Hain Celestial Overview

September 2024

Forward-Looking Statements

This presentation contains forward-looking statements within the meaning of the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Such statements involve risks, uncertainties and assumptions. If the risks or uncertainties ever materialize or the assumptions prove incorrect, our results may differ materially from those expressed or implied by such forward-looking statements. The words "believe," "expect," "anticipate," "may," "should," "plan," "intend," "potential," "will" and similar expressions are intended to identify such forward-looking statements. Forward-looking statements include, among other things: our beliefs or expectations relating to our future performance, results of operations and financial condition; our strategic initiatives, including statements related to Hain Reimagined; our business strategy; our supply chain, including the availability and pricing of raw materials; our brand portfolio; pricing actions and product performance; inflation rates; and current or future macroeconomic trends.

Risks and uncertainties that may cause actual results to differ materially from forward-looking statements include: challenges and uncertainty resulting from the impact of competition; our ability to manage our supply chain effectively; input cost inflation, including with respect to freight and other distribution costs; disruption of operations at our manufacturing facilities; reliance on independent contract manufacturers; changes to consumer preferences; customer concentration; our ability to execute our cost reduction initiatives and related strategic initiatives; reliance on independent distributors; risks associated with operating internationally; the availability of organic ingredients; risks associated with outsourcing arrangements; risks associated with geopolitical conflicts or events; our ability to identify and complete acquisitions or divestitures and our level of success in integrating acquisitions; our reliance on independent certification for a number of our products; our ability to attract and retain highly skilled people; risks related to tax matters; impairments in the carrying value of goodwill or other intangible assets; the reputation of our company and our brands; our ability to use and protect trademarks; foreign currency exchange risk; general economic conditions; compliance with our credit agreement; cybersecurity incidents; disruptions to information technology systems; the impact of climate change and related disclosure regulations; liabilities, claims or regulatory change with respect to environmental matters; pending and future litigation, including litigation relating to Earth's Best® baby food products; potential liability if our products cause illness or physical harm; the highly regulated environment in which we operate; compliance with data privacy laws; the adequacy of our insurance coverage; and other risks and matters described in our most recent Annual Report on Form 10-K and our other filings from time to time with the U.S. Securities and Exchange Commission.

We undertake no obligation to update forward-looking statements to reflect actual results or changes in assumptions or circumstances, except as required by applicable law.

Non-GAAP Financial Measures

This presentation and the accompanying tables include non-GAAP financial measures, including, among others, organic net sales, adjusted operating income and its related margin, adjusted gross profit and its related margin, adjusted net income and its related margin, adjusted earnings per diluted share, adjusted EBITDA and its related margin, free cash flow and net debt. The reconciliations of historic non-GAAP financial measures to the comparable GAAP financial measures are provided in the tables below. 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 the company's consolidated financial statements presented in accordance with GAAP.

We define our non-GAAP financial measures as follows:

- Organic net sales (for fiscal 2024): net sales excluding the impact of acquisitions, divestitures, discontinued brands and exited product categories. To adjust organic net sales for the impact of acquisitions, the net sales of an acquired business are excluded from fiscal quarters constituting or falling within the current period and prior period where the applicable fiscal quarter in the prior period did not include the acquired business for the entire quarter. To adjust organic net sales for the impact of divestitures, discontinued brands and exited product categories, the net sales of a divested business, discontinued brand or exited product category are excluded from all periods.
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- Adjusted gross profit and its related margin: gross profit, before plant closure related costs, net, warehouse and manufacturing consolidation and other costs, net, and other costs.
- Adjusted operating income and its related margin: operating loss before certain litigation expenses, net, plant closure related costs, net, productivity and transformation costs, CEO succession costs, warehouse and manufacturing consolidation and other costs, net, costs associated with acquisitions, divestitures and other transactions, and intangibles and long-lived asset impairments.
- Adjusted net income and its related margin and diluted net income per common share, as adjusted: net loss, adjusted to exclude the impact of certain litigation expenses, net, plant closure related costs, net, productivity and transformation costs, CEO succession costs, warehouse and manufacturing consolidation and other costs, net, costs associated with acquisitions, divestitures and other transactions, (gains) losses on sales of assets, intangibles and long-lived asset impairments, unrealized currency (gains) losses and the related tax effects of such adjustments, and other costs.
- Adjusted EBITDA: net loss before net interest expense, income taxes, depreciation and amortization, equity in net loss of equity-method investees, stock-based compensation, net, unrealized currency losses, certain litigation and related costs, plant closure related costs, net, productivity and transformation costs, CEO succession costs, warehouse and manufacturing consolidation and other costs, costs associated with acquisitions, divestitures and other transactions, (gains) losses on sales of assets, transaction and integration costs, net, goodwill impairment, intangibles and long-lived asset impairments and other adjustments.
- Free cash flow: net cash provided by operating activities less purchases of property, plant and equipment.
- Net debt: total debt less cash and cash equivalents.

We believe 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. We provide:

- Organic net sales to demonstrate the growth rate of net sales excluding the impact of acquisitions, divestitures and discontinued brands (and, starting in fiscal 2025, foreign exchange), and believe organic net sales is useful to investors because it enables them to better understand the growth of our business from period to period.
- Adjusted results as important supplemental measures of our performance and believe they are frequently used by securities analysts, investors and other interested parties in the evaluation of our Company and companies in our industry.
- Free cash flow as one factor in evaluating the amount of cash available for discretionary investments.
- Net debt as a useful measure to monitor leverage and evaluate the balance sheet.

Company Overview

We are a global leader in

Better-For-You

food, beverage, & personal care

- 5 attractive, consumer-centric BFY global platforms
- BFY leadership in 5 priority markets
- Portfolio of strong brands with a right to win
- Integrated team globally

$1.7 billion

Net sales in FY 2024

Snacks	Baby/Kids	Beverages	Meal prep	Personal care
Garden Veggie Snacks, Terra, Garden of Eatin', Hartley's	Earth's Best Organic, Ella's Kitchen	Celestial Seasonings, Natumi, Joya	Yves Veggie Cuisine, Linda McCartney's, Clarks, Rose's, MaraNatha, Sun-Pat, Spectrum Culinary, New Covent Garden Soup Co, Yorkshire Provender, The Greek Gods, Imagine, Cully & Sully	Alba Botanica, Jāsön, Avalon Organics, Live Clean

Note: Not all brands in portfolio shown

Our organization is guided by one common purpose, mission, and vision

Our Purpose

To inspire healthier living for people, communities & the planet through better-for-you brands

Our Mission

To build purpose-driven brands that make healthier living more attainable by empowering our people, engaging our partners, and living our values

Our Vision

To be the **global growth leader** of better-for- you brands

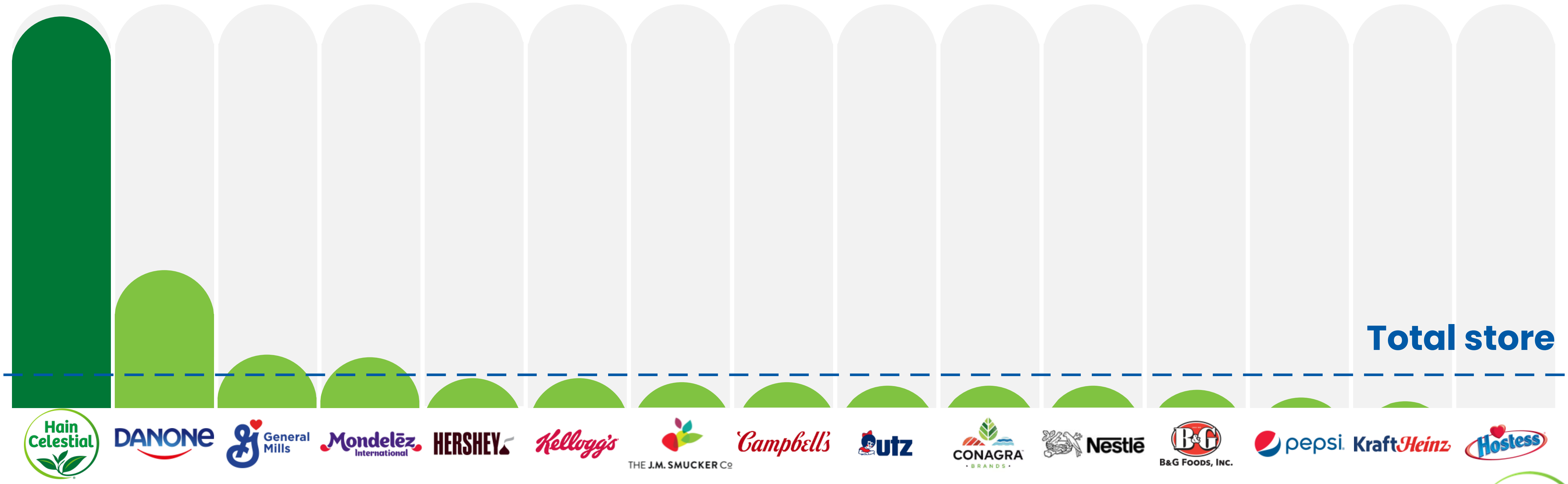
Hain has been uniquely focused on better-for-you for more than 30 years

Established through brand acquisition & run as independent businesses until the launch of Hain Reimagined, a multiyear strategy to transform Hain into a globally integrated, scalable enterprise

*Not a comprehensive brand list.

