Hain Celestial First Quarter Fiscal Year 2027 Financial Results



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 expected savings capture, our expected margin profile, and our strategic initiatives and business strategy, including the pending sale of our International business and our resulting plans in the event the sale is completed.

Risks and uncertainties that may cause actual results to differ materially from forward-looking statements include: compliance with our credit agreement and our ability to refinance, retire and/or extend the maturity of our existing debt; our ability to execute our business strategy; our ability to complete the pending sale of our International business and manage the challenges and uncertainty facing our remaining business following the sale; challenges and uncertainty resulting from the impact of competition; changes to consumer preferences; our ability to manage our supply chain effectively; input cost inflation, including as a result of tariffs; reliance on independent contract manufacturers; disruption of operations at our manufacturing facilities; customer concentration; reliance on independent distributors; risks associated with operating internationally; risks associated with outsourcing arrangements; risks associated with geopolitical conflicts or events; 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; foreign currency exchange risk; general economic conditions; 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; cybersecurity incidents; disruptions to information technology systems; 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; climate impacts; liabilities, claims or regulatory change with respect to environmental matters; the potential cessation of our common stock's listing on The Nasdaq Stock Market LLC; 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 gross profit and its related margin; adjusted operating income and its related margin; adjusted net loss and its related margin; diluted net loss per common share, as adjusted; 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*: net sales excluding the impact of acquisitions, divestitures, discontinued brands, exited product categories and foreign exchange. 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. To adjust organic net sales for the impact of foreign exchange, current period net sales for entities reporting in currencies other than the U.S. dollar are translated into U.S. dollars at the average monthly exchange rates in effect during the corresponding period of the prior fiscal year, rather than at the actual average monthly exchange rate in effect during the current period of the current fiscal year.

- *Adjusted gross profit and its related margin*: gross profit, before plant closure related costs, net.

- *Adjusted operating income and its related margin*: operating loss before costs associated with acquisitions, divestitures and other transactions, productivity and transformation costs, certain litigation expenses, net, plant closure related costs, net.

- *Adjusted net loss and its related margin and diluted net loss per common share, as adjusted:* net loss, adjusted to exclude costs associated with acquisitions, divestitures and other transactions, productivity and transformation costs, certain litigation expenses, net, plant closure related costs, net, gain on sale of assets, gain on remeasurement of assets reclassified to held and used, unrealized currency (gains) losses, and the related tax effects of such adjustments.

- *Adjusted EBITDA and its related margin*: net loss before depreciation and amortization, equity in net loss of equity-method investees, net interest expense, income taxes, stock-based compensation, net, unrealized currency (gains) losses, certain litigation expenses, net, productivity and transformation costs, plant closure related costs, net, costs associated with acquisitions, divestitures and other transactions, gain on sale of assets and gain on remeasurement of assets reclassified to held and used.

- *Free cash flow*: net cash used in 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, discontinued brands, and exited product categories and 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.

We discuss the Company's net secured leverage ratio as calculated under our credit agreement as a measure of our financial condition, liquidity and compliance with our credit agreement. For a description of the material terms of our credit agreement and risks of non-compliance with our credit agreement, see "Liquidity and Capital Resources" under "Management's Discussion and Analysis of Financial Condition and Results of Operations" and "Risk Factors" in our most recent Annual Report on Form 10-K and our subsequent Quarterly Reports on Form 10-Q filed with the U.S. Securities and Exchange Commission.

Alison Lewis

President and CEO



Strategic Review Update

- Continuing to pursue a path forward for completing the previously announced sale of International business.
  - Final required regulatory approvals received in early November.
- Remain in discussions with lenders regarding our capital structure; evaluating and pursuing all available paths to manage financial position.
- Implemented actions delivering ~$8 million of targeted $16 million of annual run-rate SG&A cost improvement.



Q1 FY2027 Results

- **Strategic actions to simplify portfolio delivering desired outcomes,** with gross margin expansion resulting from sale of North America Snacks business.
- Core brands demonstrated encouraging signs, including:
  - **Greek Gods**, which grew and gained market share.
  - **Ella's, which returned to growth in International,** with net sales up high single-digit percent year over year.
- **In e-commerce**, delivered **30%+** growth with largest pure-play customer in North America across tea and priority Earth's Best Baby & Kids platforms.
- **Innovation renewal rate** improved for ninth consecutive quarter in International.





