



Fourth Quarter Fiscal Year 2020 Earnings Call

August 25, 2020

Safe Harbor Statement



Safe Harbor Statement

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.

Heartfelt Thank You to Those on the Front Lines



Our deepest condolences and prayers go out to those affected by the coronavirus, and a gratitude of the utmost sincerity to those who are working on the front lines.

Our Employees

The Healthcare Community

Essential Workers

Our Retail and Supply Chain Partners

Our Customers

Those Working to Keep Us Safe

We Thank You

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



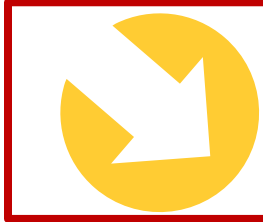











REINVIGORATE

profitable topline
growth

Fiscal 2020 performance exceeded guidance in 2H

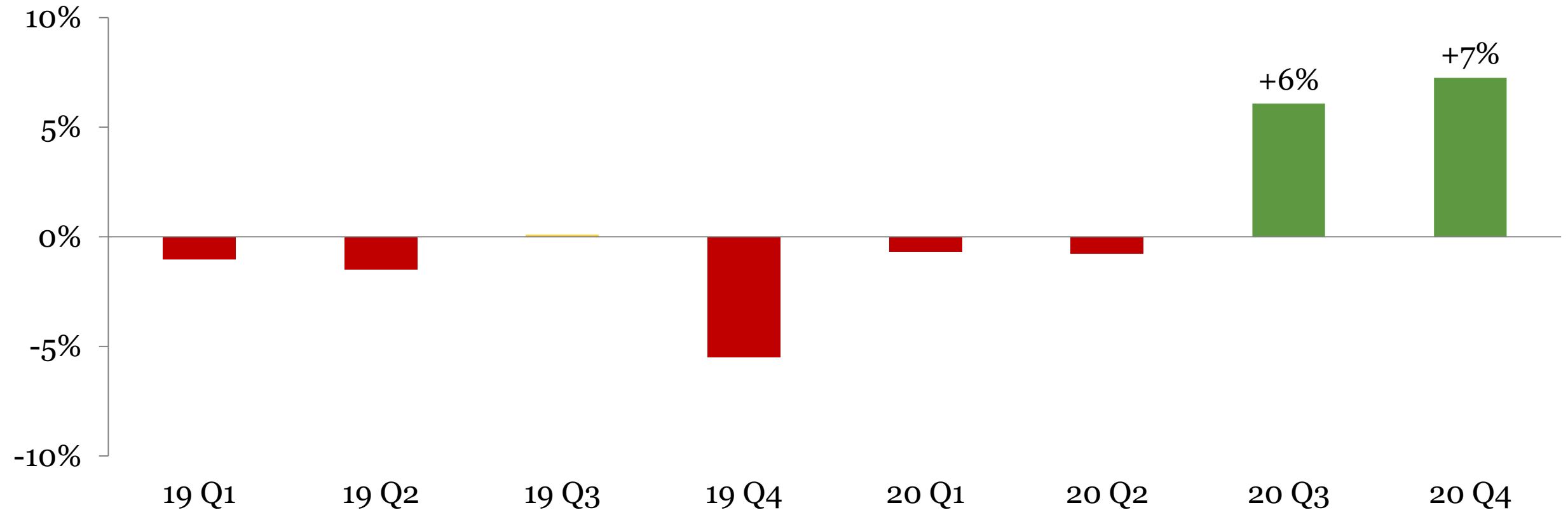


	1H20 (Guidance)	1H20 (Actual)	2H20 (Guidance)	2H20 (Actual)
Top Line Growth				
Adjusted Gross Margin				
Adjusted EBITDA Margin				

