



# First Quarter Fiscal Year 2021 Earnings Call

November 10, 2020

# Safe Harbor Statement



## Safe Harbor Statement

Certain statements contained in this press release 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 adjusted operating income and its related margin, adjusted gross margin, adjusted net income, adjusted earnings per diluted share, net sales adjusted for the impact of foreign exchange, divestitures, discontinued brands and SKU rationalization, as applicable in each case, 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.

# Hain Performance Has Been Driven by Four Core Transformation Strategies



1



**SIMPLIFY**

the portfolio &  
organization

2



**STRENGTHEN**

capabilities

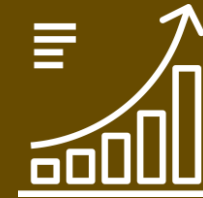
3



**EXPAND**

margins and  
cash flow

4



**REINVIGORATE**

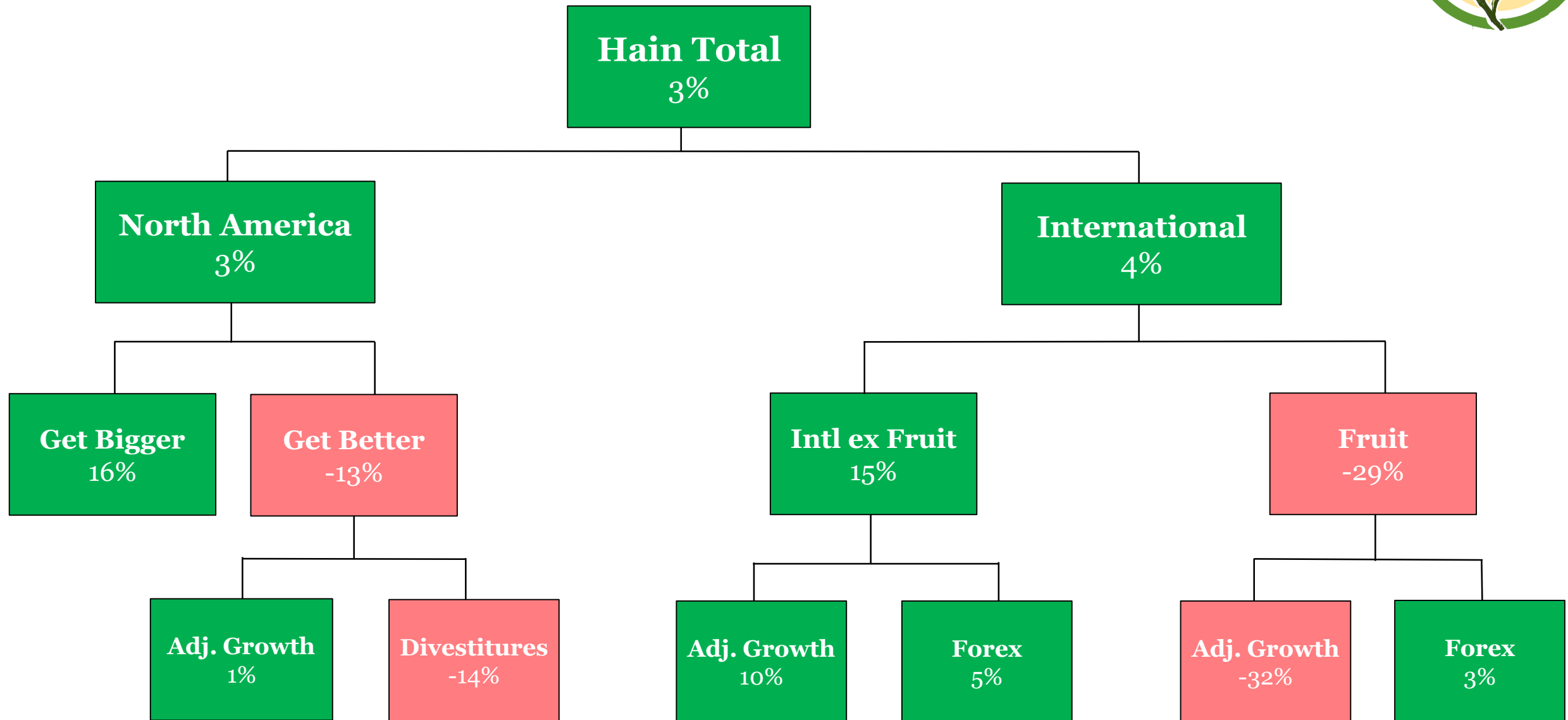
profitable topline  
growth

# Q1 2021 Performance Delivered Against Guidance



	Q1 2021	Q1 2021 Guidance
Adj Net Sales Growth	+5%	Mid-single digit net sales growth
Adj Gross Margin Improvement	+326 bps	200-300 bps (Comparable to 2H FY20)
Adj EBITDA \$ Growth	+71%	25% (Comparable to 2H FY20)
Adj EBITDA Margin Improvement	+435 bps	150-250 bps (Comparable to 2H FY20)

# Q1 2021 Topline Decomposition

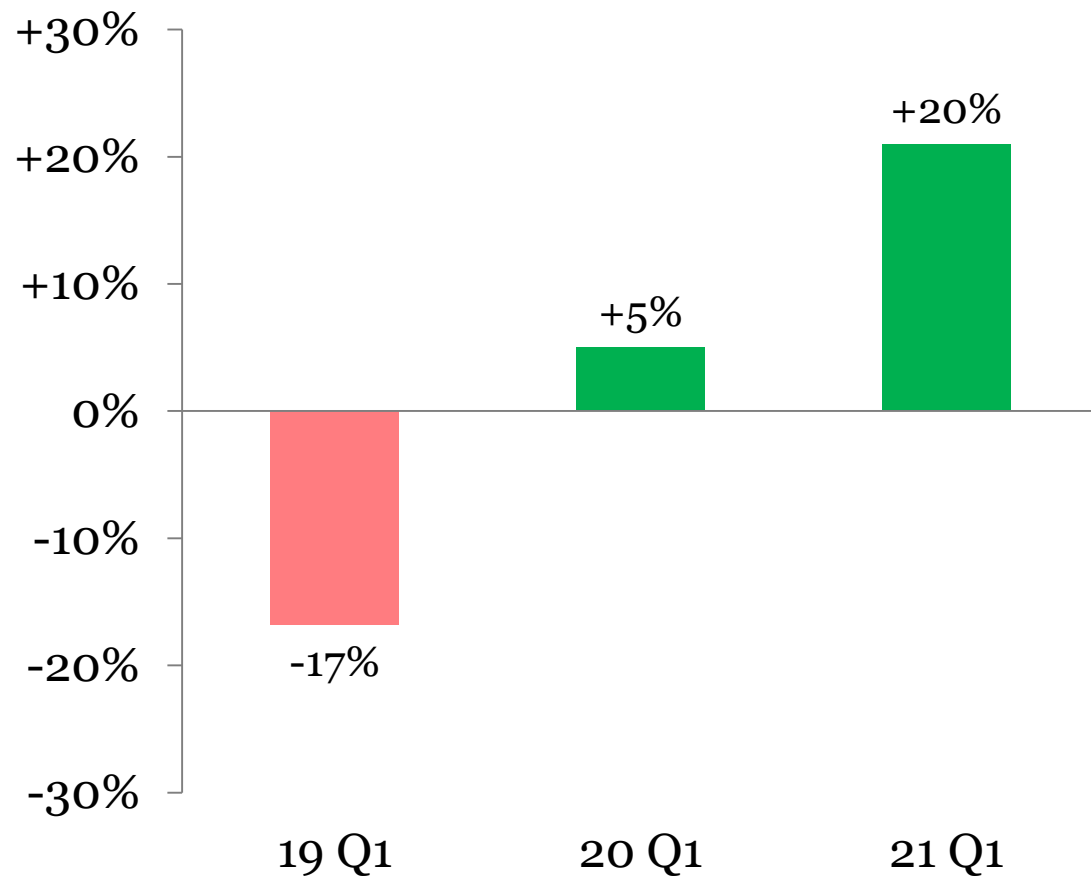


*Hain Total Adjusted Net Sales growth rate for Q1 FY21 is 5% (adjusted for currency fluctuations, divestitures and brand discontinuations )*