Q2 FY2027 Priorities



- **Address upcoming** debt maturity.
- **Progress toward** closing of International sale.
- **Advance cost improvement** initiatives to align cost structure with scale of the North American business.
- **Improve execution** behind our core brands.

Lee Boyce

Chief Financial Officer



Cost Discipline

North America Portfolio

- Took actions that achieved ~$8 million of targeted $16 million of annual SG&A run-rate cost improvement.
  - Incurred one-time implementation costs of ~$1.5 million.
- On track for vast majority of expected savings capture to be completed by end of FY 2027.

North America Snacks Business

- Completed actions to remove entirety of stranded overhead costs, ahead of initial timeline.

Actions expected to support pro forma gross margin of ~30%+ and low-double-digits % adjusted EBITDA margin for go-forward North America business

Performance Summary

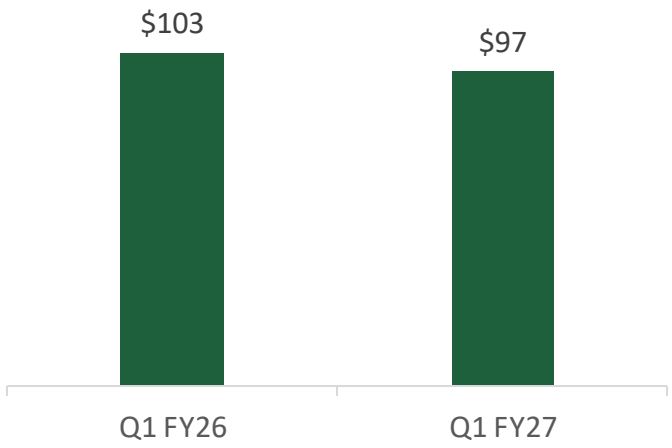
$'s in millions (except per share data)	Q1 FY27	Q1 FY27 vs. LY
Net Sales	$260	-29%
Organic Net Sales	$247	-7%
Adjusted Gross Margin	22.8%	+320 bps
Adjusted EBITDA	$18	-11%
Adjusted EBITDA Margin	6.8%	+140 bps
Adjusted Net Loss	-$7	NM
Adjusted EPS	-$0.07	NM

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

Q1 FY27 Segment Results – North America

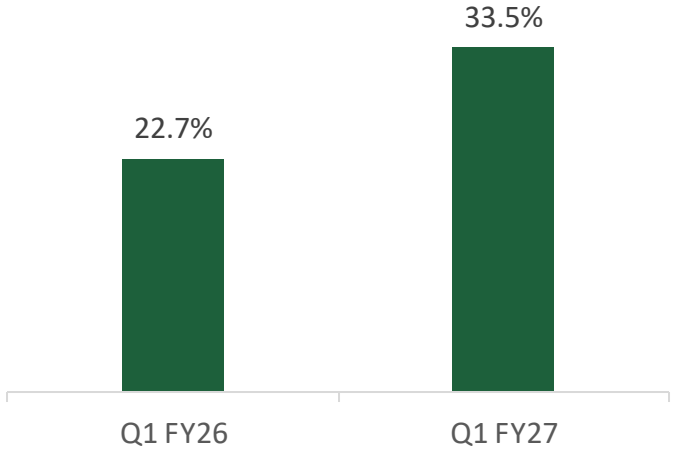
-6%

Organic Net Sales ($'s millions)



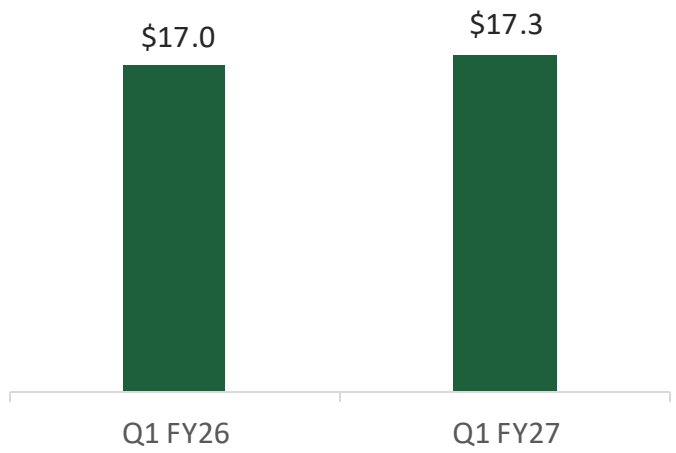
+1,080 bps

Adjusted Gross Margin



+1.8%

Adjusted EBITDA ($'s millions)

