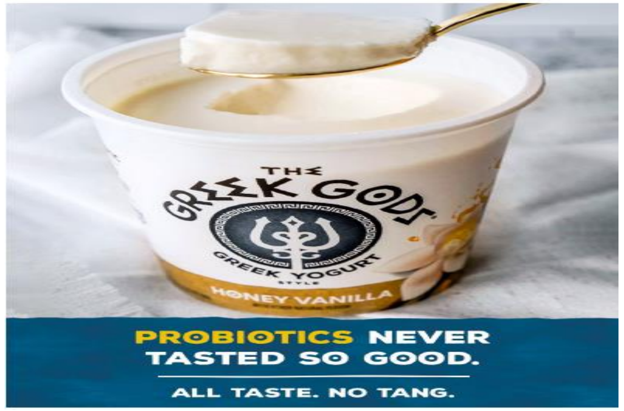
10-oz

Connecting with Impactful and Targeted Consumer Communication

Tea

Snacks

Yogurt



Bringing Breakthrough Innovation to Market

Adding More Innovation in the First Half FY21

Tea

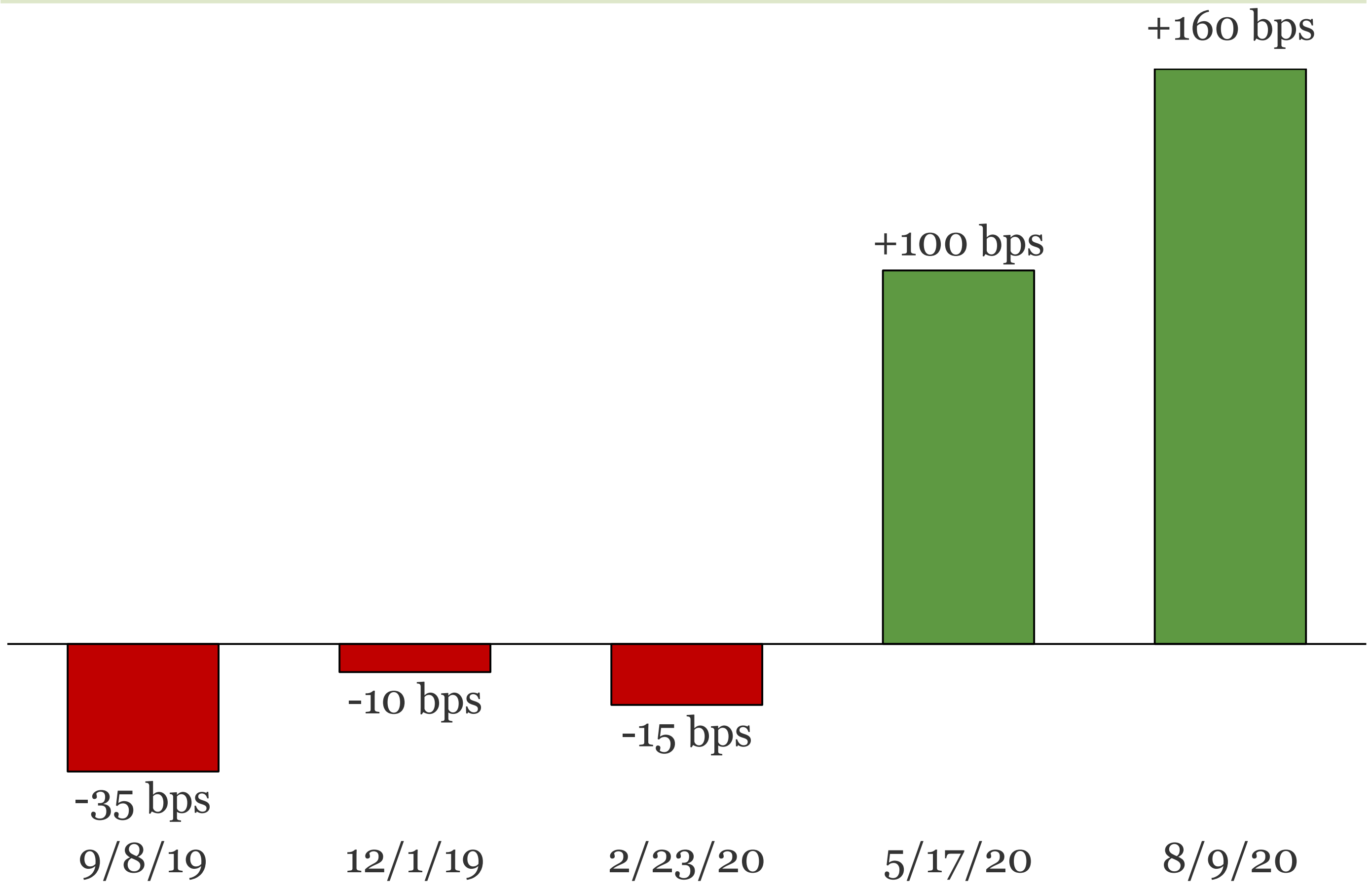
Snacks

Yogurt

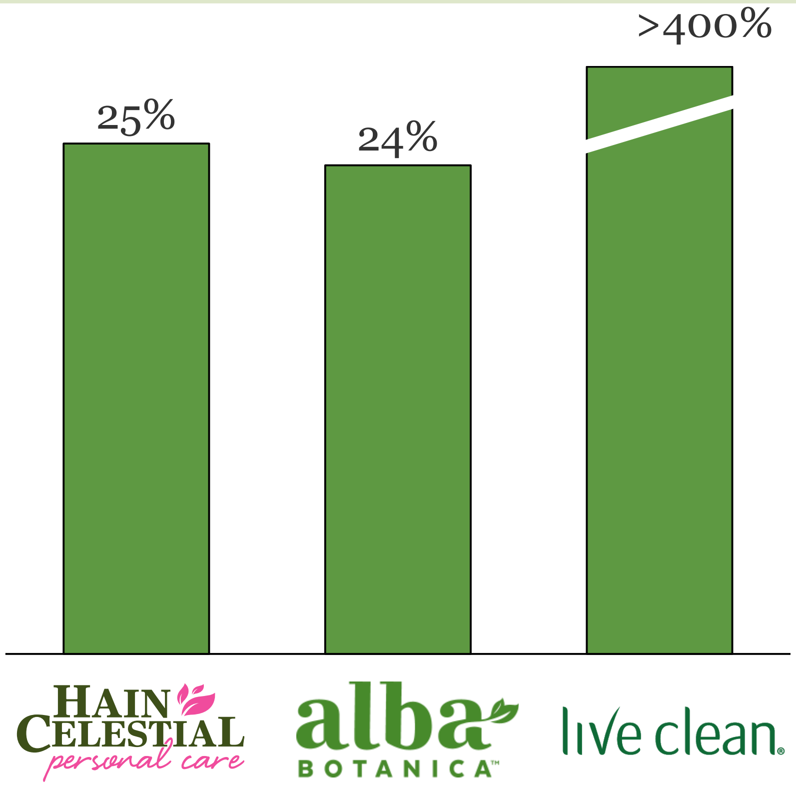
Personal Care

Get Bigger Growth and Share are Accelerating

12-Week Change in Market Share[1]
Snacks, Tea, Yogurt

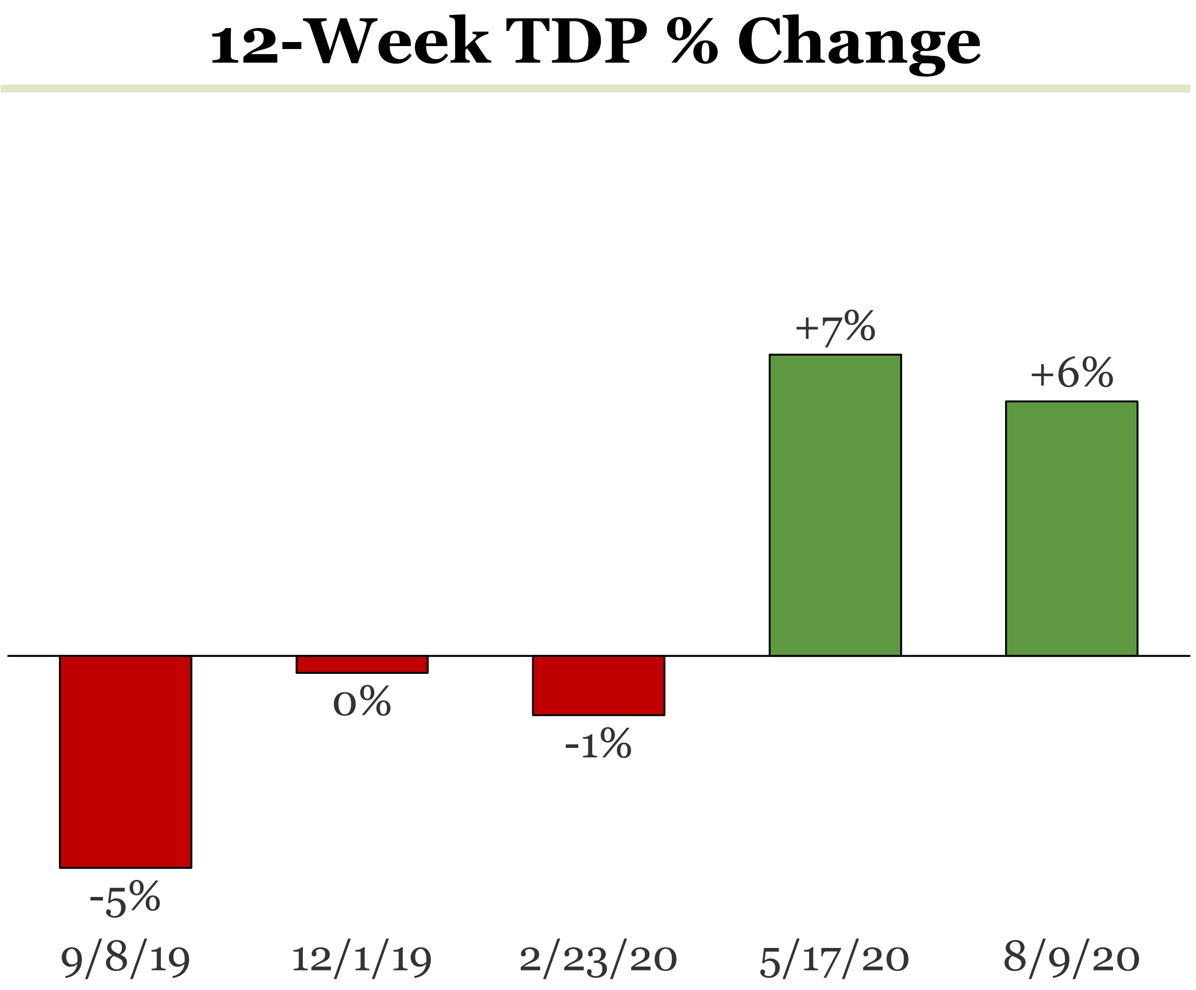


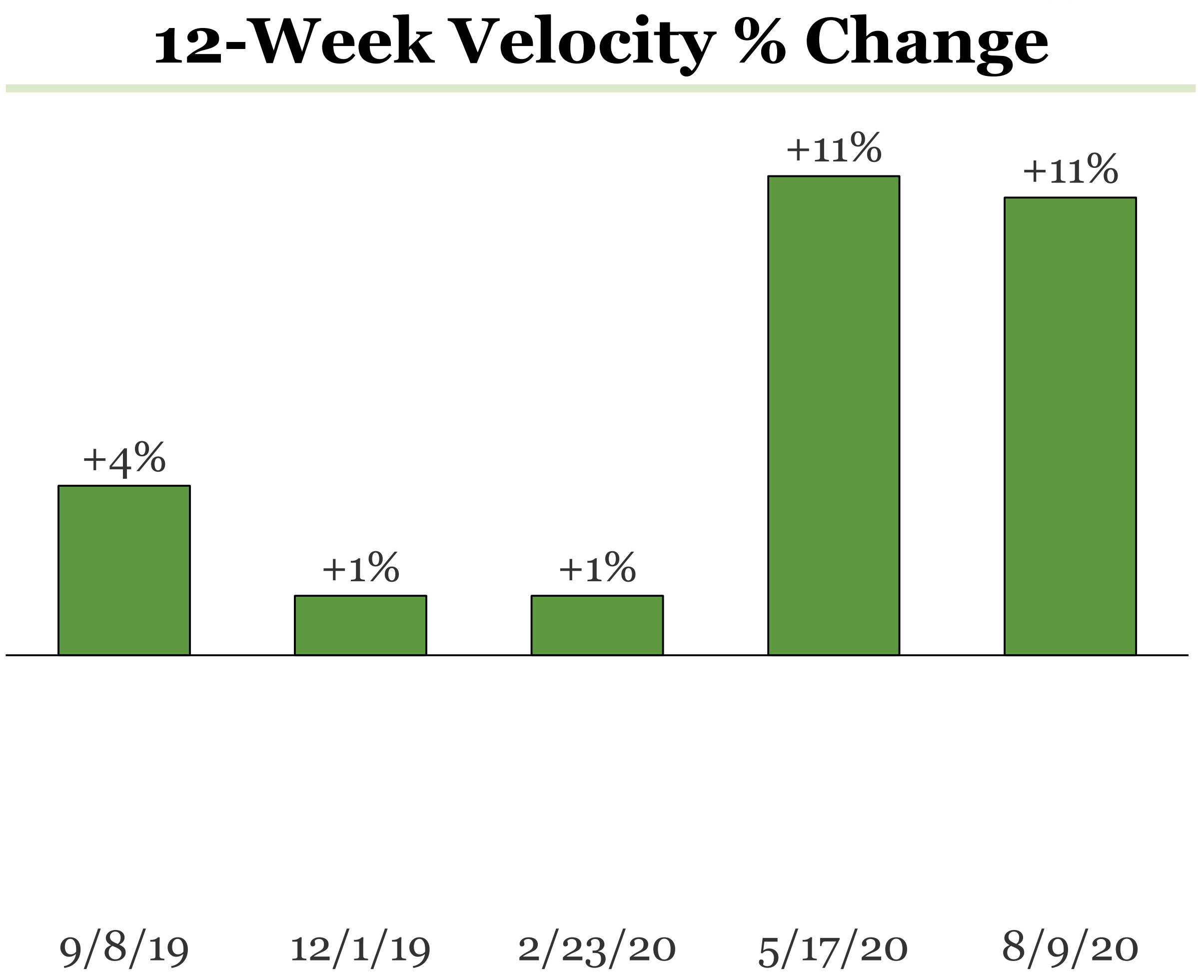
12-Week All-Channel Growth[2]
Personal Care