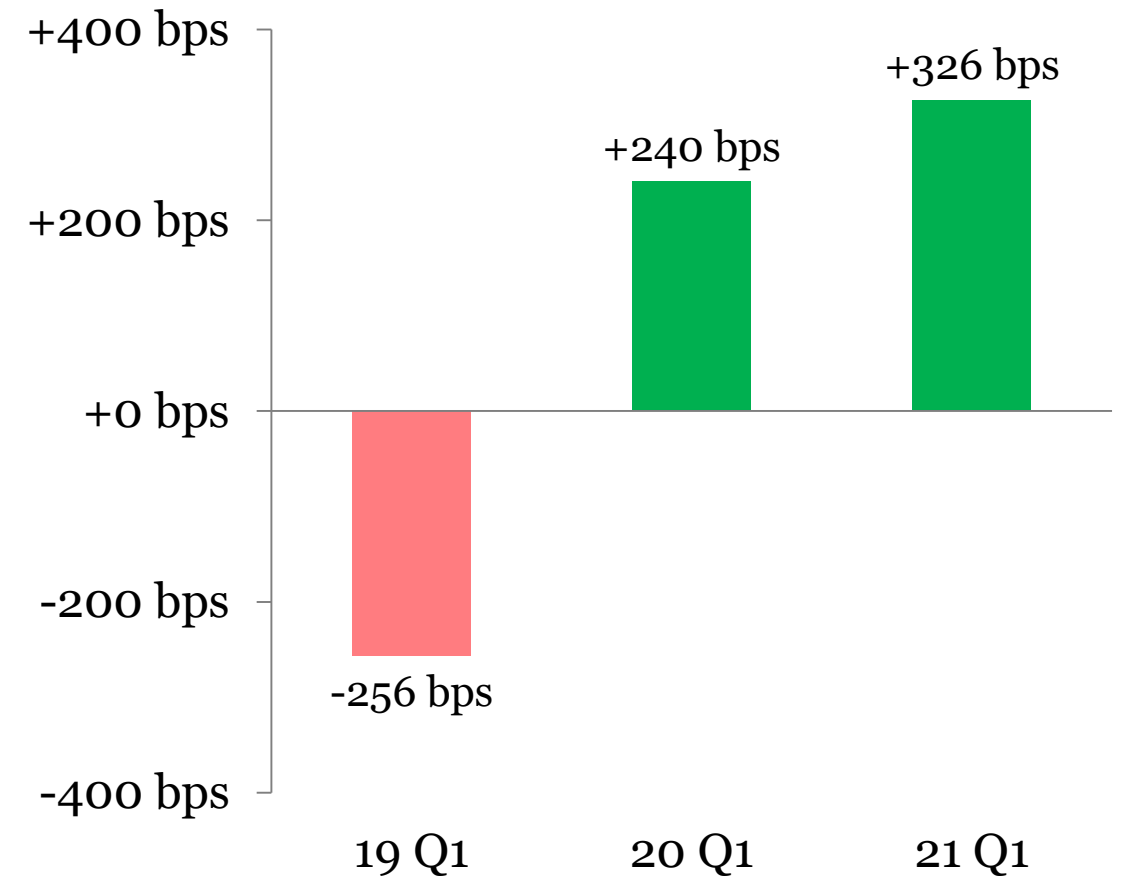
# Consolidated Gross Profit \$ and Margin Performance Accelerating