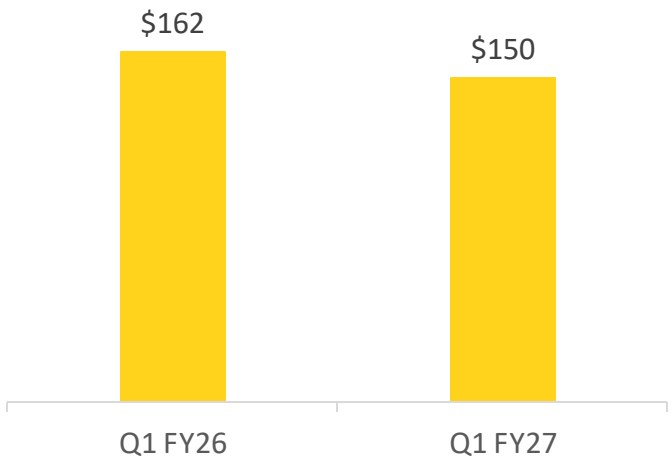


See Appendix for reconciliation between non-GAAP and comparable GAAP financial measures.

Q1 FY27 Segment Results – International

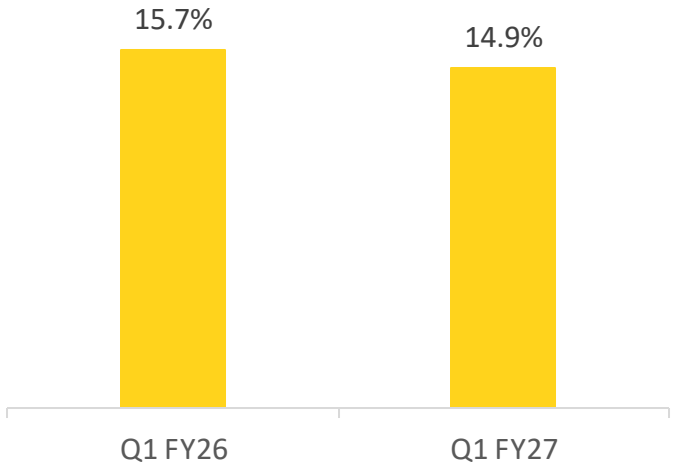
-7%

Organic Net Sales ($'s millions)



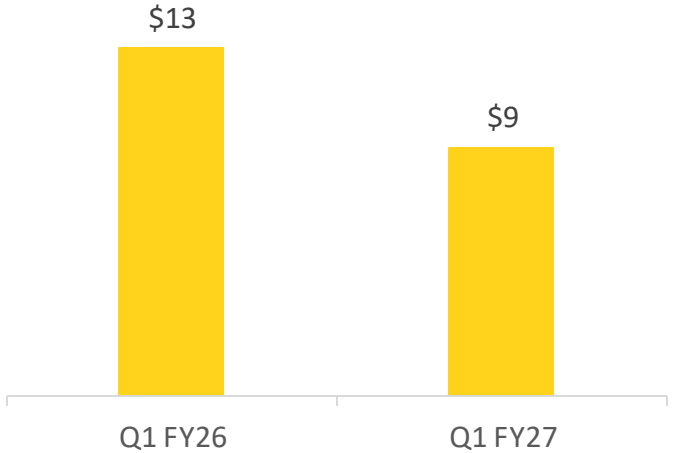
-80 bps

Adjusted Gross Margin



-29%

Adjusted EBITDA ($'s millions)



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

Category Performance

Organic Net Sales	Q1 FY27 $'s in millions	Q1 FY27 vs. LY
Baby & Kids	$48	-1%
Beverages	$59	-1%
Meal Prep	$134	-10%
Snacks	$6	-16%

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

Financial Focus

- Manage our capital structure and our debt.
- Work to complete the sale of International business.
- Advance realignment of cost structure with the scale of the North American business.