Our better-for-you focus is a Competitive Advantage with strong consumer tailwinds

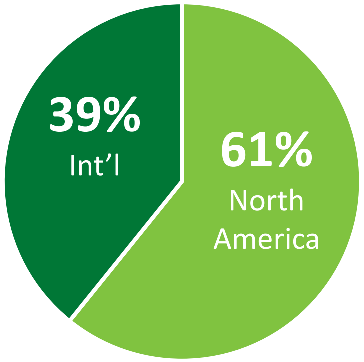
'Better-for-you' / 'Natural' share of US sales (%)



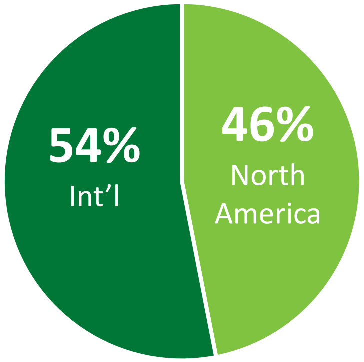
Source: Based on SPINS NPI Product definition/methodology to calculate "natural" sales; Across MULO + C for 52 WE 7/16/23; Total store represents all departments in Food/Bev & General Merch sold in the retailers captured in MULO + C

Our global footprint enables us to drive scale and share best practices across focused geographies

FY24 Geographic Mix

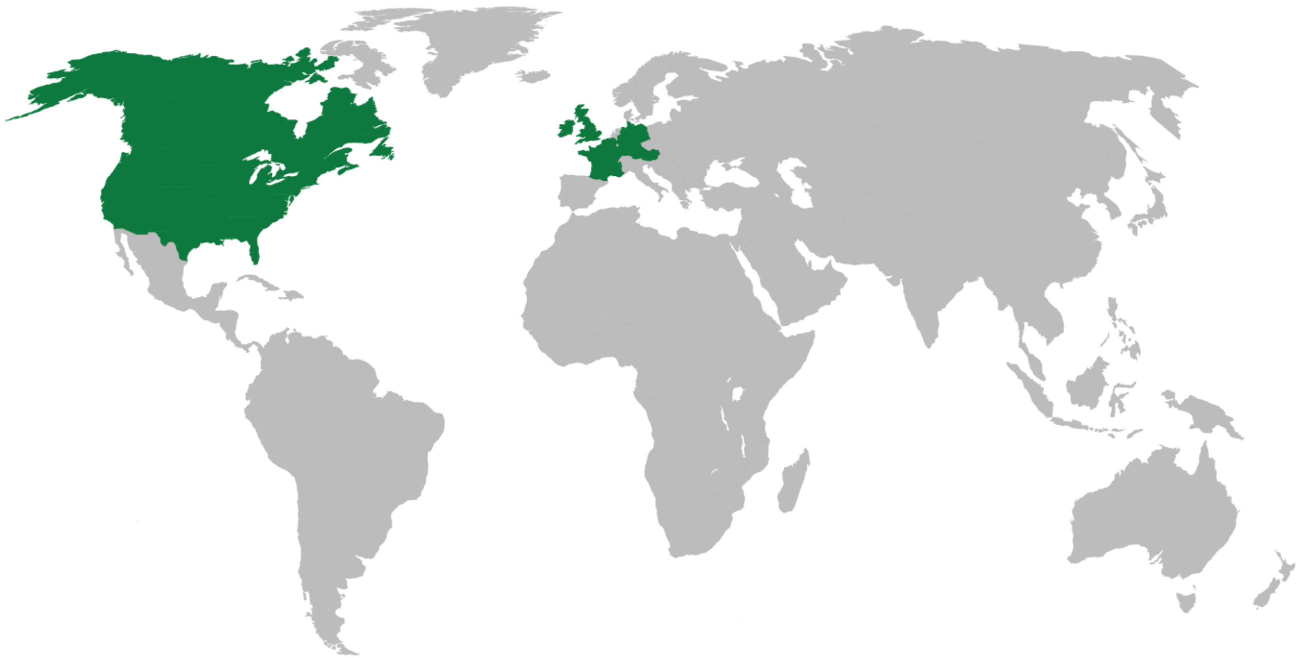


~3,000 Employees



Core Geographies

U.S., Canada, UK, Ireland & Western Europe



Our goal is the blend the best of traditional CPG models with disruptive start-up models

Traditional Scale CPG Growth Model

HAIN REIMAGINED

Disruptive Growth Model

- Focus on Attractive Categories
- Broad / National Distribution
- Mass Appeal
- Benefits of Scale
- Mature Talent Acquisition

- Focus on Solving Consumer Needs
- Targeted Distribution
- Purpose-Driven Brands
- “Test and Learn” Playbook
- Entrepreneurial Talent

New leadership has extensive expertise to achieve Hain Reimagined

Wendy Davidson
President and Chief Executive Officer

Lee Boyce
Chief Financial Officer

Wolfgang Goldenitsch
President of International

Chad Marquardt
President of North America

Steve Golliher
Chief Supply Chain Officer

Kristy Meringolo
Chief Legal and Corporate Affairs Officer

Jennifer Davis
Chief Communications Officer

Amber Jefferson
Chief People Officer

Arlene Karan
Chief R&D and Quality Officer

Ken Thomas
Chief Information Officer and Head of Business Services

Key Competencies

Ave. 20+ Years of CPG Experience

Business Turnaround

Leading through Transformation

Global Integration

Driving Synergies & Scale

Digital Transformation

Multi-Market Brand Building

Breakthrough Innovation

Omni Channel Expansion

Mergers & Acquisitions

Expertise in Highly Regulated Industries

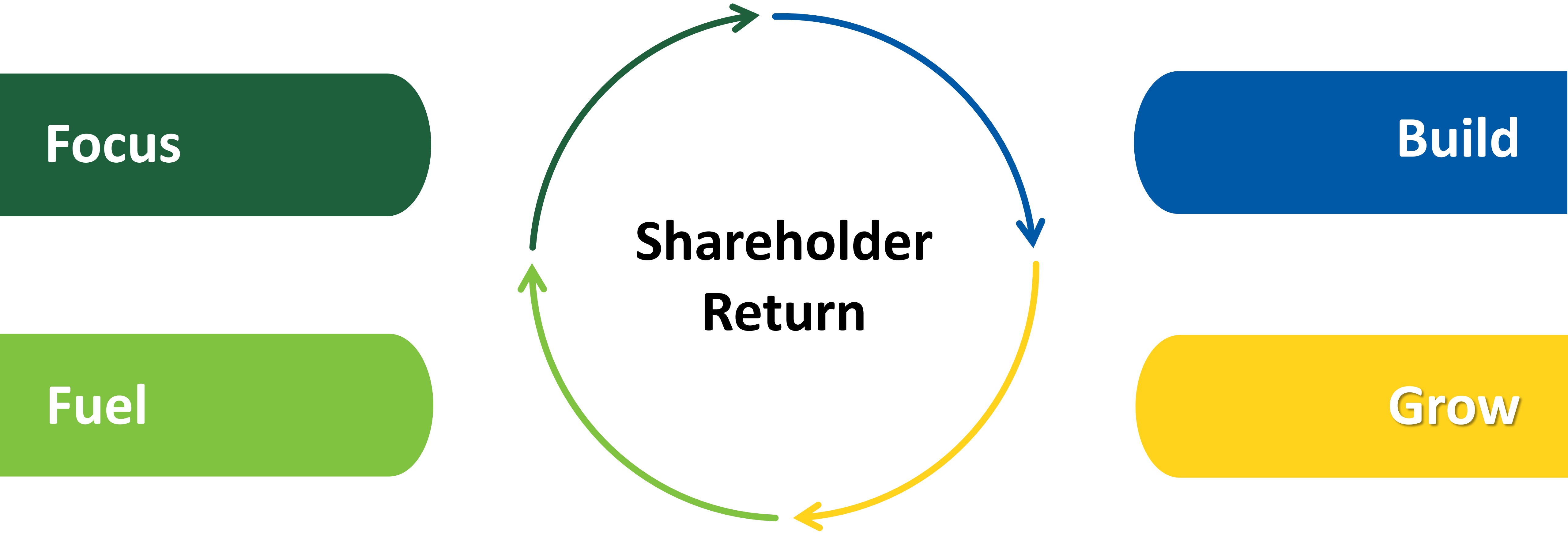
Business Entrepreneur/Founder

Driving Performance-Based Culture

Enterprise Risk Management

Long Term Strategy

Hain Reimagined is grounded in executing 4 strategic pillars to drive sustainable growth and attractive shareholder returns



Focus

Aggressively designing a winning portfolio & operating footprint to reduce complexity & drive margin expansion

We have organized a winning portfolio around 5 global categories and defined clear roles for our brands

Snacks 26%*	Baby/Kids 15%	Beverages 15%	Meal prep 38%	Personal care 6%

GROW

Garden Veggie Snacks
Celestial Seasonings
Ella's Kitchen
Garden of Eatin'
Terra real vegetable chips
Earth's Best Organic Good Food Made Fun

MAINTAIN

Cully & Sully
Yorkshire Provender
New Covent Garden Soup Co
Imagine
MaraNatha
Sun-Pat
Hartley's
The Greek Gods Greek Yogurt Style
Clarks
Rose's
Spectrum Culinary
Joya
Natumi

STABILIZE

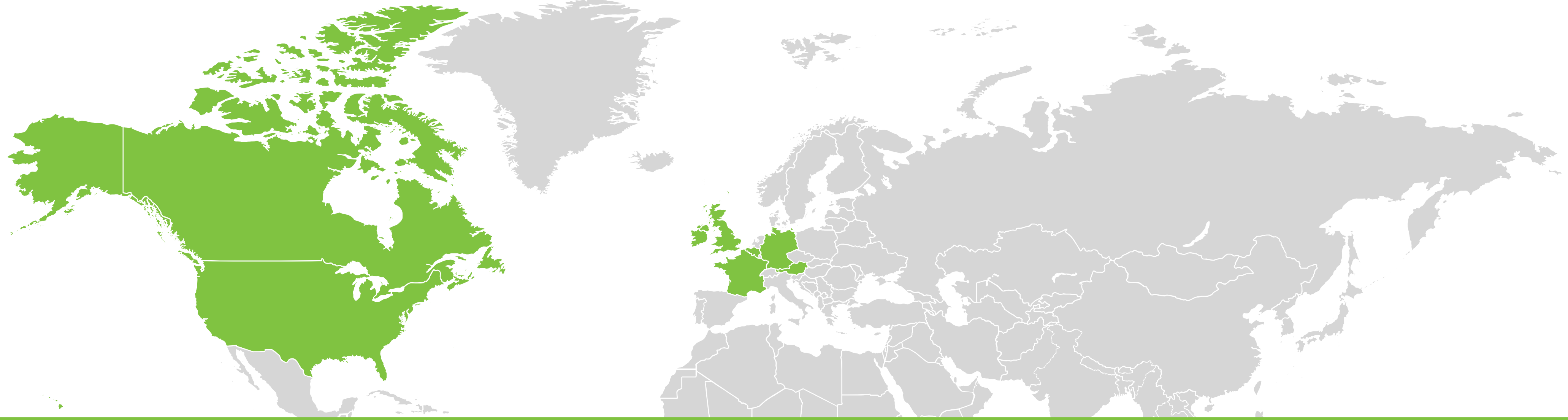
Formula
Linda McCartney
Yves Veggie Cuisine
alba Botanica
live clean
Jāsön
Avalon Organics