1. IRI MULO+C US Consumption Data, YoY Change for each 12-Week Period;
2. US Consumption, MULO + Unmeasured Accounts (e.g. Amazon, Costco, Whole Foods), 12 W/E 8/9/20 vs. Year Ago; Source: HAIN Retail Landscape: IRI, SPINS, Nielsen, Retailer Portals

Get Bigger Distribution and Velocity Have Improved Significantly





IRI MULO+C US Get Bigger Consumption Data, YoY Change for each 12-Week Period

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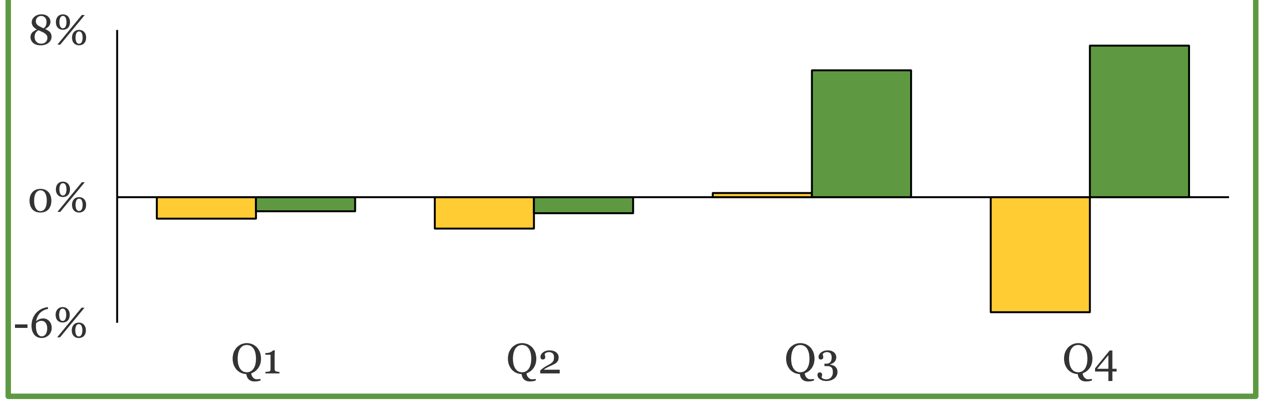
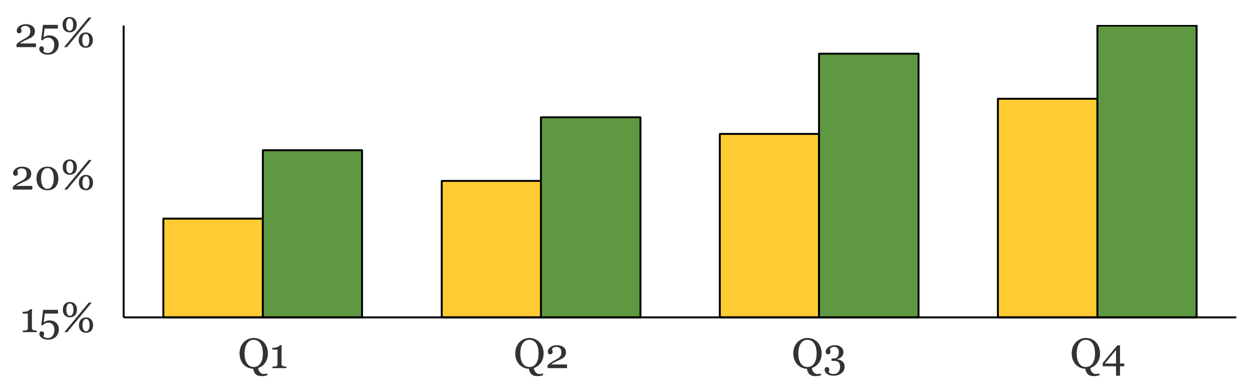
Consistent With Guidance, FY20 Delivered Improvement Every Quarter