Appendix

Net Sales, Gross Profit, Adjusted Gross Profit & Adjusted EBITDA by Segment (Q1 FY27 and Q1 FY26)

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 - Q1 FY27	$ 110,815	$ 149,459	$ -	$ 260,274
Net sales - Q1 FY26	$ 203,920	$ 163,963	$ -	$ 367,883
% change - FY27 net sales vs. FY26 net sales	(45.7)%	(8.8)%		(29.3)%
Gross Profit				
Q1 FY27				
Gross profit	$ 34,459	$ 22,201	$ -	$ 56,660
Non-GAAP adjustments[1]	2,626	-	-	2,626
Adjusted gross profit	$ 37,085	$ 22,201	$ -	$ 59,286
% change - FY27 gross profit vs. FY26 gross profit	(18.8)%	(13.5)%		(16.8)%
% change - FY27 adjusted gross profit vs. FY26 adjusted gross profit	(19.7)%	(13.5)%		(17.5)%
Gross margin	31.1%	14.9%		21.8%
Adjusted gross margin	33.5%	14.9%		22.8%
Q1 FY26				
Gross profit	$ 42,414	$ 25,664	$ -	$ 68,078
Non-GAAP adjustments[1]	3,789	-	-	3,789
Adjusted gross profit	$ 46,203	$ 25,664	$ -	$ 71,867
Gross margin	20.8%	15.7%		18.5%
Adjusted gross margin	22.7%	15.7%		19.5%
Adjusted EBITDA				
Q1 FY27				
Adjusted EBITDA	$ 17,314	$ 8,959	$ (8,691)	$ 17,582
% change - FY27 Adjusted EBITDA vs. FY26 Adjusted EBITDA	1.8%	(28.6)%	11.6%	(10.9)%
Adjusted EBITDA margin	15.6%	6.0%		6.8%
Q1 FY26				
Adjusted EBITDA	$ 17,009	$ 12,555	$ (9,832)	$ 19,732
Adjusted EBITDA margin	8.3%	7.7%		5.4%

[1] *See accompanying table "Adjusted Gross Profit, Adjusted Operating Income, Adjusted Net Loss and Adjusted Net Loss per Diluted Share"*

Adjusted Gross Profit, Adjusted Operating Income, Adjusted Net Loss and Adjusted Net Loss per Diluted Share (Q1 FY27 and Q1 FY26)

THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES
Adjusted Gross Profit, Adjusted Operating Income, Adjusted Net Loss and Adjusted Net Loss per Diluted Share
(unaudited and in thousands, except per share amounts)

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

	First Quarter	
	2027	2026
Gross profit, GAAP	$ 56,660	$ 68,078
Adjustments to Cost of sales:		
Plant closure related costs, net	2,626	3,789
Gross profit, as adjusted	$ 59,286	$ 71,867

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

	First Quarter	
	2027	2026
Operating loss, GAAP	$ (14,976)	$ (6,865)
Adjustments to Cost of sales:		
Plant closure related costs, net	2,626	3,789
Adjustments to Operating expenses [(a)] *:*		
Transaction and integration costs, net	8,419	2,173
Productivity and transformation costs	4,666	8,219
Certain litigation expenses, net[(b)]	2,014	827
Plant closure related costs, net	270	47
Operating income, as adjusted	$ 3,019	$ 8,190

[(a)] Operating expenses include selling, general and administrative expenses, amortization of acquired intangible assets and productivity and transformation costs.

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

Adjusted Gross Profit, Adjusted Operating Income, Adjusted Net Loss and Adjusted Net Loss per Diluted Share (Q1 FY27 and Q1 FY26) cont.

THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES
Adjusted Gross Profit, Adjusted Operating Income, Adjusted Net Loss and Adjusted Net Loss per Diluted Share
(unaudited and in thousands, except per share amounts)

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

	First Quarter	
	2027	2026
Net loss, GAAP	$ (11,303)	$ (20,625)
Adjustments to Cost of sales:		
Plant closure related costs, net	2,626	3,789
Adjustments to Operating expenses [a]:		
Transaction and integration costs, net	8,419	2,173
Productivity and transformation costs	4,666	8,219
Certain litigation expenses, net[b]	2,014	827
Plant closure related costs, net	270	47
Adjustments to Interest and other income, net [c]:		
Gain on sale of assets	-	(886)
Gain on remeasurement of assets reclassified to held and used	(14,769)	-
Unrealized currency (gains) losses	(267)	265
Adjustments to Provision (benefit) for income taxes:		
Net tax impact of non-GAAP adjustments	1,716	(1,051)
Net loss, as adjusted	$ (6,628)	$ (7,242)
Net loss margin	(4.3)%	(5.6)%
Adjusted net loss margin	(2.5)%	(2.0)%
Diluted shares used in the calculation of net loss per common share:	91,002	90,309
Diluted shares used in the calculation of adjusted net loss per common share:	91,002	90,309
Diluted net loss per common share, GAAP	$ (0.12)	$ (0.23)
Diluted net loss per common share, as adjusted	$ (0.07)	$ (0.08)

[a] Operating expenses include selling, general and administrative expenses, amortization of acquired intangible assets and productivity and transformation costs.