Consolidated Net Sales Returned to Growth in 2H Fiscal 2020



Quarterly Net Sales Growth*

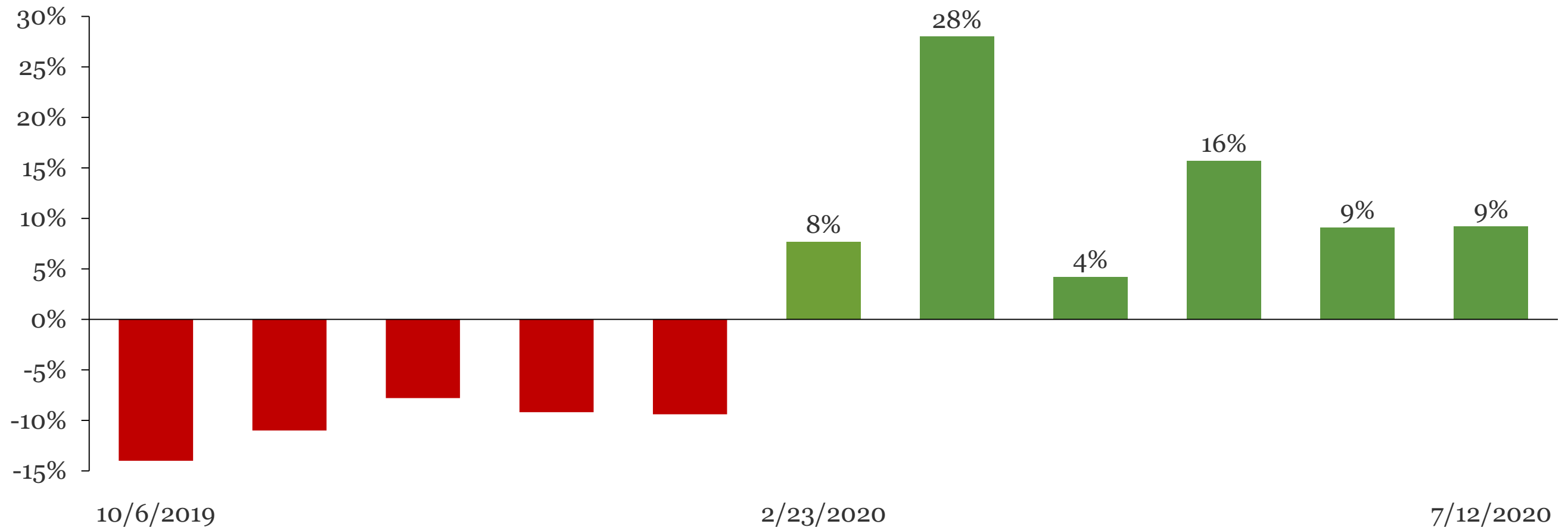


*Net sales growth in constant currency vs. year ago, Adjusted for Divestitures and SKU Rationalization. See appendix for reconciliation between adjusted and GAAP figures