Demonstrated Progress

- Refining portfolio to focus on highest velocity
- 6% SKU reduction globally across all five categories in FY24
- Divestitures of non-strategic brands clarifies BFY portfolio
- 62% reduction in underperforming SKUs in Personal Care (PC) underway
- Actions to further improve portfolio growth and drive margin expansion

* *Percent represents mix of FY24 organic net sales; not all brands in portfolio shown*

We focused on five core markets & simplified our global footprint to leverage scale and reduce complexity



United States | Canada | UK | Ireland | Western Europe

Demonstrated Progress

- Consolidation of manufacturing footprint in both NA and International
- Announced elimination of 60% of co-manufacturers in Personal Care
- Ceased production and operations with non-strategic JV in India
- Opened new global “Hub” location, reduced annual cost by ~50% vs. prior HQ

We are integrating our global operating model to leverage capabilities, synergies to drive scale

Creation of Global Functional Centers of Excellence

Global Coordination Across Marketing, Product, Innovation

Baby/Kids

Meat-free

Demonstrated Progress

- End-to-end supply chain effectiveness resulted in improved service levels
- Leveraging innovation best practices across regions to drive growth
- Unified digital communications and engagement platform
- Shift to global procurement to streamline supplier network and drive efficiencies

Investing in capabilities to drive growth for key brands in core geographies

Build

We have enhanced brand building to increase mental & physical availability "First to Mind, First to Find"

Improving productivity of our marketing spend

Working — **Non-working**

FROM **50%**

TO **70%**

Demonstrated Progress

- Implemented Agile & Amped global brand building playbook
- Launched first national multi-brand merchandising program in Snacks
- Activating multiple omni-channel retail programs
- Implemented 360 integrated marketing campaign approach

We are driving greater reach and channel mix diversification

Demonstrated Progress

- Driving channel mix/expansion across food, convenience, mass, & e-Commerce
- Focused expansion driving revenues in margin accretive channels
- Revenue growth in Away from Home +12% in FY24
- E-commerce growth in key strategic brands in North America and the UK

We have improved our innovation process to more effectively address the evolving needs of consumers

Innovation Leader in better-for-you

Margin accretive innovation

Strategic innovation in core categories:
Focused, bigger, better launches

- Rooted in deep **consumer insights**
- Cross-functional **collaboration**
- Accelerated **speed to market**
- Product and **packaging innovation**

Demonstrated Progress

Innovative Platform Disruptors
& Expansion of Core Portfolio

#1 New Product Launch in BFY Snacks in 2024![1]

Source: 1. MULO+C YTD 6/16/2024

Driving Growth
in Key Better-For-You Categories
Snacks, Baby/Kids, Beverages

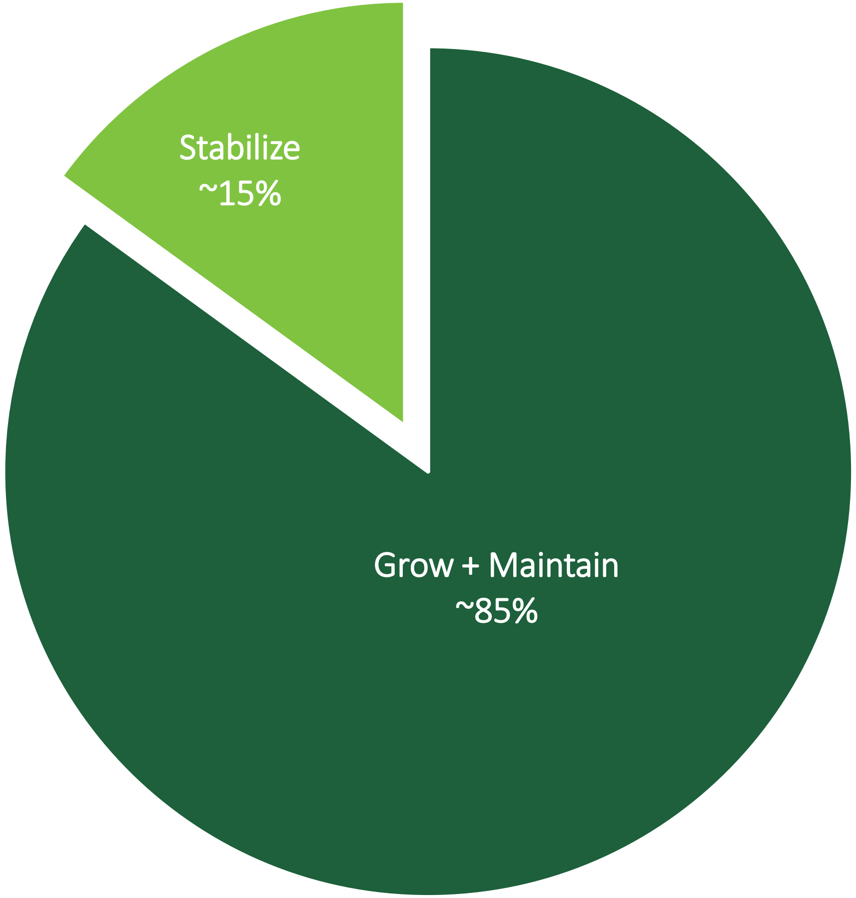
Grow

Our Grow + Maintain brands grew organic net sales +3% in FY24

GROW

*

MAINTAIN

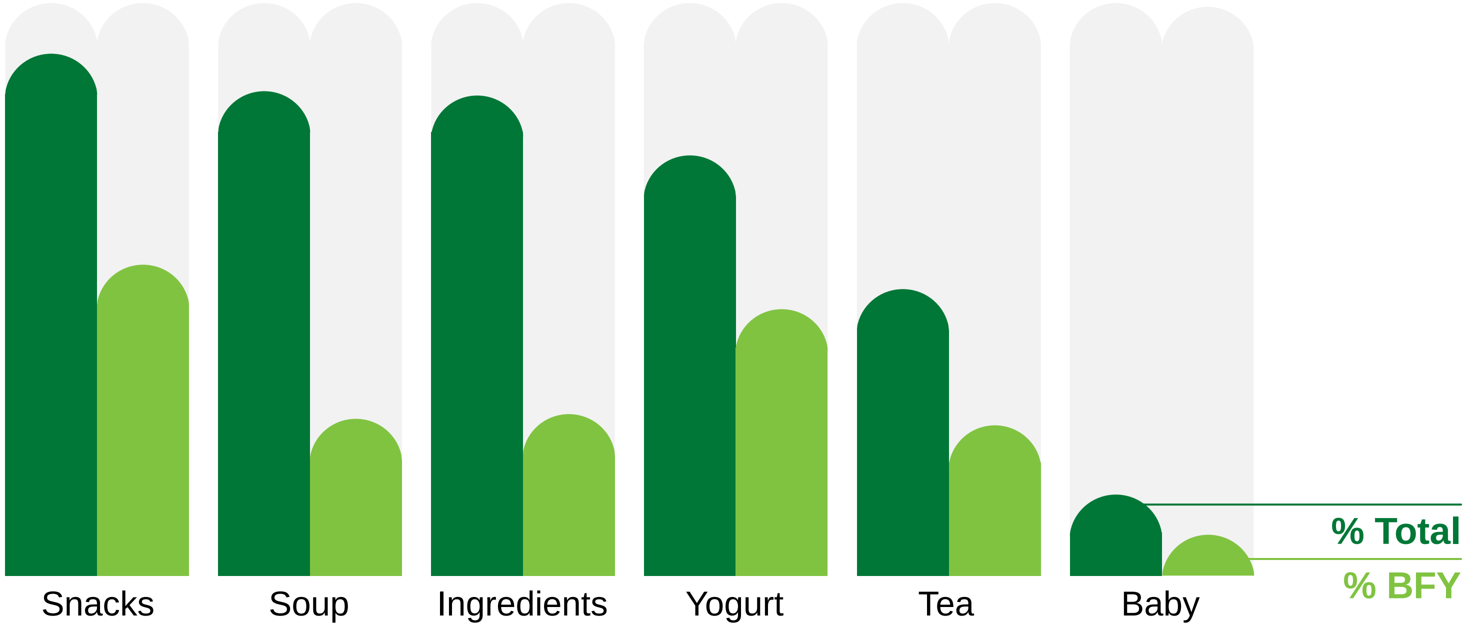


Earth's Best excluding formula

We believe in the strong underlying growth of better-for-you across our categories

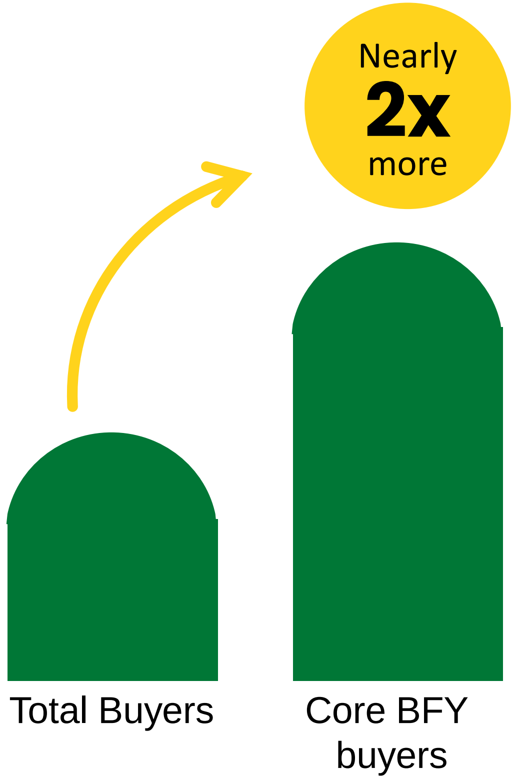
Significant headroom for continued growth in BFY

% Households buying products in category[1]