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

[c] Interest and other income, net includes interest and other financing expenses, net, gain on sale of assets, gain on remeasurement of assets reclassified to held and used, unrealized currency (gains) losses, and other income, net.

Organic Net Sales by Segment (Q1 FY27 and Q1 FY26)

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

Q1 FY27	North America	International	Hain Consolidated
Net sales	$ 110,815	$ 149,459	$ 260,274
Less: Impact of divestitures, discontinued brands and exited product categories	13,832	511	14,343
Less: Impact of foreign currency exchange	(66)	(999)	(1,065)
Organic net sales	$ 97,049	$ 149,947	$ 246,996
Q1 FY26			
Net sales	$ 203,920	$ 163,963	$ 367,883
Less: Impact of divestitures, discontinued brands and exited product categories	101,026	2,103	103,129
Organic net sales	$ 102,894	$ 161,860	$ 264,754
Net sales decline	(45.7)%	(8.8)%	(29.3)%
Less: Impact of divestitures, discontinued brands and exited product categories	(40.0)%	(0.8)%	(22.3)%
Less: Impact of foreign currency exchange	(0.0)%	(0.6)%	(0.3)%
Organic net sales decline	(5.7)%	(7.4)%	(6.7)%

Organic Net Sales by Category (Q1 FY27 and Q1 FY26)

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

Q1 FY27	Baby & Kids	Beverages	Meal Prep	Snacks	Personal Care	Hain Consolidated
Net sales	$ 52,552	$ 58,147	$ 134,139	$ 6,702	$ 8,734	$ 260,274
Less: Impact of divestitures, discontinued brands and exited product categories	4,561	-	745	303	8,734	14,343
Less: Impact of foreign currency exchange	(115)	(541)	(387)	(22)	-	(1,065)
Organic net sales	$ 48,106	$ 58,688	$ 133,781	$ 6,421	$ -	$ 246,996
Q1 FY26						
Net sales	$ 55,792	$ 59,574	$ 159,622	$ 80,015	$ 12,880	$ 367,883
Less: Impact of divestitures, discontinued brands and exited product categories	7,398	23	10,484	72,344	12,880	103,129
Organic net sales	$ 48,394	$ 59,551	$ 149,138	$ 7,671	$ -	$ 264,754
Net sales decline	(5.8)%	(2.4)%	(16.0)%	(91.6)%	(32.2)%	(29.3)%
Less: Impact of divestitures, discontinued brands and exited product categories	(5.0)%	(0.1)%	(5.5)%	(75.3)%	n/a	(22.3)%
Less: Impact of foreign currency exchange	(0.2)%	(0.9)%	(0.2)%	(0.0)%	n/a	(0.3)%
Organic net sales decline	(0.6)%	(1.4)%	(10.3)%	(16.3)%	n/a	(6.7)%

Adjusted EBITDA (Q1 FY27 and Q1 FY26)

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

	First Quarter	
	2027	2026
Net loss	$ (11,303)	$ (20,625)
Depreciation and amortization	13,296	15,411
Equity in net loss of equity-method investees	24	173
Interest expense, net	10,856	13,142
Provision (benefit) for income taxes	877	(1,256)
Stock-based compensation, net	873	2,003
Unrealized currency (gains) losses	(267)	265
Certain litigation expenses, net[(a)]	2,014	827
Restructuring activities		
Productivity and transformation costs	4,666	8,219
Plant closure related costs, net	2,896	286
Acquisitions, divestitures and other		
Transaction and integration costs, net	8,419	2,173
Gain on sale of assets	-	(886)
Gain on remeasurement of assets reclassified to held and used	(14,769)	-
Adjusted EBITDA	$ 17,582	$ 19,732

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

Net Debt (Q4 FY26 – Q1 FY27)

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

	September 30, 2026	June 30, 2026
Debt		
Current portion of long-term debt	$ 585,934	$ 557,552
Long-term debt, less current portion	271	292
Total debt	586,205	557,844
Less: Cash and cash equivalents	63,015	58,078
Net debt	$ 523,190	$ 499,766

Free Cash Flow (Q1 FY27 and Q1 FY26)

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

	First Quarter	
	2027	**2026**
Net cash used in operating activities	$ (18,917)	$ (8,480)
Purchases of property, plant and equipment	(3,918)	(5,227)
Free cash flow	$ (22,835)	$ (13,707)

Thank You