Hain U.S. Consumption Growing Consistently Since February



4-Week Consumption Growth*

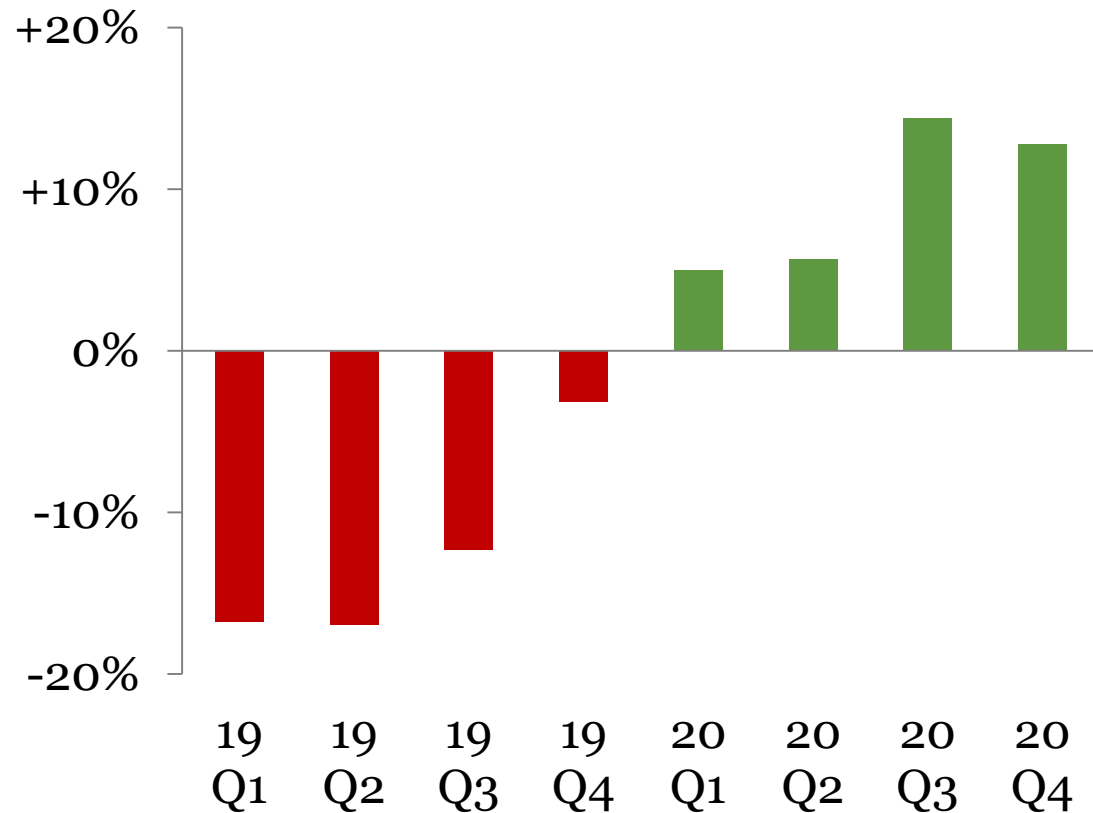


*US Consumption, measured and unmeasured channels, includes ~3% reduction in growth from SKU Rationalization; Sources: HAIN Retail Landscape: IRI, SPINS, Nielsen, Retailer Portals

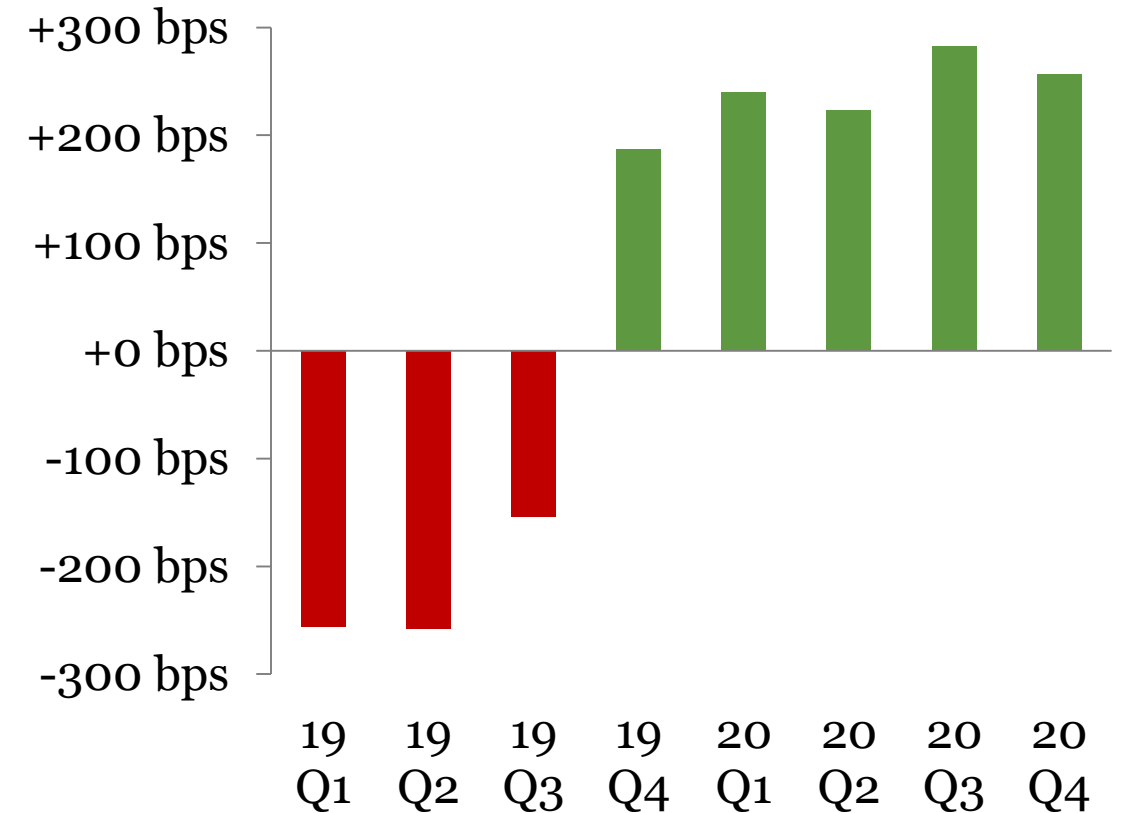
Consolidated Gross Margin consistently improving