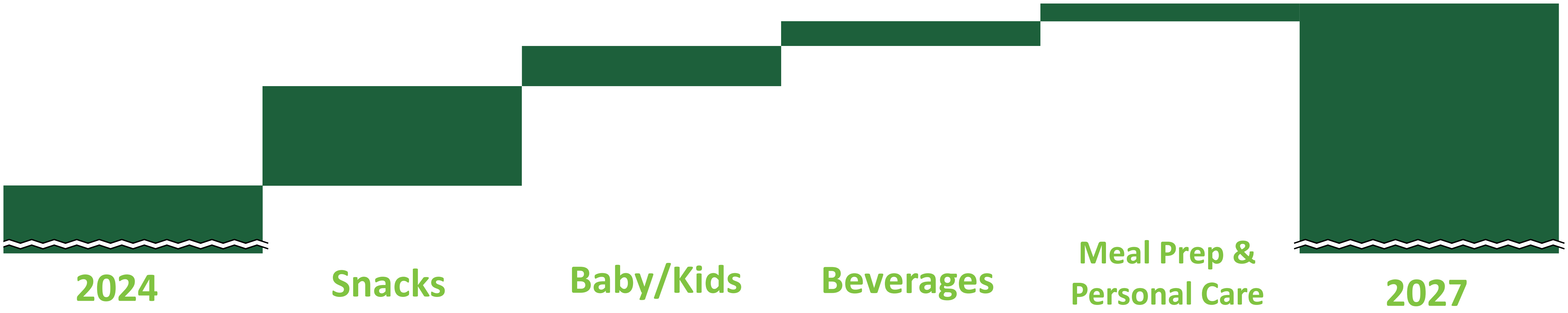
Attractive core BFY buyers

Total spend per household[1]



Source: 1. SPINS Consumer Trends

Our growth plan will drive accelerated share gain in our core platforms



Snacks	Baby/Kids	Beverages
Distribution reach & penetration in Away From Home	Innovation from “birth to backpack”	Distribution expansion
Distinctive & disruptive branding	Acceleration in e-commerce	Innovation across consumer need states

Unlocking Fuel to fund our global transformation

Our holistic Fuel program is funding the transformation and driving margin improvement

Revenue growth management

Working capital management

Operational efficiency

Adjusted gross margin improvement:
~400–500 bps by FY27[1]

Working capital improvement:
$165M+ by FY27[1]

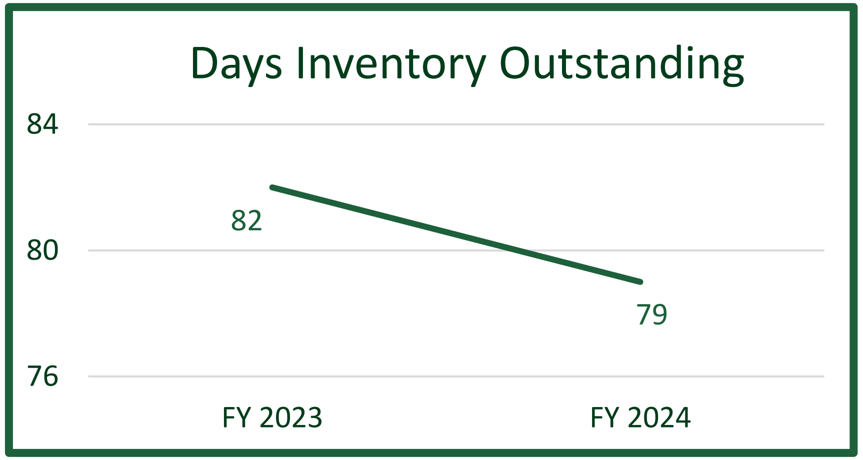
Leverage improvement:
2–3x by FY27[1, 2]

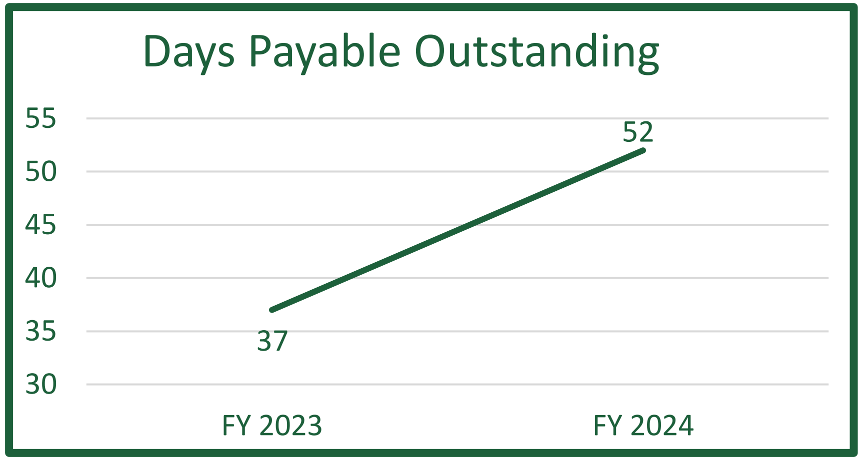
Demonstrated Progress

- Optimizing price pack architecture, mix, and trade promotions
- Improving cash conversion cycles via days payable outstanding & inventory
- Driving efficiency across our end-to-end supply chain

1. Preliminary estimate. Actual results will be influenced by future developments and other factors, many of which are difficult to predict and not within the company's control, and may differ from the expected results
2. As calculated under our credit agreement

We Generated Fuel in FY24 Through RGM, Working Capital Management, Operational Efficiency





Global RGM Efforts Unlocked 50 bps Trade Spend Efficiency

Operational Efficiency Generated $65 Million in Savings, Ahead of $61 Million Target

Hain Reimagined will deliver compelling and achievable financial results[1]

NSV

3%+

Organic sales growth FY2024-27 CAGR

Adjusted EBITDA margin[2]

12%+

By FY2027

1. Preliminary estimates. Actual results will be influenced by future developments and other factors, many of which are difficult to predict and not within the company's control, and may differ from the expected results.
2. Adjusted basis. See "Non-GAAP Financial Measures" on the introductory slide of this presentation.;

FY24 Results

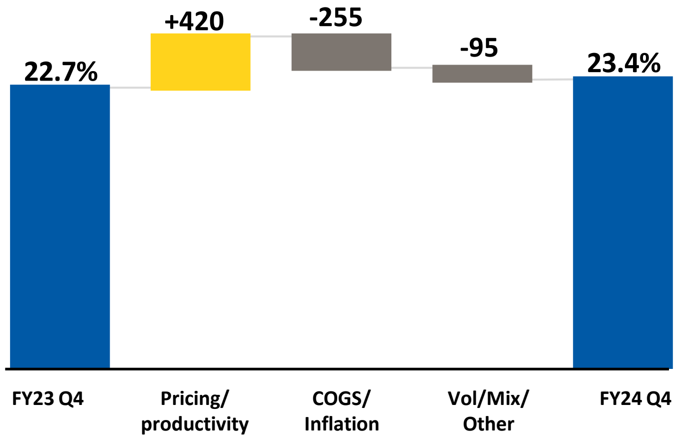
FY24 Key Takeaways

- **Delivered top- and bottom-line of updated guidance**
- Fuel exceeded targets, driving **reduction in net debt and leverage improvement**
- Continued progress in **gross margin expansion**
- **Grow + Maintain brands, representing ~85% of the business, grew +3% in FY24,** taking action to stabilize the balance
- Strength in **diversified portfolio & geographic footprint**
- Focus on stronger commercial execution to **pivot to growth in FY25**
- **Remain confident in the Hain Reimagined strategy and algorithm**, with FY24 as the revised baseline

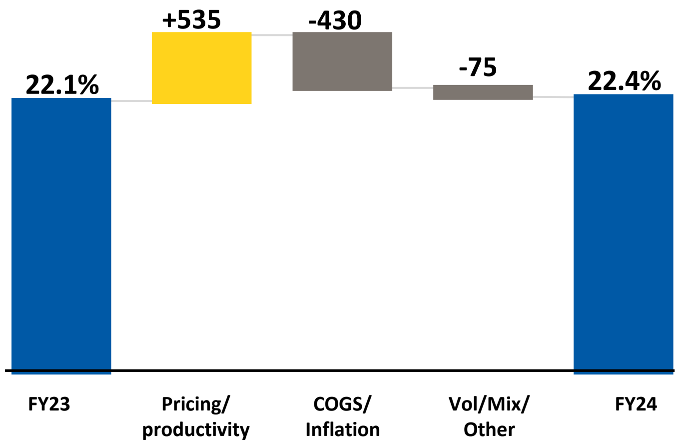
Performance Summary

$'s in millions	Q4 2024	Q4 2024 vs. LY	Q4 2024 vs. LY FX impact	FY 2024	FY 2024 vs. LY	FY 2024 vs. LY FX impact
Net Sales	$419	-6%	0%	$1,736	-3%	+1%
Organic Net Sales	$417	-4%	0%	$1,715	-2%	+1%
Adjusted Gross Margin	23.4%	+70 bps		22.4%	+30 bps	
Adjusted EBITDA	$40	-9%		$155	-7%	
Adjusted EBITDA Margin	9.4%	-30 bps		8.9%	-40 bps	
Adjusted Net Income	$11	+13%		$30	-33%	
Adjusted EPS	$0.13	+12%		$0.33	-33%	