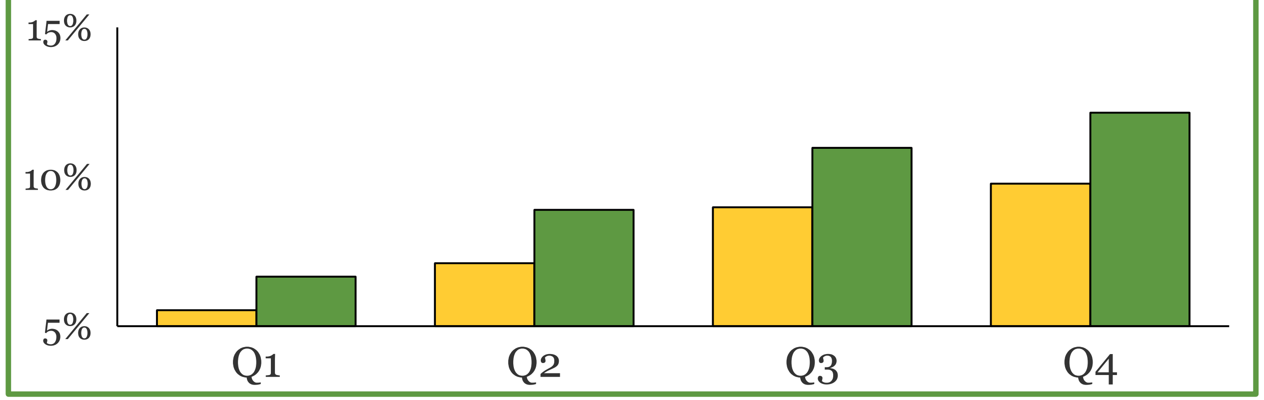
Adjusted Net Sales Growth[1]



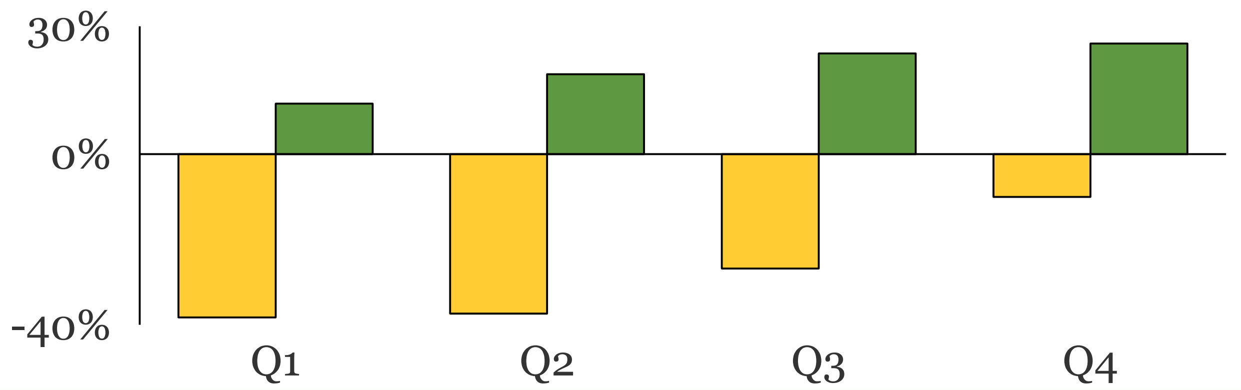
Adjusted Gross Margin



Adjusted EBITDA Margin



Adjusted EBITDA $ Growth

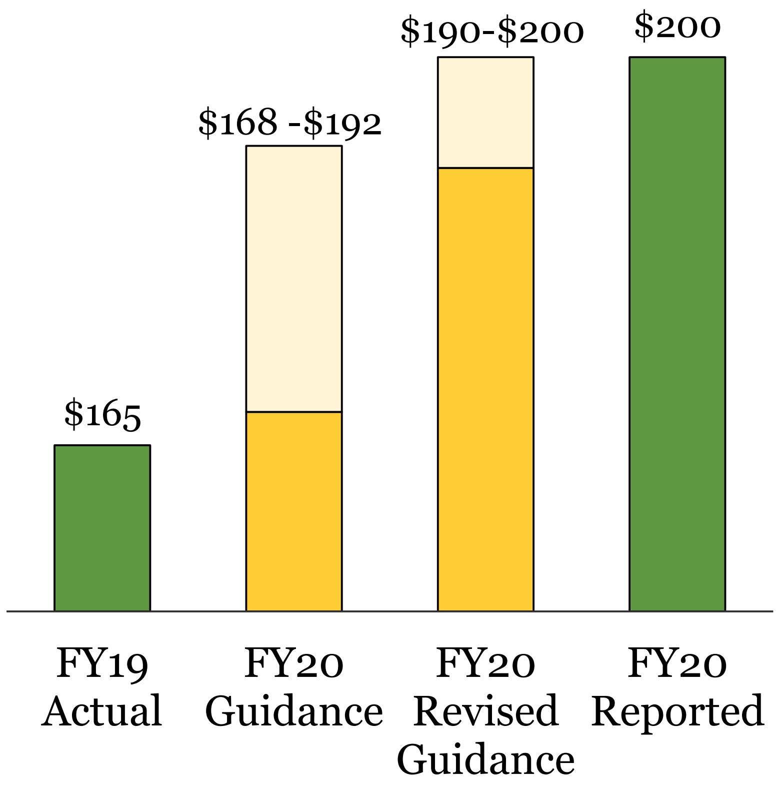


FY19 FY20

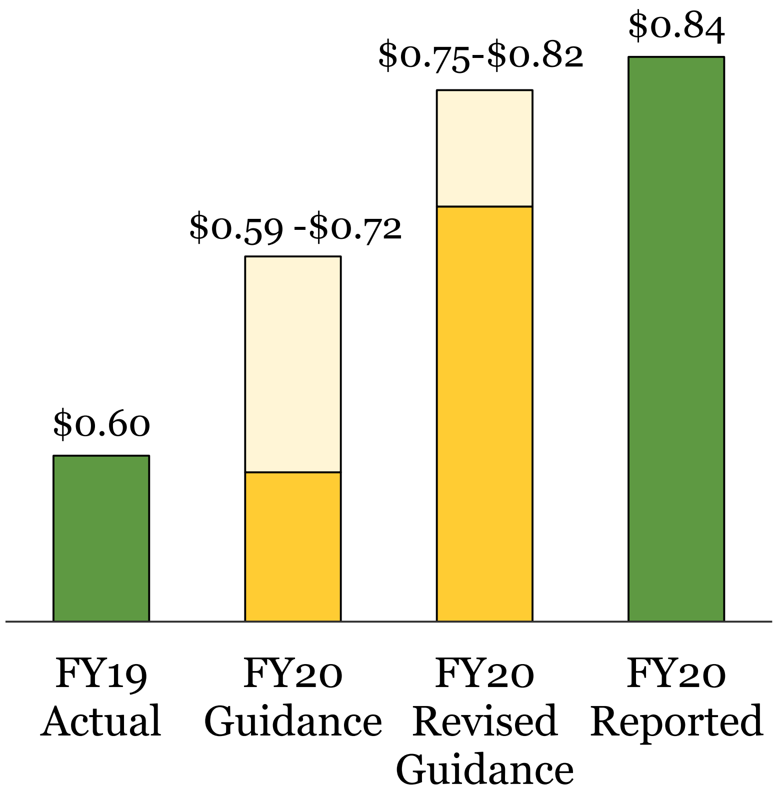
Note: See appendix pages 41-43 for reconciliation between adjusted and GAAP figures; 1. Growth vs. Year ago adjusted for foreign exchange, divestitures, discontinued brands and certain other items, including SKU Rationalization