Adjusted Gross Profit \$ Growth



Adjusted Gross Margin (bps) Growth

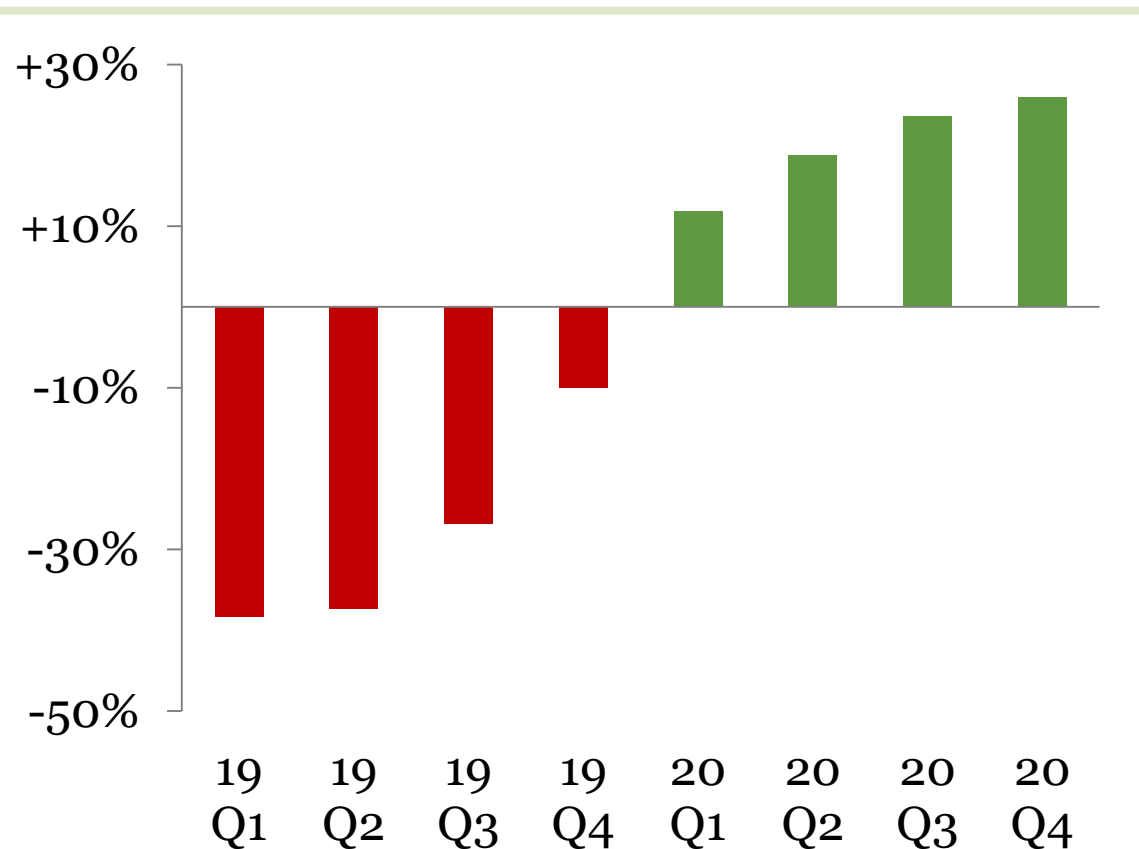


Note: Growth vs. Year ago. See appendix for reconciliation between adjusted and GAAP figures