Q4 Adjusted Gross Margin

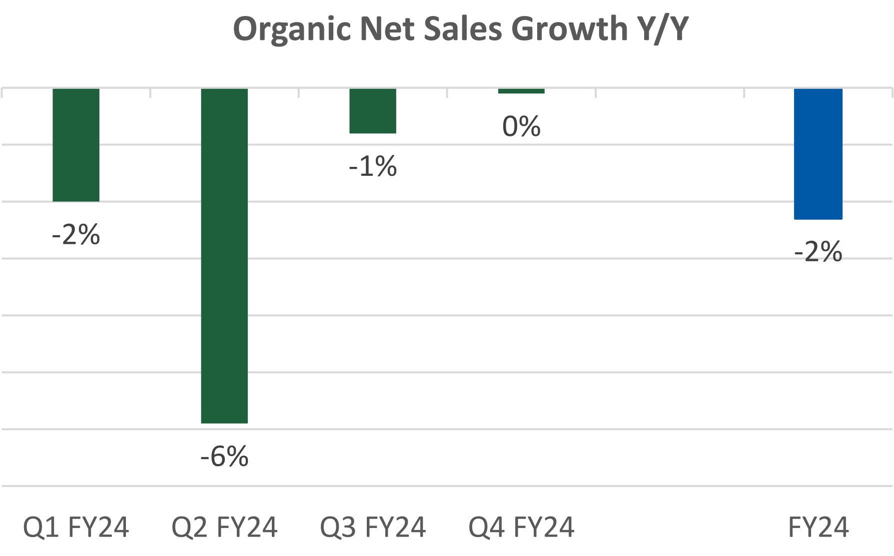


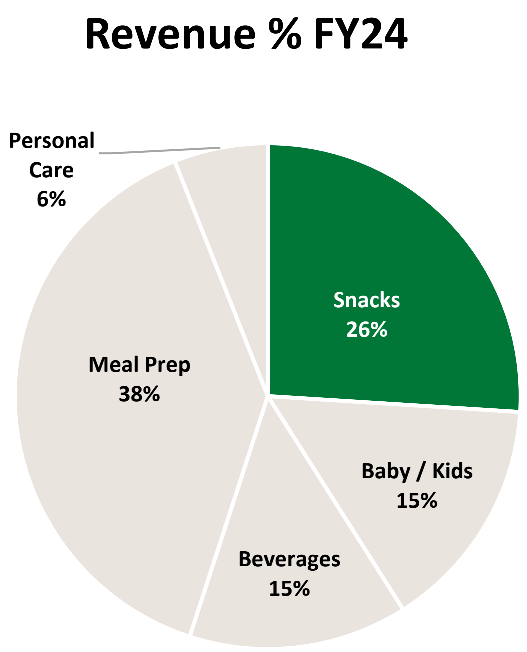
FY24 Adjusted Gross Margin



See Appendix for reconciliation between non-GAAP and comparable GAAP financial measures.

Snacks



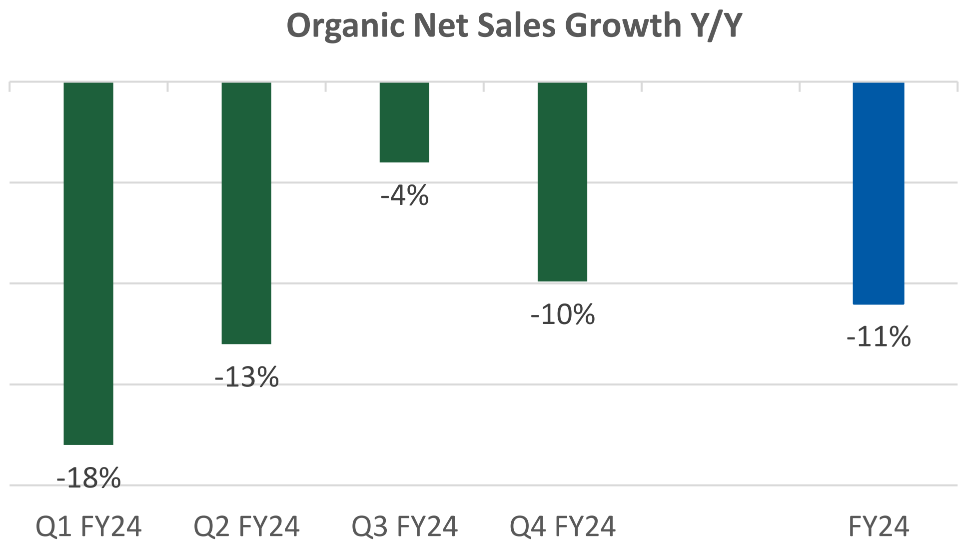


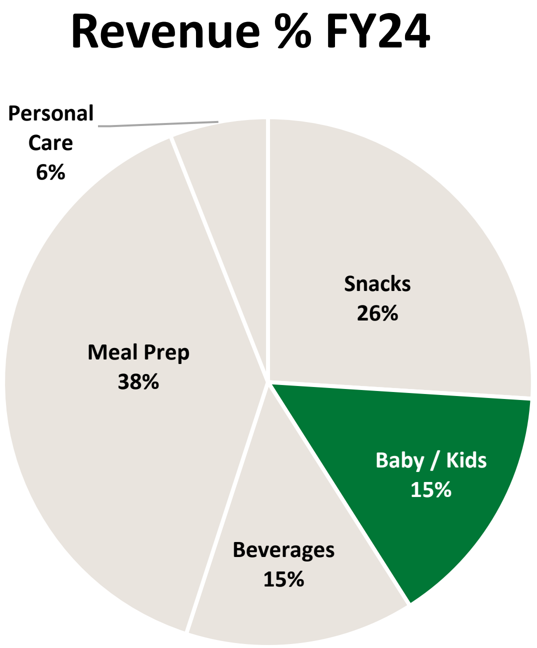
Highlights

- Organic net sales growth +low-single-digits % y/y in Q4 in North America
- Flavor Burst #1 innovation launch in BFY Salty Snacks[1]
- National multi-brand merchandising program, Savor Your Summer, drove shipper & pallet sales +28% y/y
- GVS Masterbrand campaign launch, YUMbelievably Delicious

[1] Total US-MULO+C, YTD 6/16/2024, NPI Shelf Stable Chips & Pretzels & Snacks, Dollar Sales

Baby & Kids



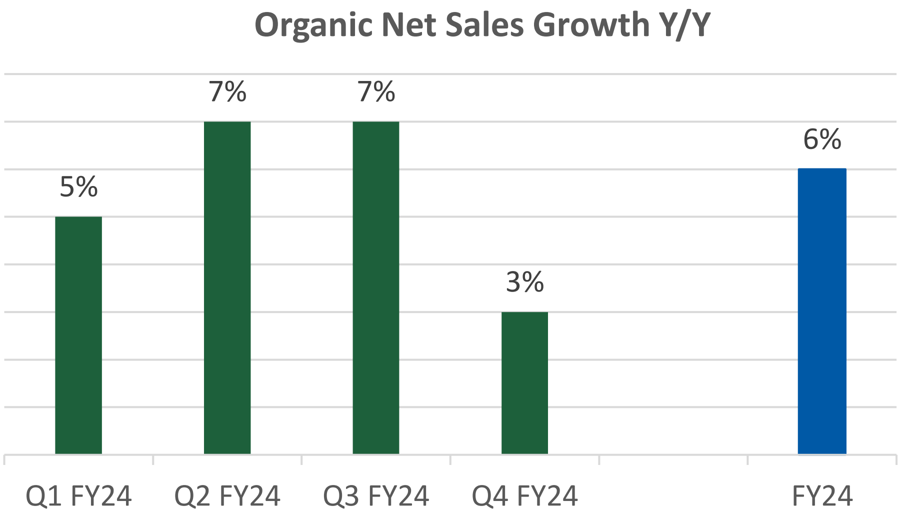


Highlights

- Organic net sales growth positive y/y in FY24, excluding formula
- Earth's Best snacks grew organic net sales y/y in FY24
- Ella's Kitchen outperformed the market in volume in FY24[1]
- Recruitment into Ella's continues to accelerate, 53% of 1st parents joining "Become a Friend" program
- Infant formula expected to be a key growth driver in 2H FY25 on supply recovery

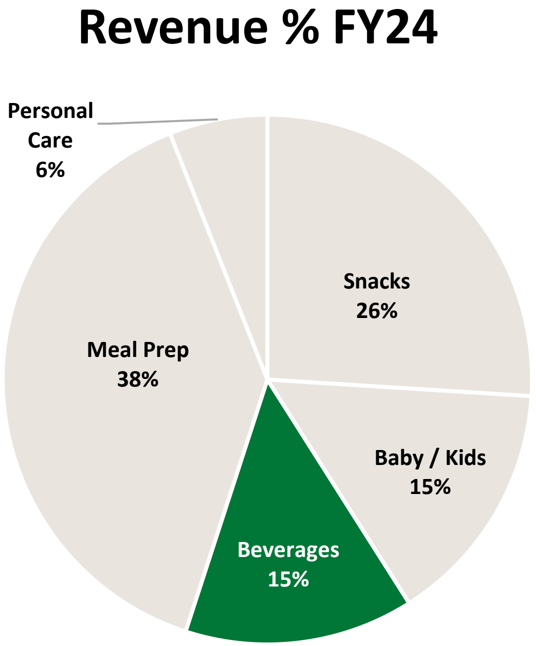
[1] Circana Major Multiples, 52 WE 07/13/24

Beverages



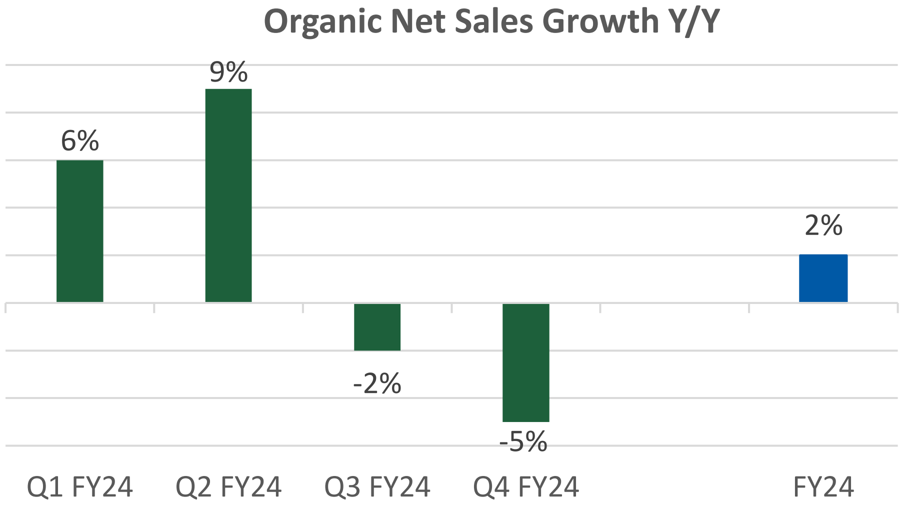
Highlights

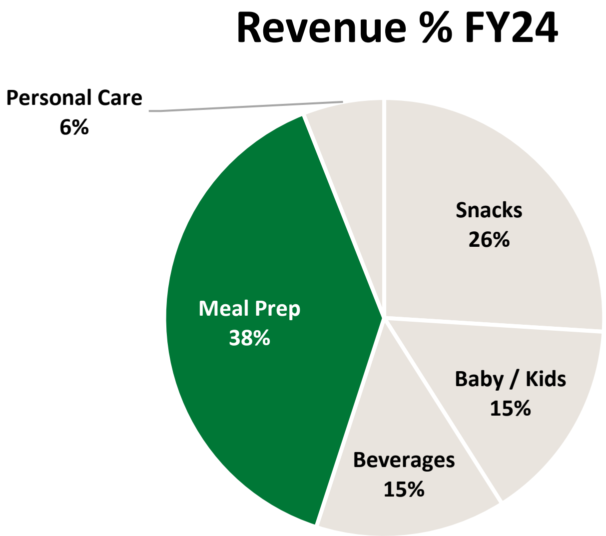
- Celestial Seasonings outpacing tea category & gaining share[1]
- Celestial Seasonings launching new Masterbrand campaign ahead of hot tea season
- Premium non-dairy beverage brand, Natumi, grew organic net sales +high-single-digits % y/y in FY24
- Own-label non-dairy beverage grew organic net sales +mid-teens % y/y in FY24