FY20 Performance Met or Exceeded Guidance Which was Revised Upward

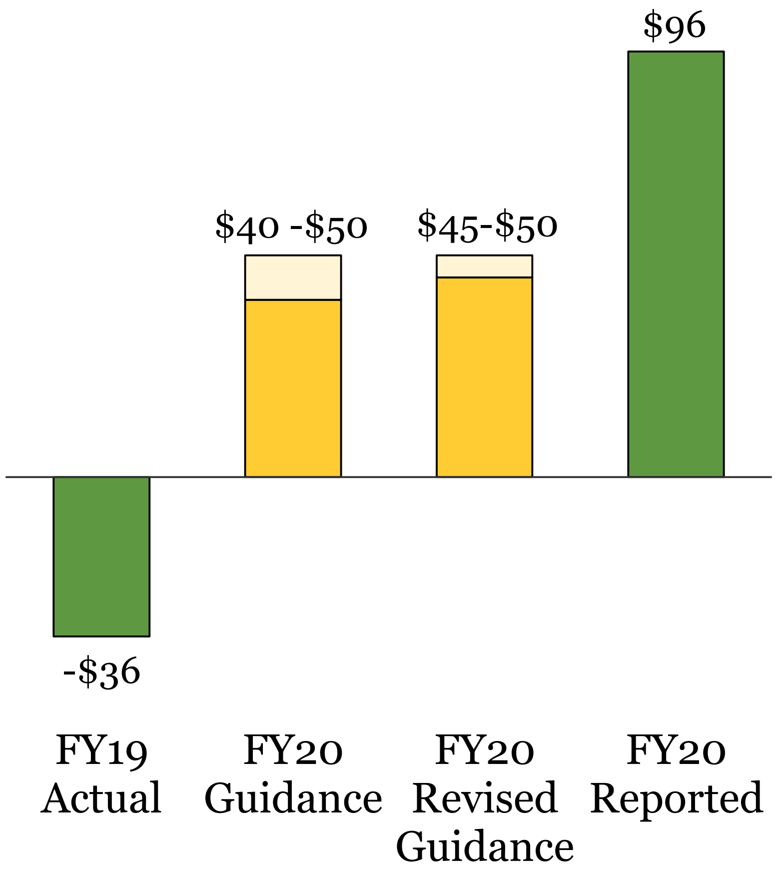
Adjusted EBITDA $



Adjusted EPS



Free Cash Flow



Note: See appendix pages 37-40 for reconciliation of adjusted EBITDA to net income, adjusted EPS to earnings per diluted share and free cash flow to operating cash flow for fiscal 2020

Midway Through the Journey, We are Approaching the 3-Year Investor Day Algorithm

		NA: Get Bigger	NA: Get Better	International /Ex. Fruit	Total Hain[1] /Ex. Fruit
Top Line Growth	Fiscal 2019 Starting Point	-2%	-12%	-1% / 2%	-4% / -3%
	FY20	7%	-4%	0% / 7%	1% / 4%
	Future State	+5 to +7%	-5 to -10%	+1 to +3%	+3 to +6%
Adjusted EBITDA Margin	Fiscal 2019 Starting Point	13%	2%	12% / 15%	8% / 8%
	FY20	14%	8%	12% / 15%	10% / 11%
	Future State	16 to 18%	10 to 12%	15 to 17%	13 to 16%

Note: Net sales growth adjusted for the impact of foreign exchange, divestitures and discontinued brands. EBITDA margin adjusted for divestitures and discontinued brands. See appendix pages 44 and 45 for reconciliation between adjusted and GAAP figures
1. The total Hain adjusted EBITDA margin includes North America Get Bigger, Get Better, International and Corporate Overheads

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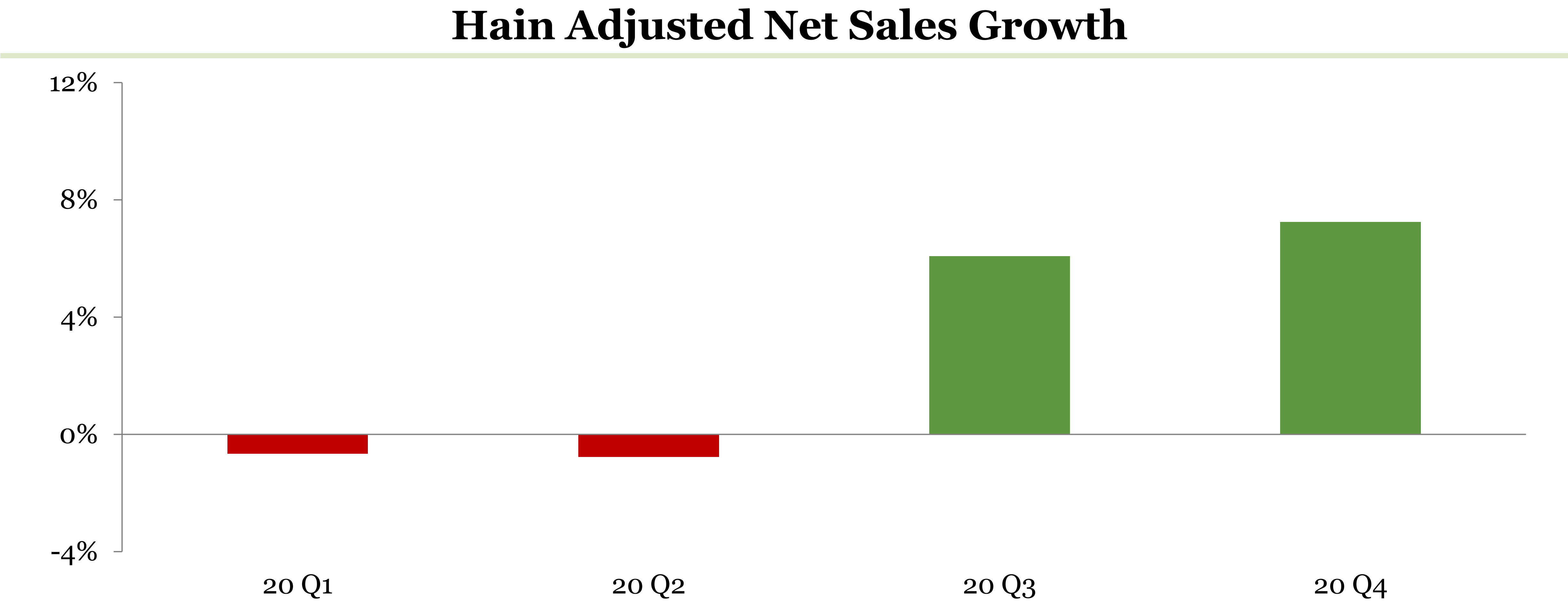
COVID Accelerated Total Company Sales Growth



Note: Growth vs. Year Ago adjusted for foreign exchange, divestitures, discontinued brands and certain other items, including SKU Rationalization. See appendix page 41 for reconciliation between adjusted and GAAP figures

Top Line Growing Globally Across Occasions and Brands

Immunity Boost and Stress Reduction

Celestial Seasonings	The Greek Gods Greek Yogurt Style
+34%	+3%

At-Home Cooking

Spectrum Culinary	Imagine
+19%	+10%

Hygiene

live clean
+85%[1]

At-Home Snacking

Sensible Portions	MaraNatha	Hartley's	Robertson's
+37%	+8%	+53%[2]	+33%[2]