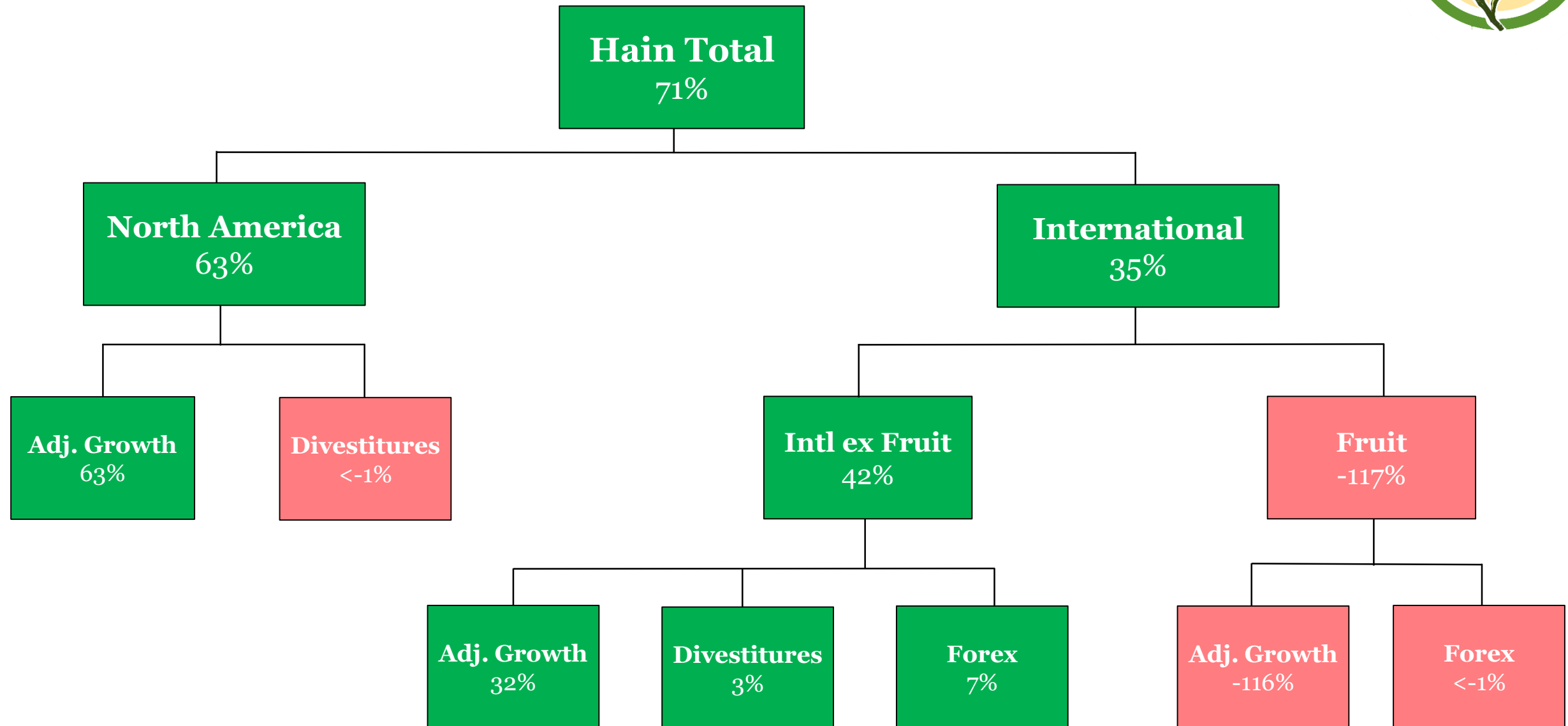
## Adjusted Gross Profit \$ Growth



## Adjusted Gross Margin (bps) Growth



# Q1 2021 Adj EBITDA Growth Decomposition

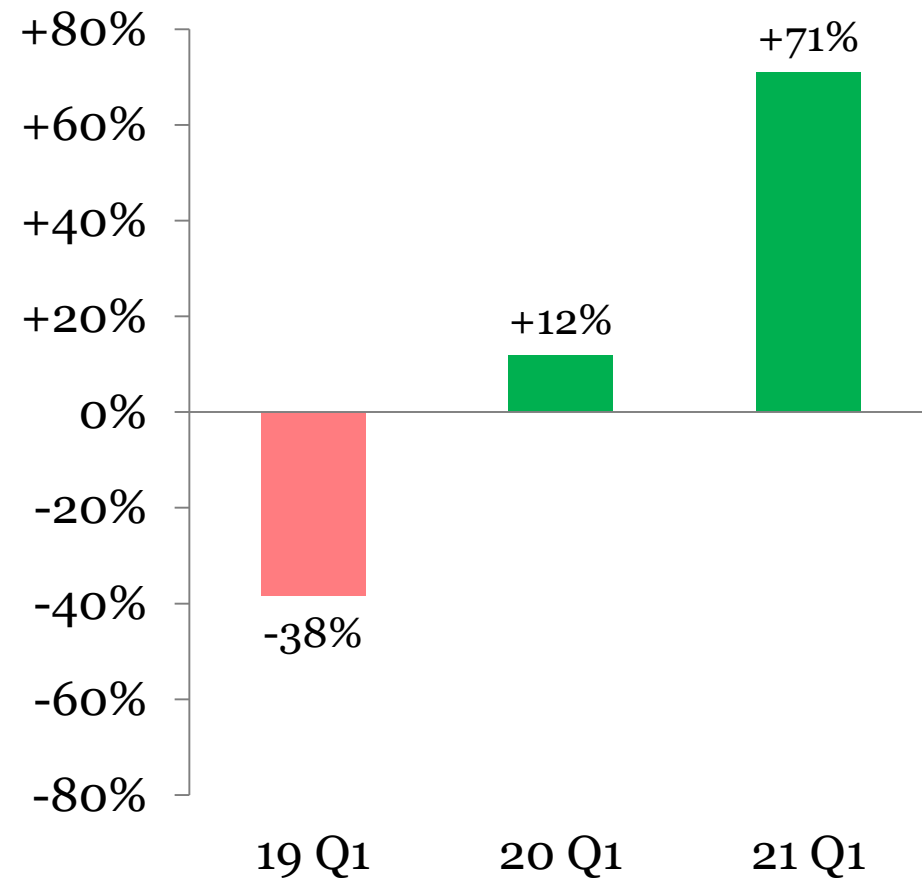


See appendix for reconciliation between adjusted and GAAP figures.

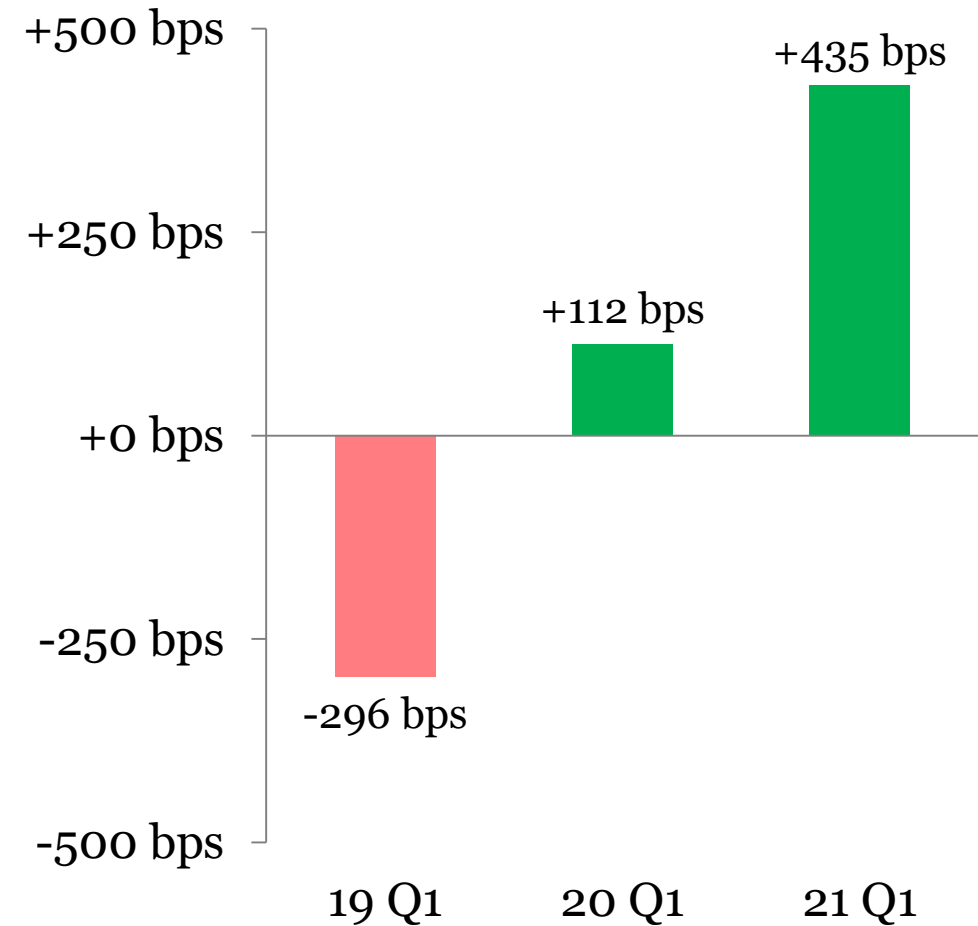
# Consolidated EBITDA \$ and Margin Growth also Accelerating