[1] Circana MULO + C 52 WE 07/14/24

Meal Prep



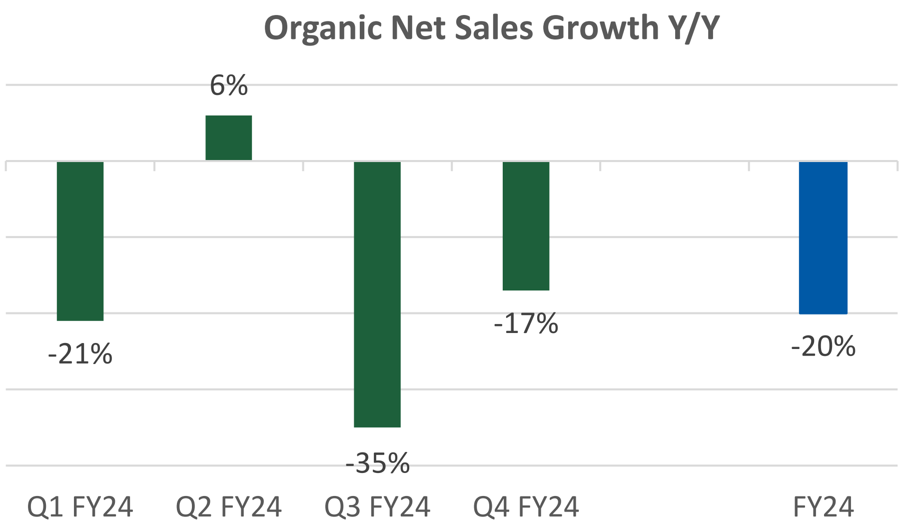


Highlights

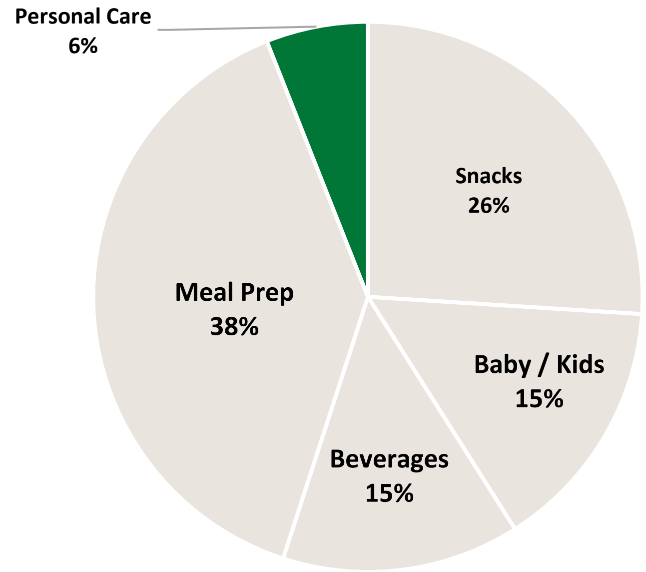
- Strong growth in UK soups where we hold #1, #2, #3 positions
- Plant-based meat industry continues to be challenged
  - Yves in Canada continues to outpace the category & gain share[1]
  - 60% of Linda McCartney portfolio is gaining or holding share[2]
- Portfolio and operations changes set to stabilize plant-based meat-free by addressing softer market, increased competition
- Significant expansion of plant-based meat into schools in UK
- New Greek Gods campaign 2H FY25

[1] Nielsen NIQ 52 WE 07/14/24
2 Circana 12 WE 7/13/24

Personal Care



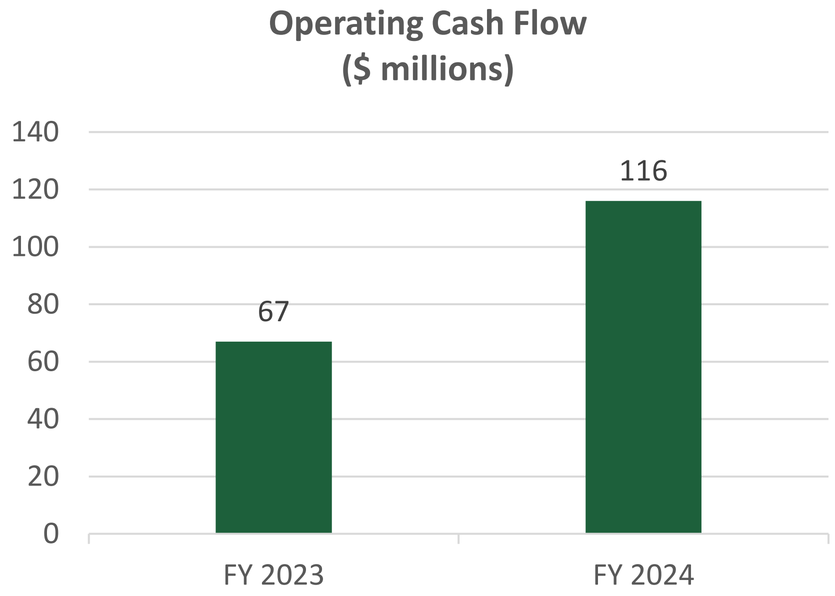
Revenue % FY24

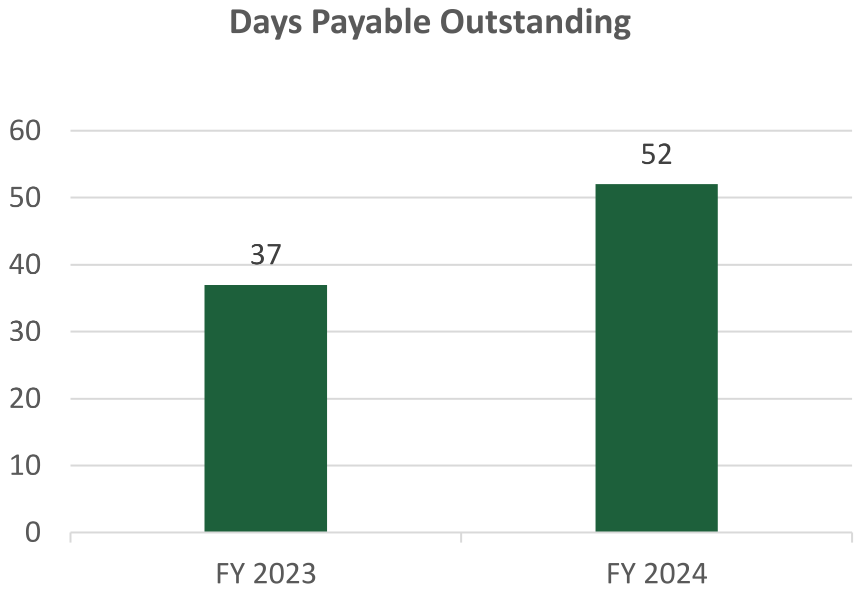


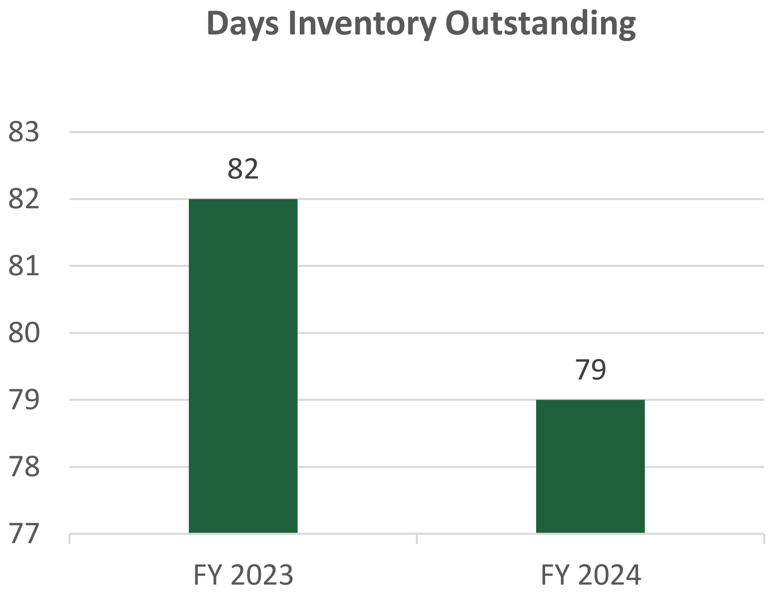
Highlights

- Executing “shrink to grow” plan to stabilize personal care and drive margin expansion
- Avalon organic net sales +10% in FY24 driven by e-commerce and natural channel