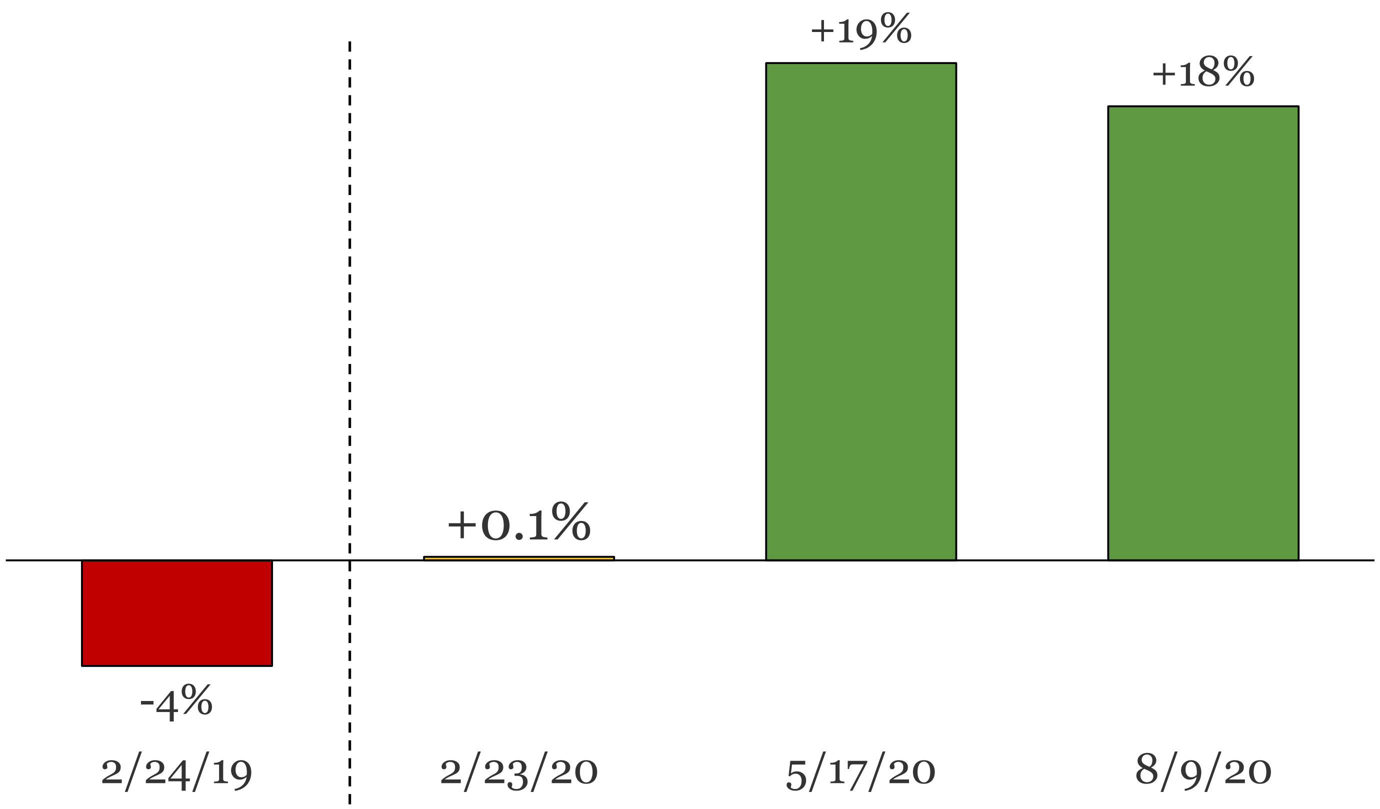
Plant-Based Diet

WestSoy	Natumi	Linda McCartney's	Yves Veggie Cuisine
+32%	+37%[3]	+39%[3]	+8%[4]

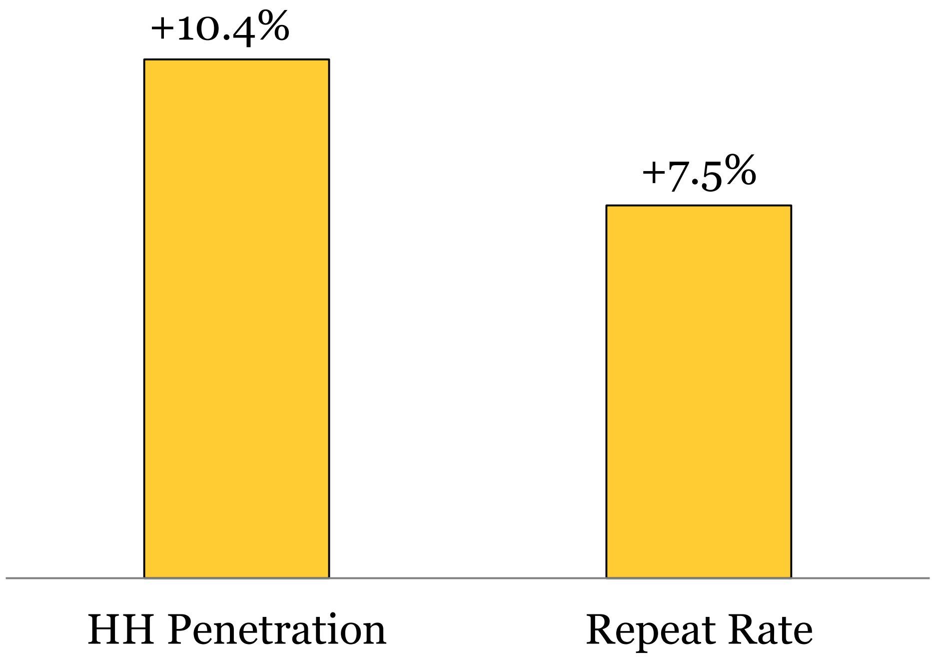
Source: IRI MULO+C US Consumption Data, 12 W/E 8/9/20 Growth vs. Year Ago, except as noted below
1. Includes both US and Canada Consumption;
2. IRI UK Grocery, 12 W/E 8/8/20 Growth vs. Year Ago, Hartley's = Jam only, Robertson's = Marmalade;
3. 12 W/E 7/11/20 Growth vs. Year Ago;
4. Canada consumption, 12 W/E 7/11/20

Get Bigger Growth Sustaining with Increases in New Households and Repeat Purchases

Get Bigger 12-week Consumption Growth[1]



Get Bigger HH Growth[2]



1. IRI MULO+C US Consumption;
2. IRI Consumer data: 23 Weeks Ending 08/09/20 vs. same period year prior

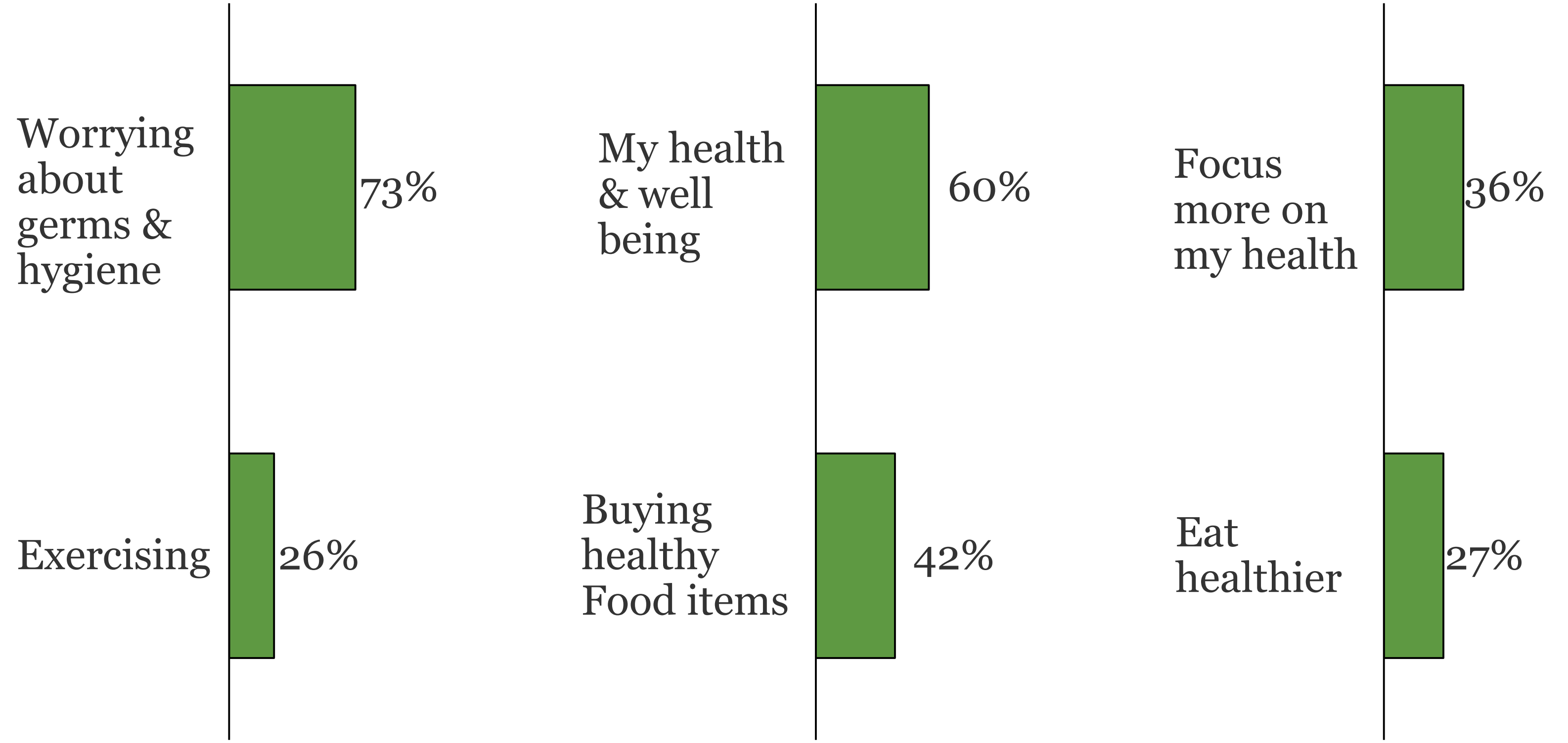
COVID Impacting How Consumers Think About Health and Wellness