## Adjusted EBITDA \$ Growth



## Adjusted EBITDA Margin (bps) Growth

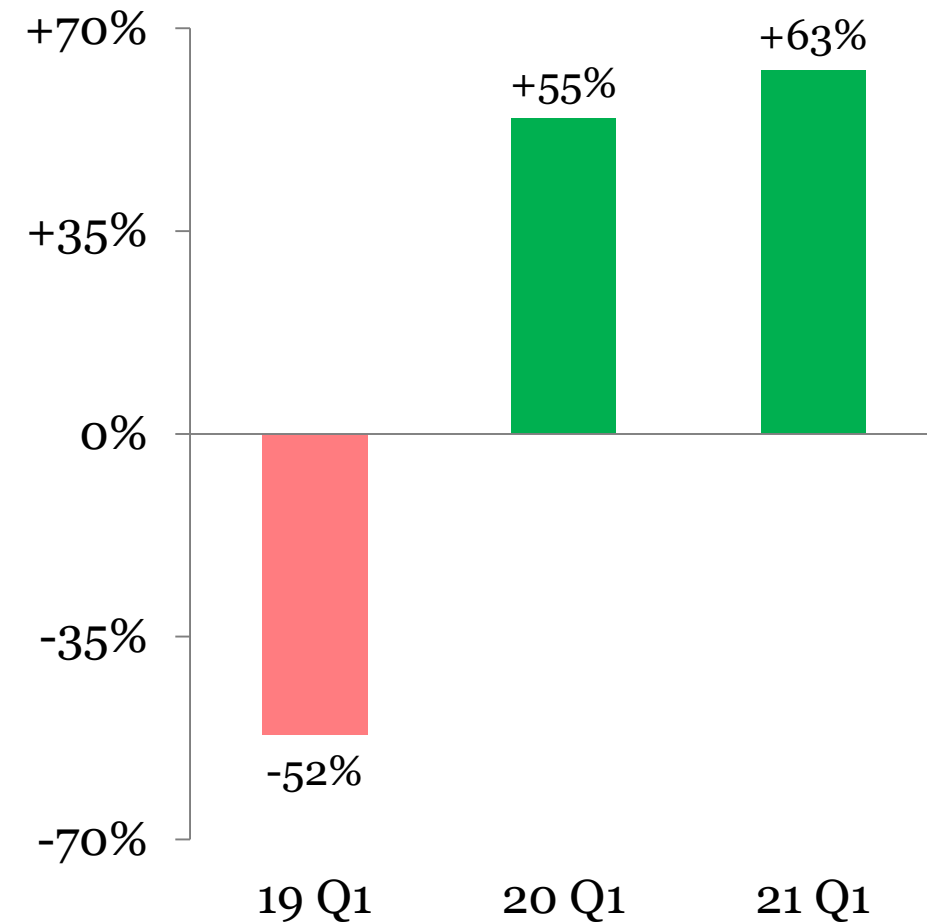




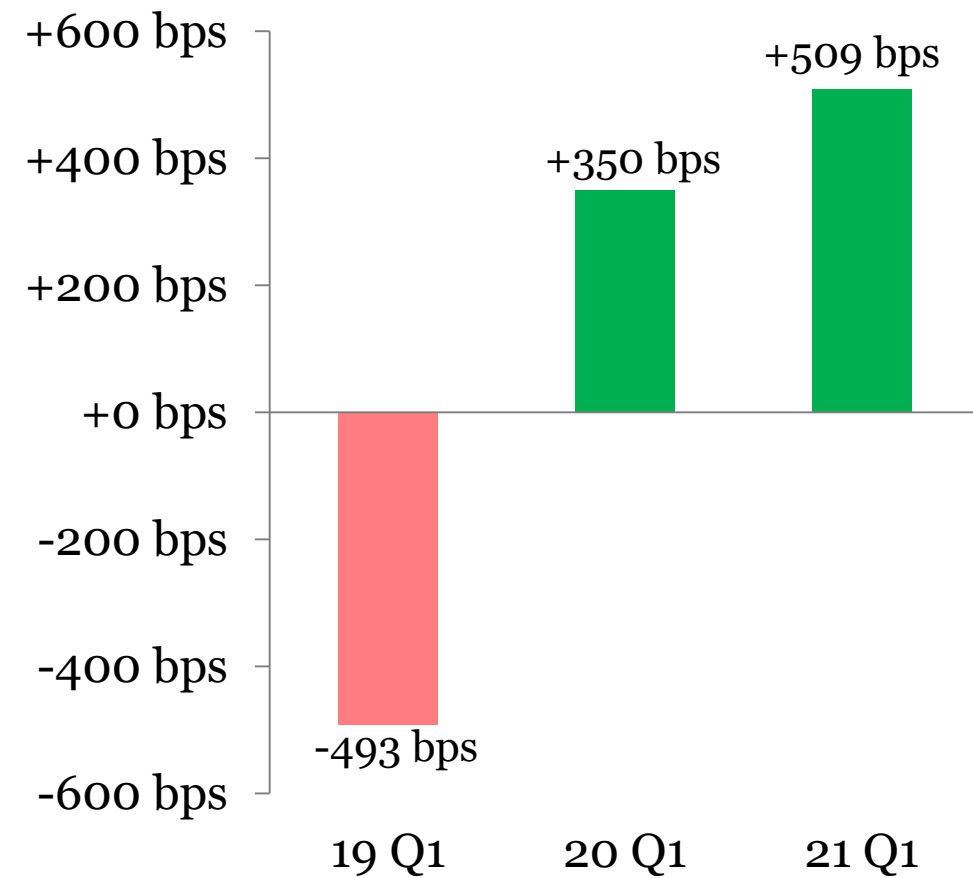
# North America EBITDA \$ and Margin Growing Rapidly



## Adjusted EBITDA \$ Growth



## Adjusted EBITDA Margin (bps) Growth

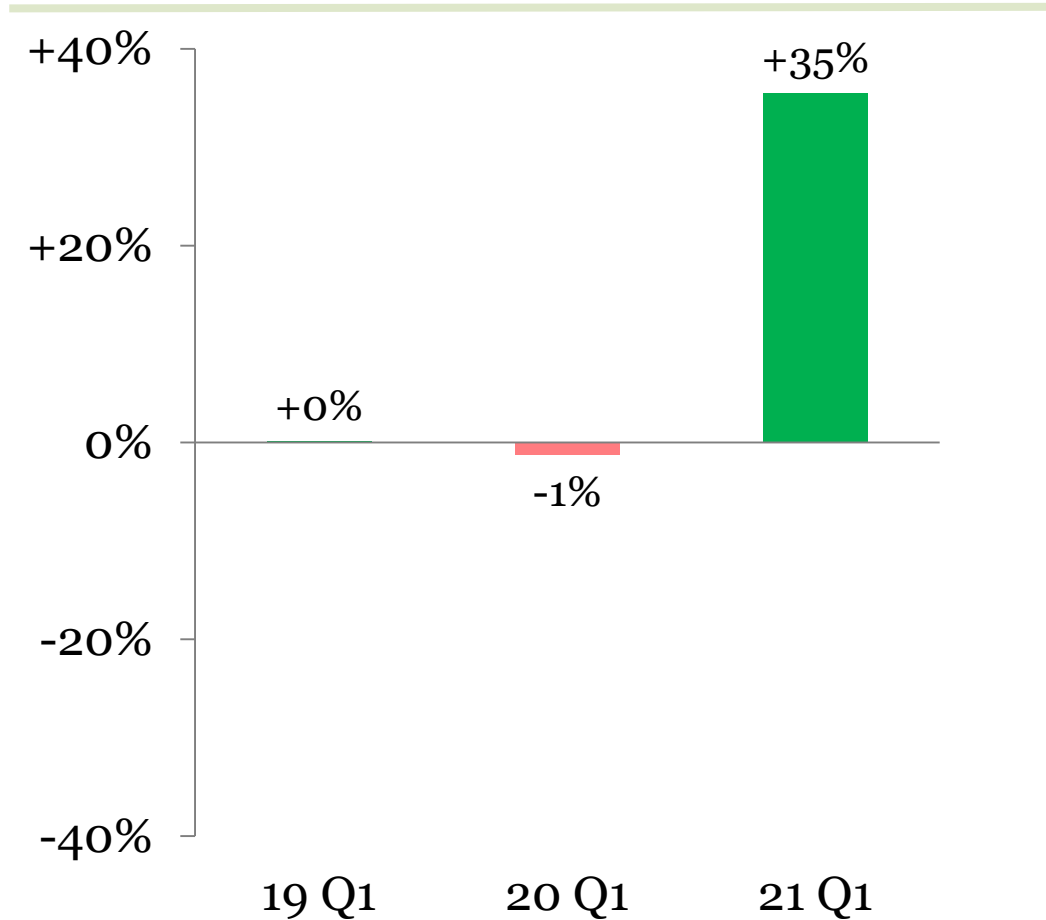


Note: Growth vs. Year ago. See appendix for reconciliation between adjusted and GAAP figures