Strong Growth in Operating Cash Flow on Working Capital Management

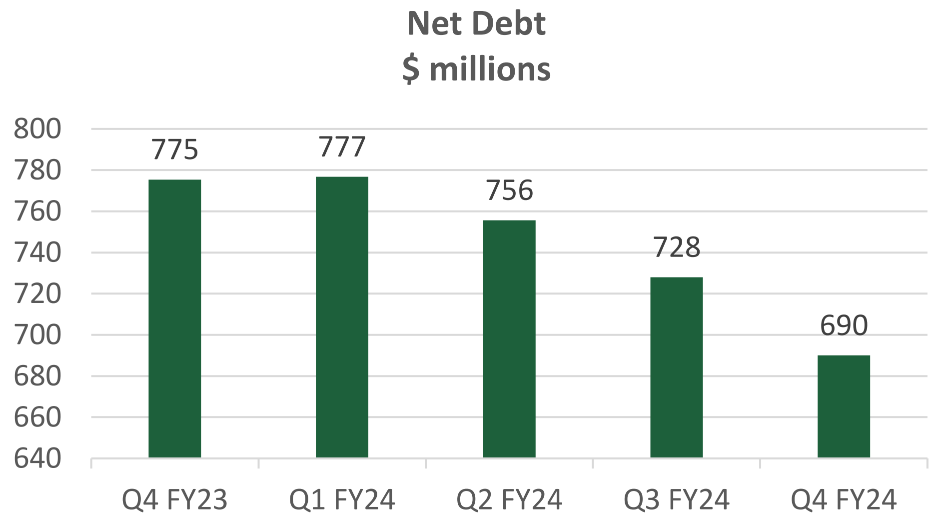


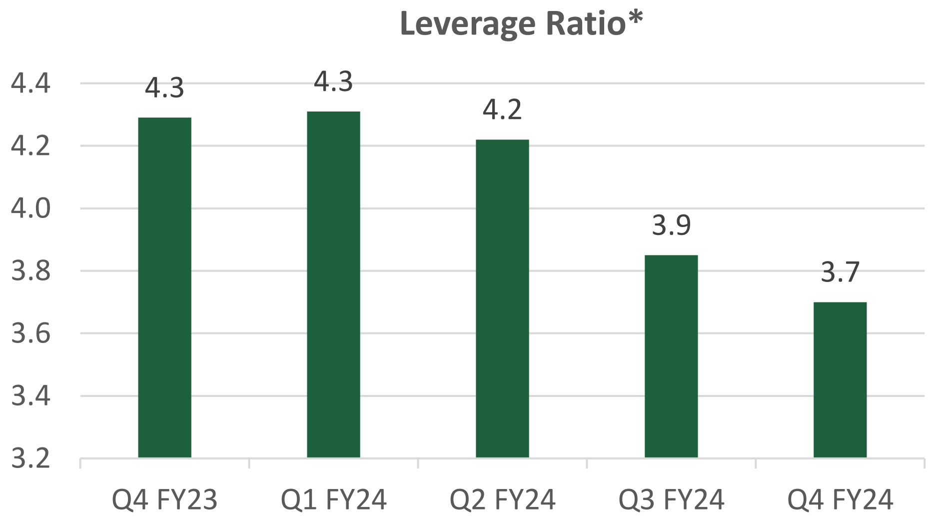




Making Progress Towards FY27 Targets:
70+ Days Payable Outstanding and 55 Days Inventory Outstanding

Continued Improvement in Net Debt and Leverage Ratio





Reduced Net Debt by $86 Million Since Q4 Fy23, Driven by Working Capital Improvement
Making Progress Towards FY27 Goal of 2-3x Leverage Ratio

** Credit agreement consolidated secured leverage ratio*
Note maximum consolidated secured leverage ratio under our credit agreement is 5x until 12/31/24 and 4.25x in calendar 2025 and 2026

Looking Ahead…

Reset the Foundation
FY24

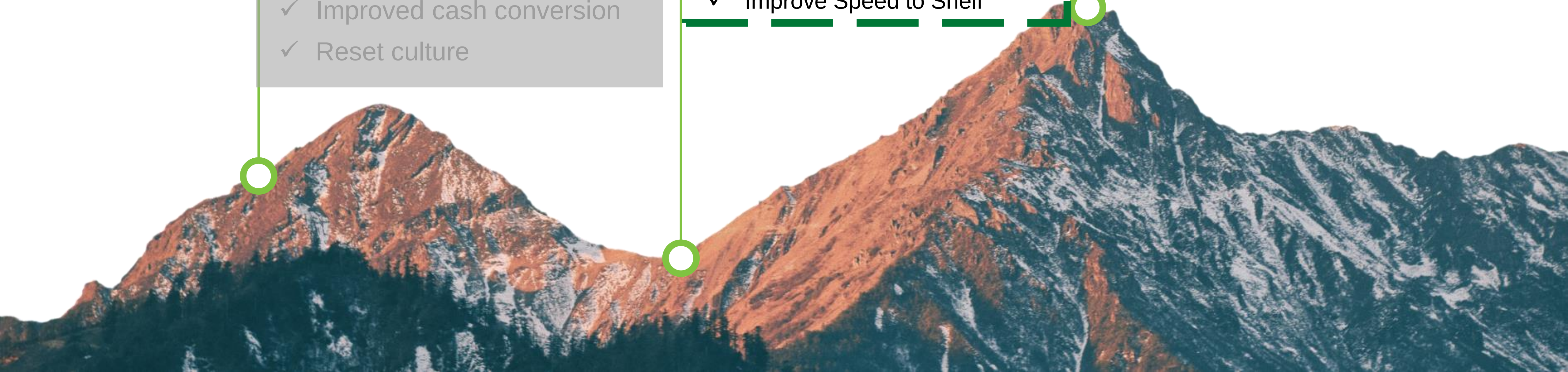
- ✓ Global operating model
- ✓ Investments for growth
- ✓ Improved cash conversion
- ✓ Reset culture

Pivot to Growth
FY25-26

- ✓ Drive Commercial Execution
- ✓ Margin Expansion
- ✓ Brand Building & Innovation
- ✓ Channel Growth
- ✓ Improve Speed to Shelf

Realize our Full Potential
FY27+

- ✓ Reimagined Supply Chain
- ✓ Modern digital infrastructure
- ✓ Leading talent & performance-driven culture



In Summary

- **Delivered top- and bottom-line of updated guidance**
- Fuel exceeded targets, driving **reduction in net debt and leverage improvement**
- Continued progress in **gross margin expansion**
- **Grow + Maintain brands, representing ~85% of the business, grew +3% in FY24,** taking action to stabilize the balance
- Strength in **diversified portfolio & geographic footprint**
- Focus on stronger commercial execution to **pivot to growth in FY25**
- **Remain confident in the Hain Reimagined strategy and algorithm**, with FY24 as the revised baseline

Appendix

Net Sales, Gross Profit, Adjusted Gross Profit & Adjusted EBITDA by Segment (Q4 FY24 and Q4 FY23)

THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES
Net Sales, Gross Profit and Adjusted EBITDA by Segment
(unaudited and in thousands)

	North America	International	Corporate/Other	Hain Consolidated
Net Sales				
Net sales - Q4 FY24	$ 259,695	$ 159,104	$ -	$ 418,799
Net sales - Q4 FY23	$ 281,756	$ 166,085	$ -	$ 447,841
% change - FY24 net sales vs. FY23 net sales	(7.8)%	(4.2)%		(6.5)%
Gross Profit				
Q4 FY24				
Gross profit	$ 58,574	$ 39,429	$ -	$ 98,003
Non-GAAP adjustments[1]	-	(12)	-	(12)
Adjusted gross profit	$ 58,574	$ 39,417	$ -	$ 97,991
% change - FY24 gross profit vs. FY23 gross profit	(7.1)%	4.6%		(2.7)%
% change - FY24 adjusted gross profit vs. FY23 adjusted gross profit	(8.6)%	4.6%		(3.7)%
Gross margin	22.6%	24.8%		23.4%
Adjusted gross margin	22.6%	24.8%		23.4%
Q4 FY23				
Gross profit	$ 63,051	$ 37,692	$ -	$ 100,743
Non-GAAP adjustments[1]	1,025	-	-	1,025
Adjusted gross profit	$ 64,076	$ 37,692	$ -	$ 101,768
Gross margin	22.4%	22.7%		22.5%
Adjusted gross margin	22.7%	22.7%		22.7%
Adjusted EBITDA				
Q4 FY24				
Adjusted EBITDA	$ 20,900	$ 27,020	$ (8,376)	$ 39,544
% change - FY24 adjusted EBITDA vs. FY23 adjusted EBITDA	(22.5)%	(1.7)%	23.4%	(9.1)%
Adjusted EBITDA margin	8.0%	17.0%		9.4%
Q4 FY23				
Adjusted EBITDA	$ 26,959	$ 27,487	$ (10,930)	$ 43,516
Adjusted EBITDA margin	9.6%	16.6%		9.7%

[1] *See accompanying table "Adjusted Gross Profit, Adjusted Operating Income, Adjusted Net Income and Adjusted EPS"*

Net Sales, Gross Profit, Adjusted Gross Profit & Adjusted EBITDA by Segment (FY24 and FY23)

THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES
Net Sales, Gross Profit and Adjusted EBITDA by Segment
(unaudited and in thousands)

	North America	International	Corporate/Other	Hain Consolidated
Net Sales				
Net sales - Q4 FY24 YTD	$ 1,055,527	$ 680,759	$ -	$ 1,736,286
Net sales - Q4 FY23 YTD	$ 1,139,162	$ 657,481	$ -	$ 1,796,643
% change - FY24 net sales vs. FY23 net sales	(7.3)%	3.5%		(3.4)%
Gross Profit				
Q4 FY24 YTD				
Gross profit	$ 230,689	$ 150,143	$ -	$ 380,832
Non-GAAP adjustments[1]	8,157	804	-	8,961
Adjusted gross profit	$ 238,846	$ 150,947	$ -	$ 389,793
% change - FY24 gross profit vs. FY23 gross profit	(12.1)%	12.1%		(3.9)%
% change - FY24 adjusted gross profit vs. FY23 adjusted gross profit	(9.4)%	12.7%		(1.9)%
Gross margin	21.9%	22.1%		21.9%
Adjusted gross margin	22.6%	22.2%		22.4%
Q4 FY23 YTD				
Gross profit	$ 262,455	$ 133,959	$ -	$ 396,414
Non-GAAP adjustments[1]	1,099	10	-	1,109
Adjusted gross profit	$ 263,554	$ 133,969	$ -	$ 397,523
Gross margin	23.0%	20.4%		22.1%
Adjusted gross margin	23.1%	20.4%		22.1%
Adjusted EBITDA				
Q4 FY24 YTD				
Adjusted EBITDA	$ 98,728	$ 94,974	$ (39,180)	$ 154,522
% change - FY24 adjusted EBITDA vs. FY23 adjusted EBITDA	(20.0)%	14.5%	1.5%	(7.3)%
Adjusted EBITDA margin	9.4%	14.0%		8.9%
Q4 FY23 YTD				
Adjusted EBITDA	$ 123,443	$ 82,945	$ (39,766)	$ 166,622
Adjusted EBITDA margin	10.8%	12.6%		9.3%