H&W is a Priority for Consumers

"I'm doing this more"[1]

"While shopping, I'm <u>more</u> focused on"

"After the crisis, I expect to..."[2]



Hain is well positioned

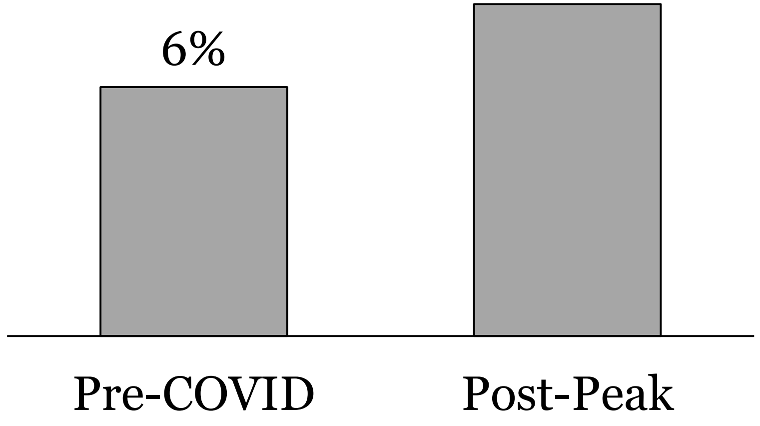
Strong Portfolio of Natural and Organic products

~4x Hain over-indexes with heaviest natural shoppers[3]

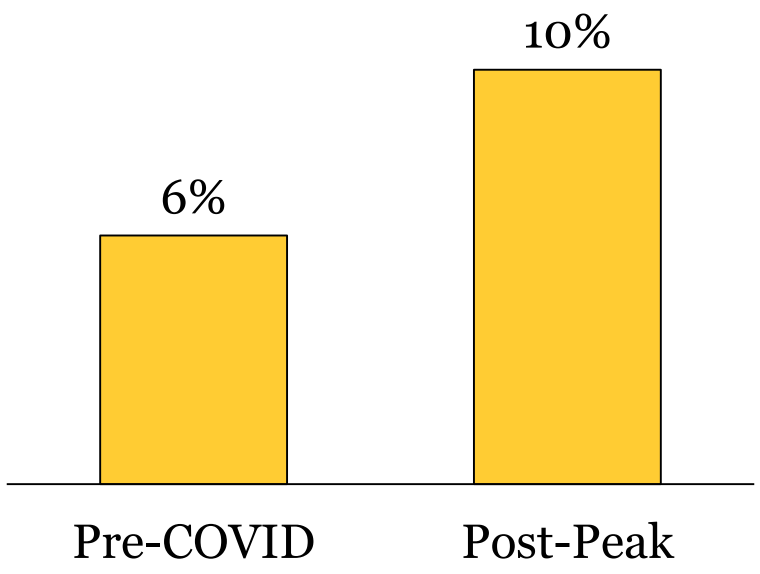
1. July 2020 Finch Grow & Tell Community Survey of Hain Consumers;
2. IRI Survey 2020, among IRI Consumer Network™ Panel representing Total U.S. Primary Grocery Shoppers, May 15-17, 2020;
3. Shopper Card Data on Hain sales index

Consumers are Buying More Food Online, Where Hain is Strongly Positioned

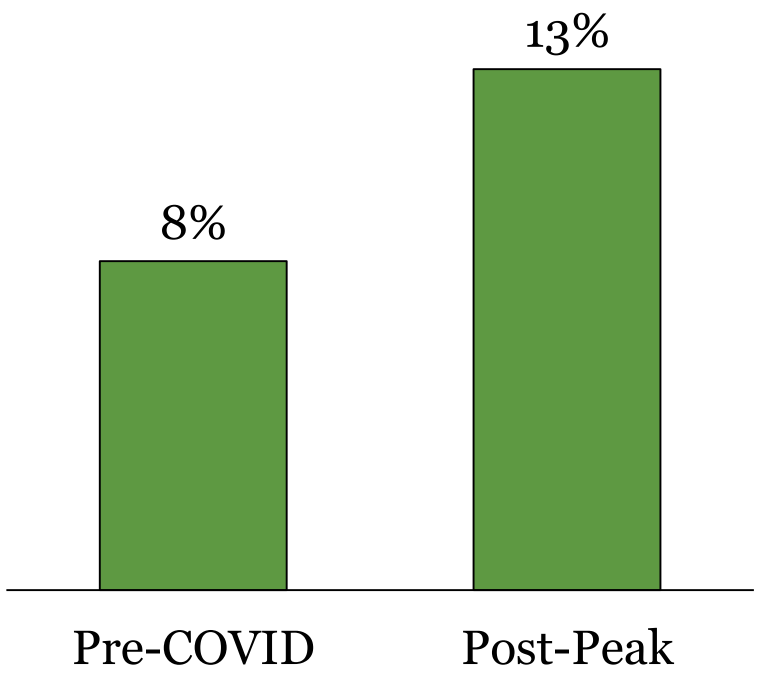
Ecommerce Share of Total Food Sales[1]



Ecommerce Share of Natural/Organic Food Sales[1]



Ecommerce Share of Hain U.S. Sales[2]



1. IRI All Outlet Panel, Enhanced with SPINS Product Attribution; Pre-COVID = 8 W/E 2/23/20, Post-Peak = 8 W/E 5/17/20;
2. Approximation based on internal data, includes Amazon, Instacart, Walmart eCommerce, Target.com, Kroger Pickup & Delivery, Pre-COVID = Jan-Feb, Post-Peak = Apr-Jun

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North America FY21 Priorities

1	2	3	4
SIMPLIFY the portfolio & organization	**STRENGTHEN** capabilities	**EXPAND** margins and cash flow	**REINVIGORATE** profitable topline growth

1 SIMPLIFY the portfolio & organization

- Continue portfolio optimization
- Improve assortment

2 STRENGTHEN capabilities

- Harmonize US and Canada processes
- Expand training

3 EXPAND margins and cash flow

- Automate manufacturing and right size capacity
- Ship fuller trucks
- Optimize product design

4 REINVIGORATE profitable topline growth

- Expand innovation agenda
- Improve trade and marketing ROI

International FY21 Priorities

1	2	3	4
SIMPLIFY	**STRENGTHEN**	**EXPAND**	**REINVIGORATE**
the portfolio & organization	capabilities	margins and cash flow	profitable topline growth

1 SIMPLIFY the portfolio & organization
- Segment the portfolio
- Address tail of unprofitable brands and SKUs

2 STRENGTHEN capabilities
- Consolidate business and operating structure
- Set up productivity PMO
- Standardize practices

3 EXPAND margins and cash flow
- Expand and upgrade manufacturing capabilities
- Optimize manufacturing footprint

4 REINVIGORATE profitable topline growth
- Invest in high-potential brands
- Further develop on-trend categories (e.g. plant-based)

After Overdelivering Last Year, Fiscal 2021 Expected to be Another Strong Growth Year

	FY 2020 Guidance	FY 2020 Performance[1]	FY 2021 Investor Day Algorithm	FY 2021 Annual Guidance	FY 2021 H1 Guidance
Top Line Growth	↘	→	↔	TBD	↗
Adjusted EBITDA Margin	↑	↑	↑	↑	↑
Adjusted EBITDA Growth	↑	↑	↑	↑	↑