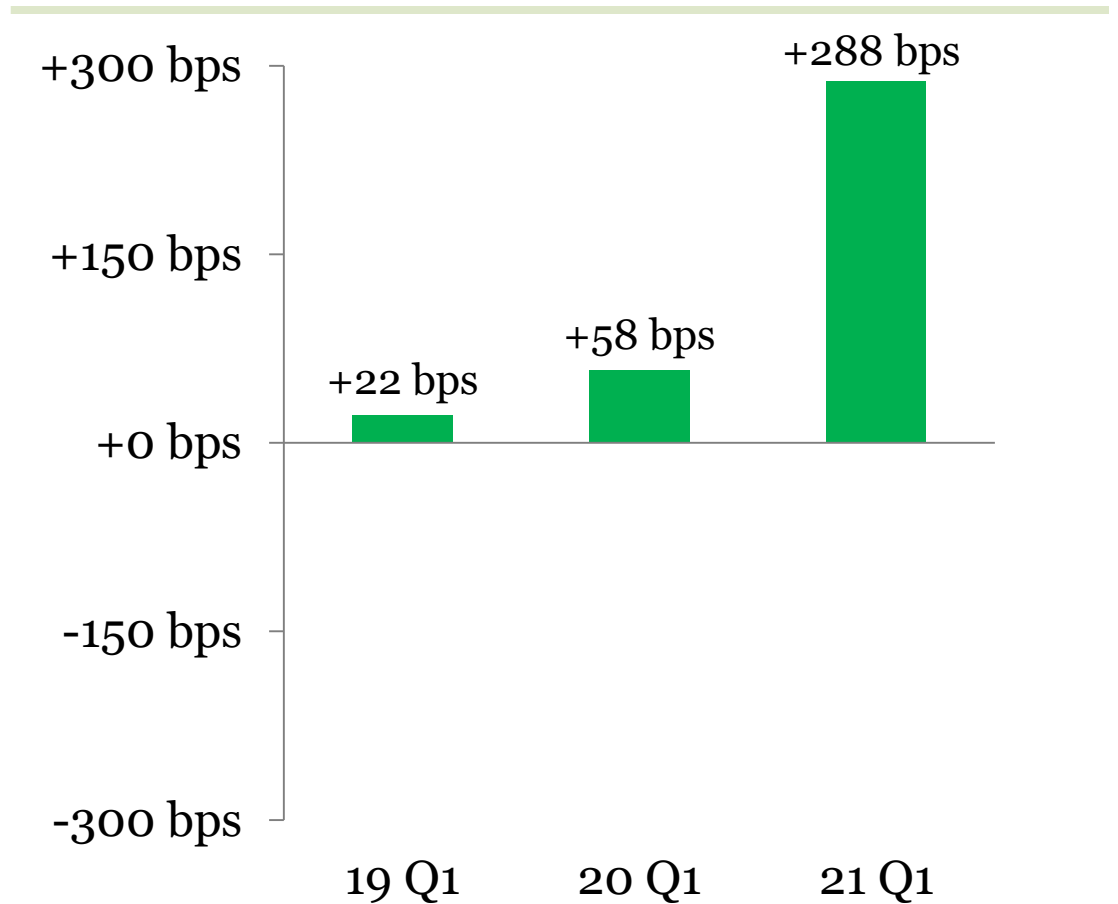
# International EBITDA \$ and Margin Growth Very Strong in Recent Quarter



## Adjusted EBITDA \$ Growth



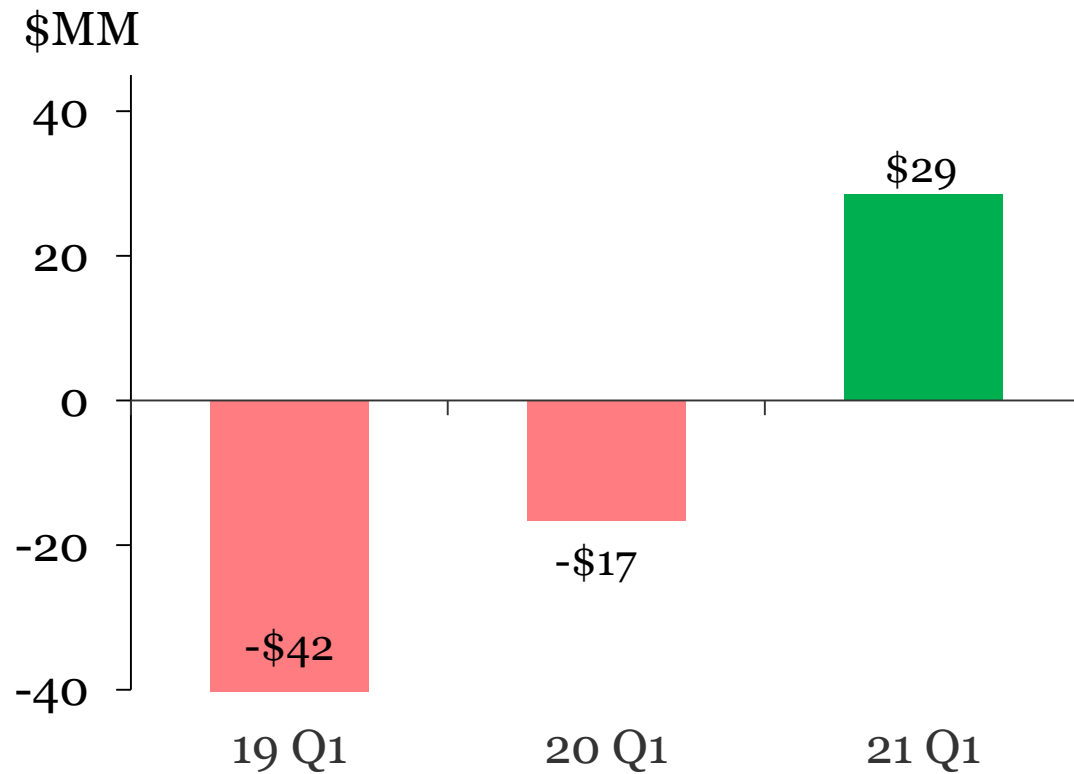
## Adjusted EBITDA Margin (bps) Growth



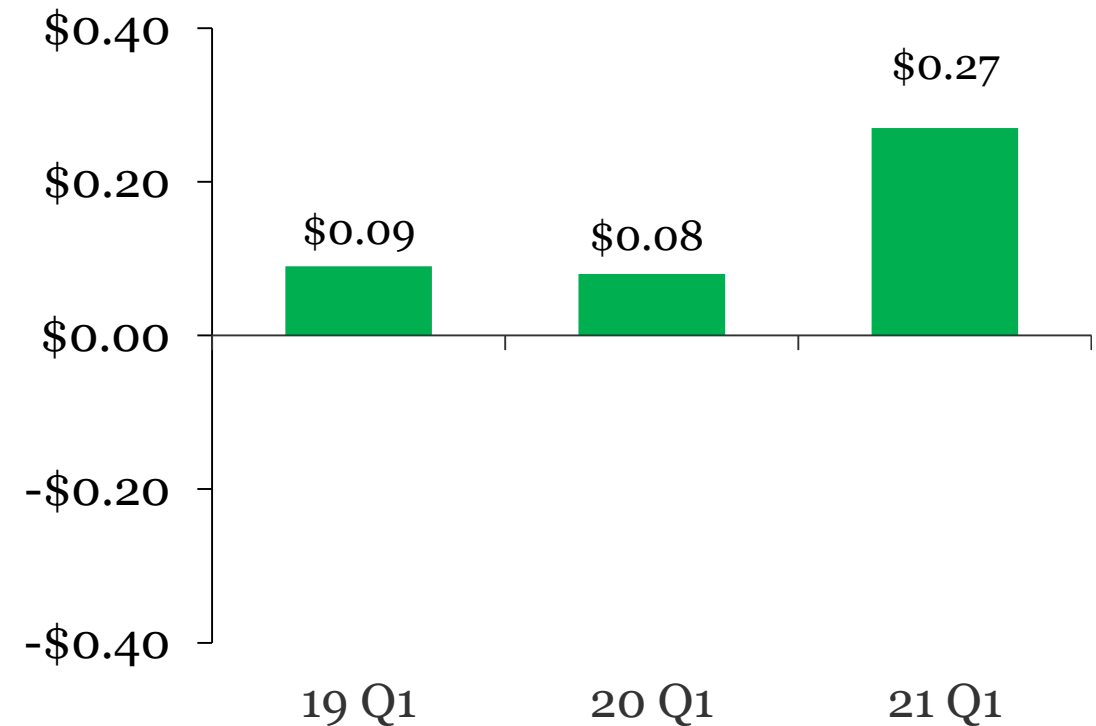
# Significant Free Cash Flow and Adj EPS Growth