(1) *See accompanying table "Adjusted Gross Profit, Adjusted Operating Income, Adjusted Net Income and Adjusted EPS"*

Adjusted Gross Profit, Adjusted Operating Income, Adjusted Net Income and Adjusted EPS (Q4 and Year to Date FY24 and FY23)

THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES

Adjusted Gross Profit, Adjusted Operating Income, Adjusted Net Income and Adjusted EPS

(unaudited and in thousands, except per share amounts)

Reconciliation of Gross Profit, GAAP to Gross Profit, as Adjusted:

	Fourth Quarter		Fourth Quarter Year to Date	
	2024	2023	2024	2023
Gross profit, GAAP	$ 98,003	$ 100,743	$ 380,832	$ 396,414
Adjustments to Cost of sales:				
Plant closure related costs, net	(12)	1,025	6,523	1,099
Warehouse/manufacturing consolidation and other costs, net	-	-	995	10
Other	-	-	1,443	-
Gross profit, as adjusted	$ 97,991	$ 101,768	$ 389,793	$ 397,523

Reconciliation of Operating Income (Loss), GAAP to Operating Income, as Adjusted:

	Fourth Quarter		Fourth Quarter Year to Date	
	2024	2023	2024	2023
Operating income (loss), GAAP	$ 12,012	$ 12,094	$ (18,948)	$ (85,620)
Adjustments to Cost of sales:				
Plant closure related costs, net	(12)	1,025	6,523	1,099
Warehouse/manufacturing consolidation and other costs, net	-	-	995	10
Other	-	-	1,443	-
Adjustments to Operating expenses [(a)]*:*				
Productivity and transformation costs	7,294	1,592	27,741	7,284
Intangibles and long-lived asset impairment	5,357	18,578	76,143	175,501
Certain litigation expenses, net[(b)]	3,189	(4,732)	7,262	(1,369)
Plant closure related costs, net	(25)	-	154	(1)
Transaction and integration costs, net	(316)	34	(34)	2,018
CEO succession	-	-	-	5,113
Warehouse/manufacturing consolidation and other costs, net	-	127	-	2,696
Operating income, as adjusted	$ 27,499	$ 28,718	$ 101,279	$ 106,731

[(a)] Operating expenses include amortization of acquired intangibles, selling, general and administrative expenses, intangibles and long-lived asset impairment and productivity and transformation costs.

Adjusted Gross Profit, Adjusted Operating Income, Adjusted Net Income and Adjusted EPS (Q4 and Year to Date FY24 and FY23) cont.

THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES

Adjusted Gross Profit, Adjusted Operating Income, Adjusted Net Income and Adjusted EPS

(unaudited and in thousands, except per share amounts)

Reconciliation of Net Loss, GAAP to Net Income, as Adjusted:

	Fourth Quarter		Fourth Quarter Year to Date	
	2024	**2023**	**2024**	**2023**
Net loss, GAAP	$ (2,937)	$ (18,699)	$ (75,042)	$ (116,537)
Adjustments to Cost of sales:				
Plant closure related costs, net	(12)	1,025	6,523	1,099
Warehouse/manufacturing consolidation and other costs, net	-	-	995	10
Other	-	-	1,443	-
Adjustments to Operating expenses [(a)]:				
Productivity and transformation costs	7,294	1,592	27,741	7,284
Intangibles and long-lived asset impairment	5,357	18,578	76,143	175,501
Certain litigation expenses, net[(b)]	3,189	(4,732)	7,262	(1,369)
Plant closure related costs, net	(25)	-	154	(1)
Transaction and integration costs, net	(316)	34	(34)	2,018
CEO succession	-	-	-	5,113
Warehouse/manufacturing consolidation and other costs, net	-	127	-	2,696
Adjustments to Interest and other expense, net [(c)]:				
Loss (gain) on sale of assets	4,322	-	4,384	(3,529)
Unrealized currency (gains) losses	(74)	451	9	1,102
Adjustments to (Benefit) provision for income taxes:				
Net tax impact of non-GAAP adjustments	(5,466)	11,673	(19,605)	(28,478)
Net income, as adjusted	$ 11,332	$ 10,049	$ 29,973	$ 44,909
Net loss margin	(0.7)%	(4.2)%	(4.3)%	(6.5)%
Adjusted net income margin	2.7%	2.2%	1.7%	2.5%
Diluted shares used in the calculation of net loss per common share:	89,845	89,477	89,750	89,396
Diluted shares used in the calculation of adjusted net income per common share:	89,965	89,698	89,923	89,604
Diluted net loss per common share, GAAP	$ (0.03)	$ (0.21)	$ (0.84)	$ (1.30)
Diluted net income per common share, as adjusted	$ 0.13	$ 0.11	$ 0.33	$ 0.50

[(a)] Operating expenses include amortization of acquired intangibles, selling, general and administrative expenses, intangibles and long-lived asset impairment and productivity and transformation costs.

[(b)] Expenses and items relating to securities class action, baby food litigation and SEC investigation.

[(c)] Interest and other expense, net includes interest and other financing expenses, net, unrealized currency (gains) losses, loss (gain) on sale of assets and other expense, net.

Organic Net Sales (Q4 and Year to Date FY24 and FY23)

THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES
Organic Net Sales Growth
(unaudited and in thousands)

Q4 FY24	**North America**	**International**	**Hain Consolidated**
Net sales	$ 259,695	$ 159,104	$ 418,799
Divestitures, discontinued brands and exited product categories	(1,043)	(593)	(1,636)
Organic net sales	$ 258,652	$ 158,511	$ 417,163
Q4 FY23			
Net sales	$ 281,756	$ 166,085	$ 447,841
Divestitures, discontinued brands and exited product categories	(10,484)	(581)	(11,065)
Organic net sales	$ 271,272	$ 165,504	$ 436,776
Net sales decline	(7.8)%	(4.2)%	(6.5)%
Impact of divestitures, discontinued brands and exited product categories	3.1%	(0.0)%	2.0%
Organic net sales decline	(4.7)%	(4.2)%	(4.5)%

Q4 FY24 YTD	**North America**	**International**	**Hain Consolidated**
Net sales	$ 1,055,527	$ 680,759	$ 1,736,286
Divestitures, discontinued brands and exited product categories	(19,519)	(1,682)	(21,201)
Organic net sales	$ 1,036,008	$ 679,077	$ 1,715,085
Q4 FY23 YTD			
Net sales	$ 1,139,162	$ 657,481	$ 1,796,643
Divestitures, discontinued brands and exited product categories	(36,093)	(2,662)	(38,755)
Organic net sales	$ 1,103,069	$ 654,819	$ 1,757,888
Net sales (decline) growth	(7.3)%	3.5%	(3.4)%
Impact of divestitures, discontinued brands and exited product categories	1.2%	0.2%	1.0%
Organic net sales (decline) growth	(6.1)%	3.7%	(2.4)%

Adjusted EBITDA (Q4 and Year to Date FY24 and FY23)

THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES
Adjusted EBITDA
(unaudited and in thousands)

	Fourth Quarter		Fourth Quarter Year to Date	
	2024	**2023**	**2024**	**2023**
Net loss	$ (2,937)	$ (18,699)	$ (75,042)	$ (116,537)
Depreciation and amortization	10,305	12,868	44,665	50,777
Equity in net loss (income) of equity-method investees	210	(92)	2,581	1,134
Interest expense, net	12,954	13,354	54,232	43,936
(Benefit) provision for income taxes	(3,292)	16,421	(7,820)	(14,178)
Stock-based compensation, net	2,569	3,766	12,704	14,423
Unrealized currency (gains) losses	(74)	278	17	929
Certain litigation expenses, net[a]	3,189	(4,732)	7,262	(1,369)
Restructuring activities				
Productivity and transformation costs	7,294	1,592	27,741	7,284
Plant closure related costs, net	(37)	21	5,251	94
Warehouse/manufacturing consolidation and other costs, net	-	127	995	1,026
CEO succession	-	-	-	5,113
Acquisitions, divestitures and other				
Loss (gain) on sale of assets	4,322	-	4,384	(3,529)
Transaction and integration costs, net	(316)	34	(34)	2,018
Impairment charges				
Intangibles and long-lived asset impairment	5,357	18,578	76,143	175,501
Other	-	-	1,443	-
Adjusted EBITDA	$ 39,544	$ 43,516	$ 154,522	$ 166,622

[a] Expenses and items relating to securities class action, baby food litigation and SEC investigation.

Net Debt (Q4 FY24 – Q4 FY23)

THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES
Net Debt
(unaudited and in thousands)

	June 30, 2024	March 31, 2024	December 31, 2023	September 30, 2023	June 30, 2023
Debt					
Long-term debt, less current portion	$ 736,523	$ 769,948	$ 801,675	$ 807,401	$ 821,181
Current portion of long-term debt	7,569	7,569	7,569	7,568	7,567
Total debt	744,092	777,517	809,244	814,969	828,748
Less: Cash and cash equivalents	54,307	49,549	53,672	38,280	53,364
Net debt	$ 689,785	$ 727,968	$ 755,572	$ 776,689	$ 775,384

Free Cash Flow (Q4 and Year to Date FY24 and FY23)

THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES
Free Cash Flow
(unaudited and in thousands)

	Fourth Quarter		Fourth Quarter Year to Date	
	2024	**2023**	**2024**	**2023**
Net cash provided by operating activities	$ 39,396	$ 40,510	$ 116,355	$ 66,819
Purchases of property, plant and equipment	(8,692)	(6,445)	(33,461)	(27,879)
Free cash flow	$ 30,704	$ 34,065	$ 82,894	$ 38,940

Thank You!

Hain Celestial®