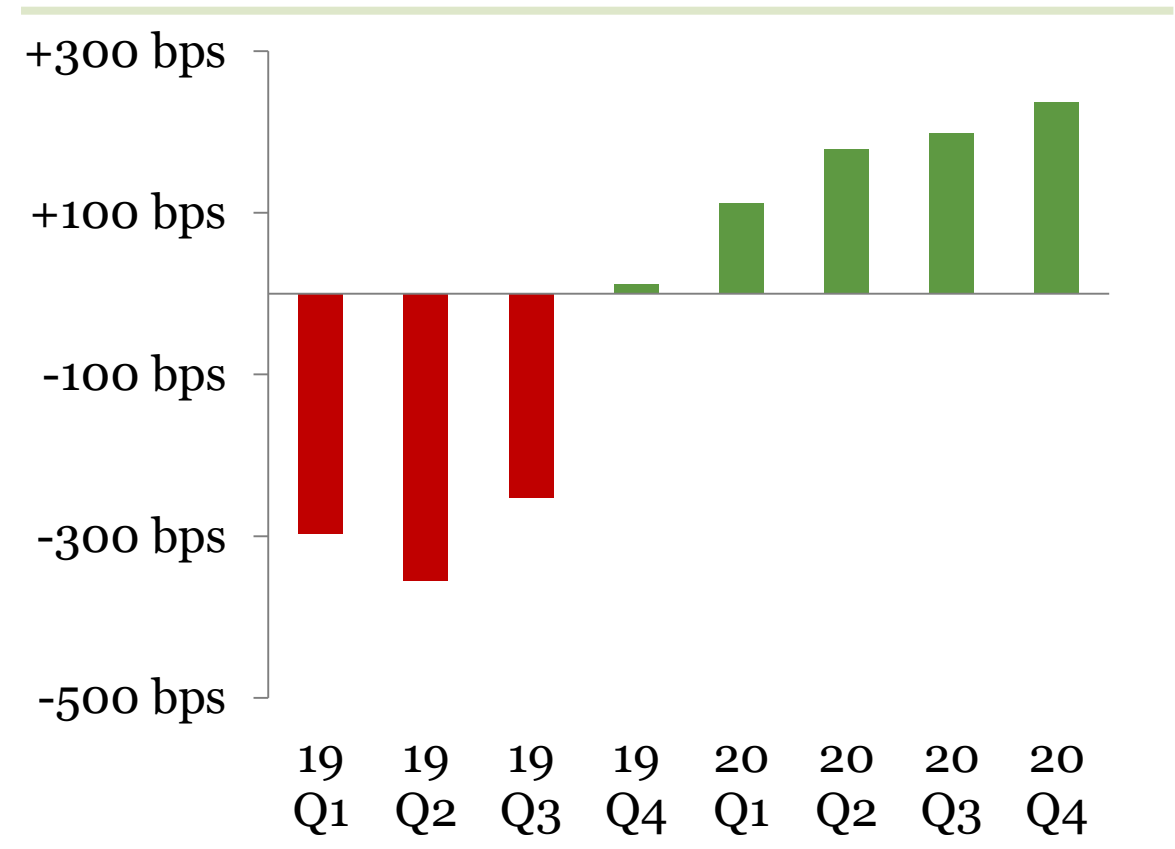
Consolidated EBITDA consistently improving



Adjusted EBITDA \$ Growth



Adjusted EBITDA Margin (bps) Growth



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

Fiscal 2020 Performance Exceeded Guidance and 2019 Performance



	FY '19 Reported	Initial FY '20 Guidance (As Reported)	Updated FY '20 Guidance (As Reported)	FY '20 Reported
Adjusted EBITDA (\$MM)	\$165	\$168 - \$192	\$190 - \$200	\$200
Adjusted EPS	\$0.60	\$0.59 - \$0.72	\$0.75 - \$0.82	\$0.84

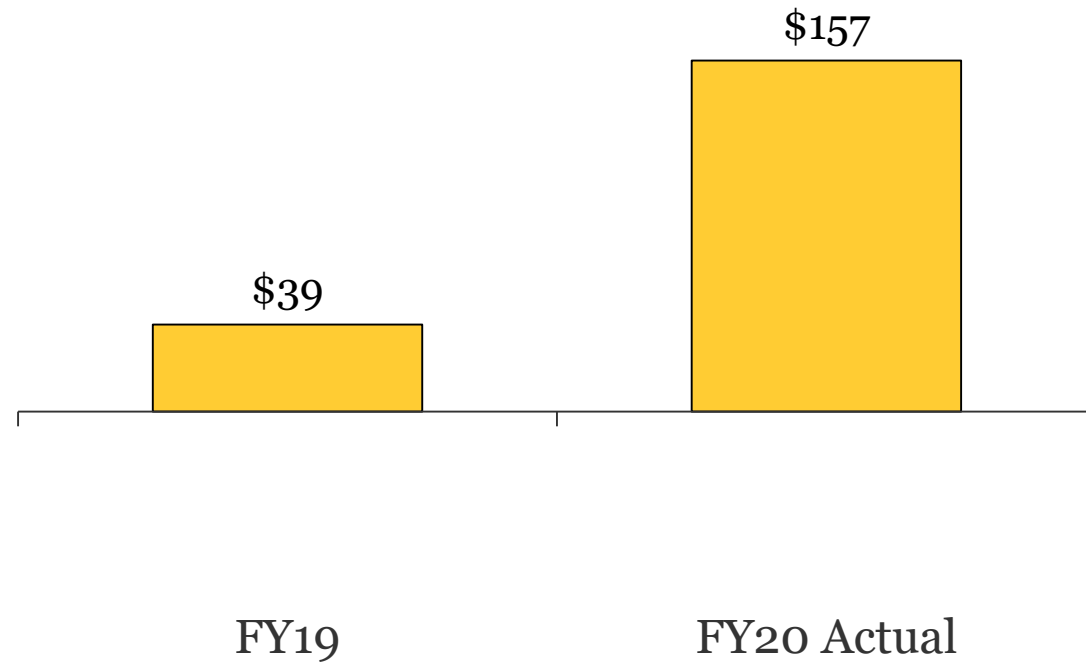
Note: See appendix for reconciliation of Adjusted EBITDA to Net Income and Adjusted EPS to Earnings Per Diluted Share for fiscal 2020.