## Free Cash Flow



## Adj EPS





**APPENDIX**

# Adjusted Gross Profit, Adjusted Operating Income, Adjusted Net Income & Adjusted EPS (2021 Q1)



## THE HAIN CELESTIAL GROUP, INC.

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

(unaudited and in thousands, except per share amounts)

	First Quarter					
	2021 GAAP	Adjustments	2021 Adjusted	2020 GAAP	Adjustments	2020 Adjusted
Net sales	\$ 498,627	\$ -	\$ 498,627	\$ 482,076	\$ -	\$ 482,076
Cost of sales	379,463	(1,173)	378,290	384,245	(2,801)	381,444
Gross profit	119,164	1,173	120,337	97,831	2,801	100,632
Operating expenses (a)	114,082	(32,512)	81,570	83,763	(48)	83,715
Productivity and transformation costs	1,802	(1,802)	-	14,175	(14,175)	-
Proceeds from insurance claims	-	-	-	(2,562)	2,562	-
Operating income	3,280	35,487	38,767	2,455	14,462	16,917
Interest and other expense (income), net (b)	1,080	1,822	2,902	7,622	(2,659)	4,963
Provision (benefit) provision for income taxes	12,962	(4,562)	8,400	(531)	3,800	3,269
Net (loss) income from continuing operations	(10,781)	38,227	27,446	(4,953)	13,321	8,368
Net income (loss) from discontinued operations, net of tax	11,266	(11,266)	-	(102,068)	102,068	-
Net income (loss)	485	26,961	27,446	(107,021)	115,389	8,368
Diluted net (loss) income per common share from continuing operations	(0.11)	0.38	0.27	(0.05)	0.13	0.08
Diluted net income (loss) per common share from discontinued operations	0.11	(0.11)	-	(0.98)	0.98	-
Diluted net (loss) income per common share	-	0.27	0.27	(1.03)	1.11	0.08

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

(b) Interest and other expense (income), net includes interest and other financing expenses, net and other expense, net.

# Adjusted Gross Profit, Adjusted Operating Income, Adjusted Net Income & Adjusted EPS (2021 Q1, cont.)



## Detail of Adjustments:

	Q1 FY21	Q1 FY20
Plant closure related costs	\$ 579	\$ 933
SKU rationalization and inventory write-down	204	(11)
Warehouse/manufacturing consolidation and other costs	390	1,879
Cost of sales	<u>1,173</u>	<u>2,801</u>
Gross profit	<u>1,173</u>	<u>2,801</u>
Long-lived asset impairment	32,497	-
Plant closure related costs	15	-
Litigation and related expenses	-	48
Operating expenses (a)	<u>32,512</u>	<u>48</u>
Productivity and transformation costs	1,802	14,175
Productivity and transformation costs	<u>1,802</u>	<u>14,175</u>
Proceeds from insurance claims	-	(2,562)
Proceeds from insurance claims	<u>-</u>	<u>(2,562)</u>
Operating income	<u>35,487</u>	<u>14,462</u>
Unrealized currency (gains) losses	(1,202)	1,684
Gain on sale of businesses	(620)	-
Deferred financing cost write-off	-	975
Interest and other (income) expense, net (b)	<u>(1,822)</u>	<u>2,659</u>
Income tax related adjustments	4,562	(3,800)
Provision (benefit) provision for income taxes	<u>4,562</u>	<u>(3,800)</u>
Net income from continuing operations	<u>\$ 38,227</u>	<u>\$ 13,321</u>

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

(b) Interest and other expense (income), net includes interest and other financing expenses, net and other expense, net.

# Adjusted Gross Profit, Adjusted Operating Income, Adjusted Net Income & Adjusted EPS (2019 Q1)



**THE HAIN CELESTIAL GROUP, INC.**  
**Adjusted Gross Profit, Adjusted Operating Income, Adjusted Net Income and Adjusted EPS**  
(unaudited and in thousands, except per share amounts)

	First Quarter		
	2019 GAAP	Adjustments	2019 Adjusted
Net sales	\$ 518,478	\$ -	\$ 518,478
Cost of sales	429,570	(6,862)	422,708
Gross profit	88,908	6,862	95,770
Operating expenses (a)	83,572	(4,805)	78,767
Productivity and transformation costs	10,333	(10,333)	-
Chief Executive Officer Succession Plan expense, net	19,553	(19,553)	-
Proceeds from insurance claims	-	-	-
Accounting review and remediation costs	3,414	(3,414)	-
Operating (loss) income	(27,964)	44,967	17,003
Interest and other expense (income), net (b)	4,914	(590)	4,324
(Benefit) provision for income taxes	(9,966)	13,467	3,501
Net (loss) income from continuing operations	(23,087)	32,090	9,003
Net (loss) income from discontinued operations, net of tax	(14,338)	14,338	-
Net (loss) income	(37,425)	46,428	9,003
Diluted net (loss) income per common share from continuing operations	(0.22)	0.31	0.09
Diluted net (loss) income per common share from discontinued operations	(0.14)	0.14	-
Diluted net (loss) income per common share	(0.36)	0.45	0.09

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

(b) Interest and other expense (income), net includes interest and other

# Adjusted Gross Profit, Adjusted Operating Income, Adjusted Net Income & Adjusted EPS (2019 Q1, cont.)



Detail of Adjustments:

	Q1 FY19
Warehouse/manufacturing consolidation and other costs	\$ 4,599
Plant closure related costs	2,263
Cost of sales	<u>6,862</u>
Gross profit	<u>6,862</u>
Long-lived asset impairment charge associated with plant closure	4,236
Litigation and related expenses	569
Operating expenses (a)	<u>4,805</u>
Productivity and transformation costs	10,333
Productivity and transformation costs	<u>10,333</u>
Chief Executive Officer Succession Plan expense, net	19,553
Chief Executive Officer Succession Plan expense, net	<u>19,553</u>
Accounting review and remediation costs	3,414
Accounting review and remediation costs	<u>3,414</u>
Operating (loss) income	<u>44,967</u>
Unrealized currency losses	590
Interest and other expense (income), net (b)	<u>590</u>
Income tax related adjustments	(13,467)
(Benefit) provision for income taxes	<u>(13,467)</u>
Net (loss) income from continuing operations	<u>\$ 32,090</u>

<sup>(a)</sup> Operating expenses include amortization of acquired intangibles, selling, general, and administrative expenses and long-lived asset impairment.