Note: Net sales growth adjusted for the impact on foreign exchange, divestitures, discontinued brands and certain other items, including SKU rationalization. EBITDA margin adjusted for divestitures and discontinued brands

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APPENDIX

Reconciliation of GAAP Results to Non-GAAP Measures (Full Year 2020)

THE HAIN CELESTIAL GROUP, INC.
Reconciliation of GAAP Results to Non-GAAP Measures
(unaudited and in thousands, except per share amounts)

	Twelve Months Ended June 30,					
	2020 GAAP	Adjustments	2020 Adjusted	2019 GAAP	Adjustments	2019 Adjusted
Net sales	$ 2,053,903	-	$ 2,053,903	$ 2,104,606	-	$ 2,104,606
Cost of sales	1,588,133	(9,988)	1,578,145	1,706,109	(34,900)	1,671,209
Gross profit	465,770	9,988	475,758	398,497	34,900	433,397
Operating expenses (a)	363,507	(27,730)	335,777	360,853	(37,316)	323,537
Productivity and transformation costs	48,789	(48,789)	-	40,107	(40,107)	-
Former Chief Executive Officer Succession Plan expense, net	-	-	-	30,156	(30,156)	-
Proceeds from insurance claim	(2,962)	2,962	-	(4,460)	4,460	-
Accounting review and remediation costs, net of insurance proceeds	-	-	-	4,334	(4,334)	-
Goodwill impairment	394	(394)	-	-	-	-
Operating income (loss)	56,042	83,938	139,980	(32,493)	142,353	109,860
Interest and other expense (income), net (b)	22,214	(5,082)	17,132	23,511	(1,669)	21,842
Provision (benefit) for income taxes	6,205	27,575	33,780	(3,232)	28,499	25,267
Net income (loss) from continuing operations	25,634	61,445	87,079	(53,427)	115,521	62,094
Net (loss) income from discontinued operations, net of tax	(106,041)	106,041	-	(129,887)	129,887	-
Net (loss) income	(80,407)	167,486	87,079	(183,314)	245,408	62,094
Diluted net income (loss) per common share from continuing operations	0.25	0.59	0.84	(0.51)	1.11	0.60
Diluted net (loss) income per common share from discontinued operations	(1.02)	1.02	-	(1.25)	1.25	-
Diluted net (loss) income per common share	(0.77)	1.61	0.84	(1.76)	2.36	0.60

[a] Operating expenses include amortization of acquired intangibles, selling, general, and administrative expenses and long-lived asset and intangibles impairment.
[b] Interest and other expense (income), net includes interest and other financing expenses, net and other expense, net.

Reconciliation of GAAP Results to Non-GAAP Measures (Full Year 2020, cont.)

Detail of Adjustments:

	Twelve Months Ended June 30, 2020	Twelve Months Ended June 30, 2019
SKU rationalization and inventory write-down	$ 4,175	$ 12,381
Warehouse/manufacturing facility start-up costs	3,251	17,636
Plant closure related costs	2,562	4,883
Cost of sales	9,988	34,900
Gross profit	9,988	34,900
Long-lived asset impairment	17,954	15,819
Intangibles impairment	9,539	17,900
Warehouse/manufacturing facility start-up costs	189	-
Litigation and related expenses	48	1,517
Plant closure related costs	-	622
Stock-based compensation acceleration	-	1,458
Operating expenses (a)	27,730	37,316
Productivity and transformation costs	48,789	40,107
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Former Chief Executive Officer Succession Plan expense, net	-	30,156
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Accounting review and remediation costs, net of insurance proceeds	-	4,334
Goodwill impairment	394	-
Goodwill impairment	394	-
Operating income (loss)	83,938	142,353
Loss (gain) on sale of business	3,564	(534)
Unrealized currency losses (gains)	543	(850)
Deferred financing cost write-off	975	347
Realized currency loss on repayment of international loans	-	2,706
Interest and other expense (income), net (b)	5,082	1,669
Income tax related adjustments	(27,575)	(28,499)
Provision (benefit) for income taxes	(27,575)	(28,499)
Net income (loss) from continuing operations	$ 61,445	$ 115,523

[a] Operating expenses include amortization of acquired intangibles, selling, general, and administrative expenses and long-lived asset and intangibles impairment.
[b] Interest and other expense (income), net includes interest and other financing expenses, net and other expense, net.

Reconciliation of GAAP Results to Non-GAAP Measures (Q4 and Full Year 2020)

	Three Months Ended June 30,		Twelve Months Ended June 30,	
	2020	2019	2020	2019
	(unaudited and in thousands)			
Net income (loss)	$ 3,239	$ (13,551)	$ (80,407)	$ (183,314)
Net loss from discontinued operations	(460)	(6,215)	(106,041)	(129,887)
Net income (loss) from continuing operations	$ 3,699	$ (7,336)	$ 25,634	$ (53,427)
Provision (benefit) for income taxes	15,958	(1,306)	6,205	(3,232)
Interest expense, net	2,467	5,484	14,351	19,450
Depreciation and amortization	12,019	13,350	52,088	50,898
Equity in net loss of equity-method investees	770	264	1,989	655
Stock-based compensation, net	3,497	3,982	13,078	9,471
Stock-based compensation expense in connection with Former Chief Executive Officer Succession Plan	-	-	-	429
Goodwill impairment	394	-	394	-
Long-lived asset and intangibles impairment	12,079	10,010	27,493	33,719
Unrealized currency losses (gains)	355	(3,401)	543	(850)
Productivity and transformation costs	10,194	10,494	47,596	39,958
Former Chief Executive Officer Succession Plan expense, net	-	-	-	29,727
Proceeds from insurance claim	-	(4,460)	(2,962)	(4,460)
Accounting review and remediation costs, net of insurance proceeds	-	-	-	4,334
Loss (gain) on sale of business	1,448	(534)	3,564	(534)
Warehouse/manufacturing facility start-up costs	385	8,107	3,440	17,636
Plant closure related costs	3	1,232	2,357	4,734
SKU rationalization and inventory write-down	(1,103)	10,346	4,175	12,381
Litigation and related expenses	-	455	48	1,517
Realized currency loss on repayment of international loans	-	2,706	-	2,706
Adjusted EBITDA	$ 62,165	$ 49,393	$ 199,993	$ 165,112

Operating Free Cash Flow (Q4 and Full Year 2020)

	Three Months Ended June 30,		Twelve Months Ended June 30,	
	2020	2019	2020	2019
	(unaudited and in thousands)			
Cash flow provided by operating activities from continuing operations	$ 92,822	$ 21,001	$ 156,914	$ 39,333
Purchases of property, plant and equipment	(13,932)	(20,719)	(60,893)	(75,792)
Operating Free Cash Flow from continuing operations	$ 78,890	$ 282	$ 96,021	$ (36,459)

Quarterly Adjusted Net Sales Growth

	Three Months Ended							
	9/30/2018	12/30/2018	3/30/2019	6/30/2019	9/30/2019	12/30/2019	3/30/2020	6/30/2020
Net sales as reported	$ 518,478	$ 533,566	$ 547,257	$ 505,305	$ 482,076	$ 506,784	$ 553,297	$ 511,746
Impact of foreign currency exchange	3,046	8,455	18,628	14,395	11,694	2,012	5,572	8,192
Net sales on a constant currency basis	$ 521,524	$ 542,021	$ 565,885	$ 519,700	$ 493,770	$ 508,796	$ 558,869	$ 519,938
Net sales - prior year	$ 547,090	$ 567,770	$ 582,563	$ 568,247	$ 518,478	$ 533,566	$ 547,257	$ 505,305
Divestitures and discontinued brands	(7,085)	(5,324)	(5,913)	(9,460)	(1,931)	(7,024)	(10,273)	(13,667)
SKU rationalization	(10,838)	(11,051)	(10,976)	(10,445)	(19,470)	(13,811)	(10,141)	(6,835)
Castle contract termination	(5,942)	(4,381)	(2,036)	-	-	-	-	-
Acquisitions	2,561	1,774	-	-	-	-	-	-
Net sales on a constant currency basis adjusted for divestitures, discontinued brands, SKU rationalization and other	$ 526,895	$ 550,295	$ 565,331	$ 549,904	$ 497,077	$ 512,731	$ 526,843	$ 484,803
Net sales growth on a constant currency basis adjusted for divestitures, discontinued brands, SKU rationalization and other	-1%	-2%	0%	-5%	-1%	-1%	6%	7%