<sup>(b)</sup> Interest and other expense (income), net includes interest and other



# Adjusted Net Sales Growth



**THE HAIN CELESTIAL GROUP, INC.**  
**Adjusted Net Sales Growth**  
(unaudited and in thousands)

	<u>North America</u>	<u>International</u>	<u>Hain Consolidated</u>
<b>Q1 FY21</b>			
Net sales - Q1 FY21	\$ 280,668	\$ 217,959	\$ 498,627
Divestitures and discontinued brands	(3,379)	(908)	(4,287)
Impact of foreign currency exchange	363	(9,886)	(9,523)
Net sales on a constant currency basis adjusted for divestitures and discontinued brands - Q1 FY21	<u>\$ 277,652</u>	<u>\$ 207,165</u>	<u>\$ 484,817</u>
<b>Q1 FY20</b>			
Net sales Q1 FY20	\$ 271,701	\$ 210,375	\$ 482,076
Divestitures and discontinued brands	(19,709)	(1,612)	(21,321)
Net sales adjusted for divestitures and discontinued brands - Q1 FY20	<u>\$ 251,992</u>	<u>\$ 208,763</u>	<u>\$ 460,755</u>
Net sales growth	3.3%	3.6%	3.4%
Impact of foreign currency exchange	0.1%	(4.7)%	(2.0)%
Impact of divestitures and discontinued brands	6.6%	0.3%	3.8%
Net sales growth/(decline) on a constant currency basis adjusted for divestitures and discontinued brands	<u>10.1%</u>	<u>(0.8)%</u>	<u>5.2%</u>

# Adjusted EBITDA (2021 Q1)



## THE HAIN CELESTIAL GROUP, INC.

### Adjusted EBITDA

(unaudited and in thousands)

	First Quarter	
	2021	2020
Net income (loss)	\$ 485	\$ (107,021)
Net income (loss) from discontinued operations	11,266	(102,068)
Net loss from continuing operations	\$ (10,781)	\$ (4,953)
Provision (benefit) for income taxes	12,962	(531)
Interest expense, net	2,154	4,552
Depreciation and amortization	13,761	13,923
Equity in net loss of equity-method investees	19	317
Stock-based compensation, net	4,367	2,737
Long-lived asset impairment	32,497	-
Unrealized currency (gains) losses	(1,202)	1,684
Productivity and transformation costs	1,150	14,175
Proceeds from insurance claim	-	(2,562)
Gain on sale of businesses	(620)	-
Warehouse/manufacturing consolidation and other costs	390	1,879
Plant closure related costs	(6)	832
SKU rationalization and inventory write-down	204	(11)
Litigation and related expenses	-	48
Adjusted EBITDA	\$ 54,895	\$ 32,090

# Adjusted EBITDA by Segment (2021 Q1)



**THE HAIN CELESTIAL GROUP, INC.**  
**Adjusted EBITDA by Segment**  
(unaudited and in thousands)

	<u>North America</u>	<u>International</u>	<u>Corporate/Other</u>	<u>Hain Consolidated</u>
<b>Q1 FY21</b>				
Operating income (loss)	\$ 33,256	\$ (15,889)	\$ (14,087)	\$ 3,280
Depreciation and amortization	4,145	8,862	754	13,761
Long-lived asset impairment	(11)	32,508	-	32,497
Productivity and transformation costs	554	445	803	1,802
Loss (gain) on sale of businesses	189	(1,344)	535	(620)
Warehouse/manufacturing consolidation and other costs	200	190	-	390
Plant closure related costs	(57)	51	-	(6)
SKU rationalization and inventory write-down	204	-	-	204
Other	642	1,881	1,064	3,587
Adjusted EBITDA	<u>\$ 39,122</u>	<u>\$ 26,704</u>	<u>\$ (10,931)</u>	<u>\$ 54,895</u>

	<u>North America</u>	<u>International</u>	<u>Corporate/Other</u>	<u>Hain Consolidated</u>
<b>Q1 FY20</b>				
Operating income (loss)	\$ 15,132	\$ 9,107	\$ (21,784)	\$ 2,455
Depreciation and amortization	4,348	7,926	1,649	13,923
Productivity and transformation costs	2,168	1,272	10,735	14,175
Proceeds from insurance claim	-	-	(2,562)	(2,562)
Warehouse/manufacturing consolidation and other costs	1,879	-	-	1,879
Plant closure related costs	37	795	-	832
SKU rationalization and inventory write-down	(190)	179	-	(11)
Litigation and related expenses	-	-	48	48
Other	665	432	254	1,351
Adjusted EBITDA	<u>\$ 24,039</u>	<u>\$ 19,711</u>	<u>\$ (11,660)</u>	<u>\$ 32,090</u>

# Operating Free Cash Flow (2021 Q1)



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

	First Quarter	
	2021	2020
Net cash provided by (used in) operating activities from continuing operations	\$ 40,669	\$ (3,581)
Purchases of property, plant and equipment	(12,155)	(13,164)
Operating free cash flow from continuing operations <sup>(1)</sup>	<u>\$ 28,514</u>	<u>\$ (16,745)</u>

(1) The increase in operating free cash flow resulted primarily from an improvement in net income adjusted for non-cash charges in the current period and greater cash generation from our working capital accounts.

# Operating Free Cash Flow (2019 Q1)



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

	<u>First Quarter</u>
	<u>2019</u>
Net cash used in operating activities from continuing operations	\$ (19,570)
Purchases of property, plant and equipment	(22,261)
Operating free cash flow from continuing operations	<u>\$ (41,831)</u>

# Quarterly Adjusted Net Sales Growth



\$ in thousands	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	Q1 FY21
<b>Net sales as reported</b>	<b>\$ 518,478</b>	<b>\$ 533,566</b>	<b>\$ 547,257</b>	<b>\$ 505,305</b>	<b>\$ 482,076</b>	<b>\$ 506,784</b>	<b>\$ 553,297</b>	<b>\$ 511,746</b>	<b>\$ 498,627</b>
Divestitures and discontinued brands	(1,931)	(7,205)	(11,685)	(15,790)	-	(181)	(1,412)	(2,123)	(4,287)
SKU rationalization	(25,906)	(17,342)	(11,495)	(8,545)	(6,436)	(3,531)	(1,354)	(1,710)	-
Impact of foreign currency exchange	3,046	8,455	18,628	14,395	11,694	2,012	5,572	8,192	(9,523)
<b>Net sales on a constant currency basis adjusted for divestitures, discontinued brands and SKU rationalization</b>	<b>\$ 493,687</b>	<b>\$ 517,474</b>	<b>\$ 542,705</b>	<b>\$ 495,365</b>	<b>\$ 487,334</b>	<b>\$ 505,084</b>	<b>\$ 556,103</b>	<b>\$ 516,105</b>	<b>\$ 484,817</b>
<b>Net sales - prior year</b>	<b>\$ 547,090</b>	<b>\$ 567,770</b>	<b>\$ 582,563</b>	<b>\$ 568,247</b>	<b>\$ 518,478</b>	<b>\$ 533,566</b>	<b>\$ 547,257</b>	<b>\$ 505,305</b>	<b>\$ 482,076</b>
Divestitures and discontinued brands	(9,016)	(12,529)	(17,598)	(25,250)	(1,931)	(7,205)	(11,685)	(15,790)	(21,321)
SKU rationalization	(36,744)	(28,393)	(22,471)	(18,990)	(25,906)	(17,342)	(11,495)	(8,545)	-
Castle contract termination	(5,942)	(4,381)	(2,036)	-	-	-	-	-	-
Acquisitions	2,561	1,774	-	-	-	-	-	-	-
<b>Net sales adjusted for divestitures, discontinued brands, SKU rationalization and other</b>	<b>\$ 497,949</b>	<b>\$ 524,241</b>	<b>\$ 540,458</b>	<b>\$ 524,007</b>	<b>\$ 490,641</b>	<b>\$ 509,019</b>	<b>\$ 524,077</b>	<b>\$ 480,970</b>	<b>\$ 460,755</b>
<b>Net sales growth on a constant currency basis adjusted for divestitures, discontinued brands, SKU rationalization and other</b>	<b>-1%</b>	<b>-2%</b>	<b>0%</b>	<b>-5%</b>	<b>-1%</b>	<b>-1%</b>	<b>6%</b>	<b>7%</b>	<b>5%</b>

# Net Sales Growth Excluding Divestitures, Discontinued Brands and Fruit



\$ in thousands

<b>Q1 FY21</b>	<b>North America</b>	<b>International</b>	<b>Hain Consolidated</b>
<b>Net sales</b>	\$ 280,668	\$ 217,959	\$ 498,627
Impact of foreign currency exchange	363	(9,886)	(9,523)
Divestitures and discontinued brands	(3,379)	(908)	(4,287)
<b>Net sales on a constant currency basis excluding divestitures and discontinued brands</b>	\$ 277,652	\$ 207,165	\$ 484,817
Fruit impact	-	(36,925)	(36,925)
<b>Net sales on a constant currency basis excluding divestitures, discontinued brands and Fruit</b>	\$ 277,652	\$ 170,240	\$ 447,892
<b>Q1 FY20</b>			
<b>Net sales</b>	\$ 271,701	\$ 210,375	\$ 482,076
Divestitures and discontinued brands	(19,709)	(1,612)	(21,321)
<b>Net sales excluding divestitures and discontinued brands</b>	\$ 251,992	\$ 208,763	\$ 460,755
Fruit impact	-	(54,411)	(54,411)
<b>Net sales excluding divestitures, discontinued brands and Fruit</b>	\$ 251,992	\$ 154,352	\$ 406,344
<b>Net sales growth excluding Fruit</b>	3%	15%	8%
<b>Net sales growth in constant currency excluding divestitures, discontinued brands and Fruit</b>	10%	10%	10%
<b>Impact of divestitures and discontinued brands</b>	-7%	-1%	-5%
<b>Impact of foreign currency exchange</b>	0%	5%	2%

# Quarterly Adjusted Gross Profit Growth



\$ in thousands	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	Q1 FY21
<b>Net Sales</b>	\$ 518,478	\$ 533,566	\$ 547,257	\$ 505,305	\$ 482,076	\$ 506,784	\$ 553,297	\$ 511,746	\$ 498,627
<b>Gross profit</b>	\$ 88,908	\$ 101,351	\$ 113,208	\$ 95,030	\$ 97,831	\$ 105,607	\$ 132,395	\$ 129,937	\$ 119,164
SKU rationalization and inventory write-down	-	1,530	505	10,346	(11)	3,927	1,362	(1,103)	204
Warehouse/manufacturing consolidation and other costs	4,599	1,708	3,222	8,107	1,879	476	511	385	390
Plant closure related costs	2,263	1,056	426	1,138	933	1,626	-	3	579
<b>Adjusted gross profit</b>	\$ 95,770	\$ 105,645	\$ 117,361	\$ 114,622	\$ 100,632	\$ 111,636	\$ 134,268	\$ 129,222	\$ 120,337
<b>Gross margin</b>	17.1%	19.0%	20.7%	18.8%	20.3%	20.8%	23.9%	25.4%	23.9%
<b>Adjusted gross margin</b>	18.5%	19.8%	21.4%	22.7%	20.9%	22.0%	24.3%	25.3%	24.1%



# Quarterly Adjusted EBITDA Growth



\$ in thousands	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	Q1 FY21
Net (loss) income	(37,425)	(66,501)	(65,837)	(13,551)	(107,021)	(964)	24,339	3,239	485
Net (loss) income from discontinued operations	(14,338)	(34,714)	(74,620)	(6,215)	(102,068)	(2,816)	(697)	(460)	11,266
<b>Net (loss) income from continuing operations</b>	<b>\$ (23,087)</b>	<b>\$ (31,787)</b>	<b>\$ 8,783</b>	<b>\$ (7,336)</b>	<b>\$ (4,953)</b>	<b>\$ 1,852</b>	<b>\$ 25,036</b>	<b>\$ 3,699</b>	<b>\$ (10,781)</b>
(Benefit) provision for income taxes	(9,966)	5,097	2,943	(1,306)	(531)	1,020	(10,242)	15,958	12,962
Interest expense, net	3,804	4,884	5,278	5,484	4,552	4,000	3,332	2,467	2,154
Depreciation and amortization	12,860	12,205	12,483	13,350	13,923	13,219	12,927	12,019	13,761
Equity in net loss of equity-method investees	175	11	205	264	317	338	564	770	19
Stock-based compensation, net	(214)	1,776	3,927	3,982	2,737	3,083	3,761	3,497	4,367
Stock-based compensation expense in connection with Former Chief Executive Officer Succession Plan	312	117	-	-	-	-	-	-	-
Goodwill impairment	-	-	-	-	-	-	-	394	-
Long-lived asset and intangibles impairment	4,236	19,473	-	10,010	-	1,889	13,525	12,079	32,497
Unrealized currency losses (gains)	590	439	1,522	(3,401)	1,684	(485)	(1,011)	355	(1,202)
Productivity and transformation costs	10,333	9,872	9,259	10,494	14,175	12,260	10,967	10,194	1,150
Former Chief Executive Officer Succession Plan expense, net	19,241	10,031	455	-	-	-	-	-	-
Proceeds from insurance claim	-	-	-	(4,460)	(2,562)	-	(400)	-	-
Accounting review and remediation costs, net of insurance proceeds	3,414	920	-	-	-	-	-	-	-
(Gain) loss on sale of business	-	-	-	(534)	-	1,783	332	1,448	(620)
Warehouse/manufacturing consolidation and other costs	4,599	1,708	3,222	8,107	1,879	639	537	385	390
Plant closure related costs	1,828	1,490	184	1,232	832	1,522	-	3	(6)
SKU rationalization and inventory write-down	-	1,530	505	10,346	(11)	3,927	1,362	(1,103)	204
Litigation and related expenses	569	122	371	455	48	-	-	-	-
Realized currency loss on repayment of international loans	-	-	-	2,706	-	-	-	-	-
<b>Adjusted EBITDA</b>	<b>\$ 28,694</b>	<b>\$ 37,888</b>	<b>\$ 49,137</b>	<b>\$ 49,393</b>	<b>\$ 32,090</b>	<b>\$ 45,047</b>	<b>\$ 60,690</b>	<b>\$ 62,165</b>	<b>\$ 54,895</b>

# Adjusted EBITDA Growth Excluding Divestitures, Discontinued Brands and Fruit



\$ in thousands

<b>Q1 FY21</b>	<b>North America</b>	<b>International</b>	<b>Hain Consolidated</b>
<b>Adjusted EBITDA</b>	\$ 39,122	\$ 26,704	\$ 54,895
Impact of foreign currency exchange	61	(1,281)	(1,220)
Divestitures and discontinued brands	(1,533)	75	(1,458)
<b>Adjusted EBITDA on a constant currency basis excluding divestitures and discontinued brands</b>	\$ 37,650	\$ 25,498	\$ 52,217
Fruit impact	-	128	128
<b>Adjusted EBITDA on a constant currency basis excluding divestitures, discontinued brands and Fruit</b>	\$ 37,650	\$ 25,626	\$ 52,345
<b>Q1 FY20</b>			
<b>Adjusted EBITDA</b>	\$ 24,039	\$ 19,711	\$ 32,090
Divestitures and discontinued brands	(932)	464	(469)
<b>Adjusted EBITDA excluding divestitures, discontinued brands and Fruit</b>	\$ 23,107	\$ 20,175	\$ 31,621
Fruit impact	-	(766)	(766)
<b>Adjusted EBITDA excluding divestitures, discontinued brands and Fruit</b>	\$ 23,107	\$ 19,408	\$ 30,855
<b>Adjusted EBITDA growth excluding Fruit</b>	63%	42%	76%
<b>Adjusted EBITDA growth in constant currency excluding divestitures, discontinued brands and Fruit</b>	63%	32%	70%
<b>Impact of divestitures and discontinued brands</b>	0%	3%	2%
<b>Impact of foreign currency exchange</b>	0%	7%	4%