Quarterly Adjusted Gross Profit Growth

	Three Months Ended											
	9/30/2017	12/31/2017	3/31/2018	6/30/2018	9/30/2018	12/31/2018	3/31/2019	6/30/2019	9/30/2019	12/31/2019	3/31/2020	6/30/2020
Net Sales	$547,090	$567,770	$582,563	$568,247	$ 518,478	$533,566	$547,257	$505,305	$482,076	$506,784	$553,297	$ 511,746
Gross profit	$ 111,671	$ 121,231	$ 121,413	$ 112,942	$ 88,908	$ 101,351	$ 113,208	$ 95,030	$ 97,831	$ 105,607	$ 132,395	$ 129,937
SKU rationalization and inventory write-down	-	-	4,913	-	-	1,530	505	10,346	(11)	3,927	1,362	(1,103)
Warehouse/manufacturing facility start-up costs	737	418	-	3,024	4,599	1,708	3,222	8,107	1,879	476	511	385
Plant closure related costs	-	700	3,246	2,015	2,263	1,056	426	1,138	933	1,626	-	3
Losses on terminated chilled desserts contract	1,472	2,143	2,938	-	-	-	-	-	-	-	-	-
Co-packer disruption	1,173	1,567	826	-	-	-	-	-	-	-	-	-
Machine break-down costs	-	-	317	-	-	-	-	-	-	-	-	-
Recall and other related costs	-	-	273	307	-	-	-	-	-	-	-	-
Regulated packaging change	-	1,007	-	-	-	-	-	-	-	-	-	-
Adjusted gross profit	$ 115,053	$ 127,066	$ 133,926	$ 118,288	$ 95,770	$ 105,645	$ 117,361	$ 114,622	$ 100,632	$ 111,636	$ 134,268	$ 129,222
Gross margin	20.4%	21.4%	20.8%	19.9%	17.1%	19.0%	20.7%	18.8%	20.3%	20.8%	23.9%	25.4%
Adjusted gross margin	21.0%	22.4%	23.0%	20.8%	18.5%	19.8%	21.4%	22.7%	20.9%	22.0%	24.3%	25.3%

Quarterly Adjusted EBITDA Growth

	Three Months Ended											
	9/30/2017	12/31/2017	3/31/2018	6/30/2018	9/30/2018	12/31/2018	3/31/2019	6/30/2019	9/30/2019	12/31/2019	3/31/2020	6/30/2020
Net income (loss)	19,846	47,103	12,686	(69,941)	(37,425)	(66,501)	(65,837)	(13,551)	(107,021)	(964)	24,339	3,239
Net (loss) income from discontinued operations	2,599	6,515	(10,847)	(63,317)	(14,338)	(34,714)	(74,620)	(6,215)	(102,068)	(2,816)	(697)	(460)
Net income (loss) from continuing operations	**$ 17,247**	**$ 40,588**	**$ 23,533**	**$ (6,624)**	**$ (23,087)**	**$ (31,787)**	**$ 8,783**	**$ (7,336)**	**$ (4,953)**	**$ 1,852**	**$ 25,036**	**$ 3,699**
Provision (benefit) for income taxes	7,168	(18,049)	(1,497)	10,407	(9,966)	5,097	2,943	(1,306)	(531)	1,020	(10,242)	15,958
Interest expense, net	2,987	3,201	3,482	4,240	3,804	4,884	5,278	5,484	4,552	4,000	3,332	2,467
Depreciation and amortization	13,551	13,315	13,412	13,999	12,860	12,205	12,483	13,350	13,923	13,219	12,927	12,019
Equity in net (income) loss of equity-method investees	(11)	(194)	101	(235)	175	11	205	264	317	338	564	770
Stock-based compensation, net	3,164	4,158	2,936	3,122	(214)	1,776	3,927	3,982	2,737	3,083	3,761	3,497
Stock-based compensation expense in connection with Former Chief Executive Officer Succession Plan	-	-	-	(2,203)	312	117	-	-	-	-	-	-
Goodwill impairment	-	-	-	7,700	-	-	-	-	-	-	-	394
Long-lived asset and intangibles impairment	-	3,449	4,841	5,743	4,236	19,473	-	10,010	-	1,889	13,525	12,079
Unrealized currency (gains) losses	(3,419)	(286)	(1,465)	3,143	590	439	1,522	(3,401)	1,684	(485)	(1,011)	355
Productivity and transformation costs	3,796	4,008	4,753	4,276	10,333	9,872	9,259	10,494	14,175	12,260	10,967	10,194
Former Chief Executive Officer Succession Plan expense, net	-	-	-	2,723	19,241	10,031	455	-	-	-	-	-
Proceeds from insurance claim	-	-	-	-	-	-	-	(4,460)	(2,562)	-	(400)	-
Accounting review and remediation costs, net of insurance proceeds	(1,358)	4,451	3,313	2,887	3,414	920	-	-	-	-	-	-
(Gain) loss on sale of business	-	-	-	-	-	-	-	(534)	-	1,783	332	1,448
Warehouse/manufacturing facility start-up costs	737	418	-	3,024	4,599	1,708	3,222	8,107	1,879	639	537	385
Plant closure related costs	-	700	3,246	1,567	1,828	1,490	184	1,232	832	1,522	-	3
SKU rationalization and inventory write-down	-	-	4,913		-	1,530	505	10,346	(11)	3,927	1,362	(1,103)
Litigation and related expenses	-	-	235	780	569	122	371	455	48	-	-	-
Realized currency loss on repayment of international loans	-	-	-	-	-	-	-	2,706	-	-	-	-
Losses on terminated chilled desserts contract	1,472	2,143	2,938	-	-	-	-	-	-	-	-	-
Co-packer disruption	1,173	1,567	826	-	-	-	-	-	-	-	-	-
Regulated packaging change	-	1,007	-	-	-	-	-	-	-	-	-	-
Toys "R" Us bad debt	-	-	897	-	-	-	-	-	-	-	-	-
Recall and other related costs	-	-	273	307	-	-	-	-	-	-	-	-
Machine break-down costs	-	-	317	-	-	-	-	-	-	-	-	-
Adjusted EBITDA	**$ 46,508**	**$ 60,476**	**$ 67,054**	**$ 54,855**	**$ 28,694**	**$ 37,888**	**$ 49,137**	**$ 49,393**	**$ 32,090**	**$ 45,047**	**$ 60,690**	**$ 62,165**

Adjusted Net Sales Growth

	FY 2019	FY 2020
Net sales as reported	$ 2,104,606	$ 2,053,903
Impact of foreign currency exchange	44,524	27,471
Net sales on a constant currency basis	$ 2,149,130	$ 2,081,374
Divestitures and discontinued brands	(114,528)	(62,743)
Net sales on a constant currency basis adjusted by removing divestitures and discontinued brands	$ 2,034,602	$ 2,018,631
Fruit impact	(215,372)	(168,165)
Net sales on a constant currency basis adjusted by removing divestitures, discontinued brands and Fruit	$ 1,819,230	$ 1,850,466
Net sales - prior year	$ 2,265,670	$ 2,104,606
Divestitures and discontinued brands	(151,826)	(114,528)
Net sales on a constant currency basis adjusted by removing divestitures and discontinued brands	$ 2,113,843	$ 1,990,078
Fruit impact	(246,069)	(215,372)
Net sales on a constant currency basis adjusted by removing divestitures, discontinued brands and Fruit	$ 1,867,774	$ 1,774,706
Net sales growth on a constant currency basis adjusted by removing divestitures and discontinued brands	-4%	1%
Net sales growth on a constant currency basis adjusted by removing divestitures and discontinued brands excluding Fruit	-3%	4%

Adjusted EBITDA Margin

	FY 2019	FY 2020
Net sales as reported	$ 2,104,606	$ 2,053,903
Divestitures and discontinued brands	(114,528)	(62,743)
Net sales adjusted by removing divestitures and discontinued brands	$ 1,990,078	$ 1,991,160
Fruit impact	(215,372)	(168,165)
Net sales adjusted by removing Fruit	$ 1,889,233	$ 1,885,738

Adjusted EBITDA	$ 165,112	$ 199,993
Divestitures and discontinued brands	306	790
Adjusted EBITDA by removing divestitures and discontinued brands	$ 164,806	$ 199,203
Fruit impact	4,688	(2,084)
Adjusted EBITDA by removing Fruit	$ 160,424	$ 202,076
Adjusted EBITDA margin growth by removing divestitures and discontinued brands	8%	10%
Adjusted EBITDA margin growth by removing Fruit	8%	11%