Significant Cash Flow Growth



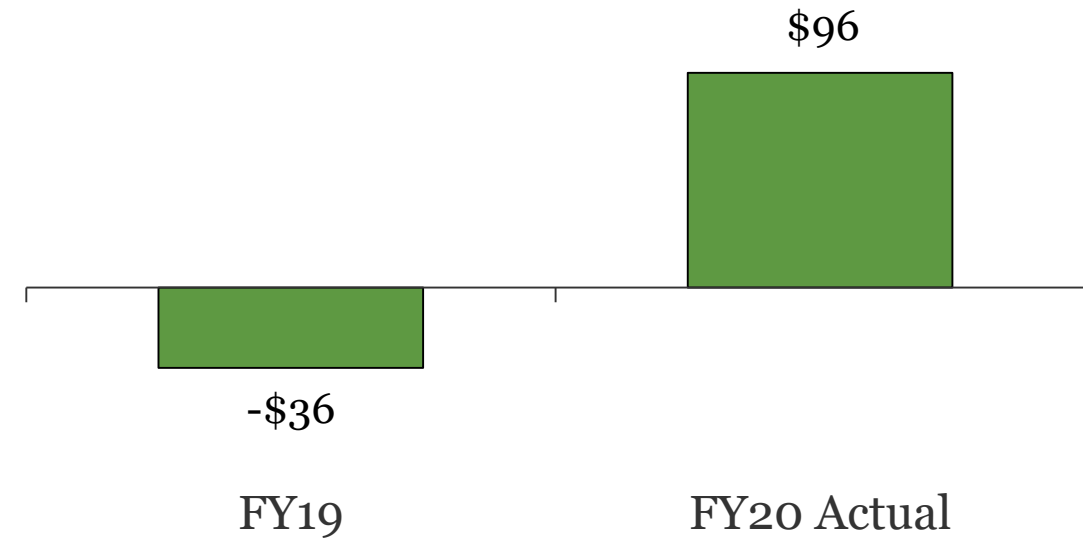
Operating Cash Flow

\$MM



Free Cash Flow

\$MM



Hain Investor Day 3-Year Path and Current Status



	FY 2020 Guidance	FY 2020 Performance	FY 2021 Investor Day Algorithm	FY 2021 H1 Direction
Top Line Growth				
EBITDA Margin				
EBITDA Growth				



APPENDIX

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



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

	Three Months Ended June 30,					
	2020 GAAP	Adjustments	2020 Adjusted	2019 GAAP	Adjustments	2019 Adjusted
Net sales	\$ 511,746	-	511,746	\$ 505,305	-	\$ 505,305
Cost of sales	381,809	715	382,524	410,275	(19,591)	390,684
Gross profit	129,937	(715)	129,222	95,030	19,591	114,622
Operating expenses (a)	93,442	(12,079)	81,363	91,637	(11,459)	80,179
Productivity and transformation costs	10,840	(10,840)	-	10,494	(10,494)	-
Proceeds from insurance claims	-	-	-	(4,460)	4,460	-
Goodwill impairment	394	(394)	-	-	-	-
Operating income (loss)	25,261	22,597	47,858	(2,641)	37,084	34,443
Interest and other expense (income), net (b)	4,834	(1,803)	3,031	5,737	882	6,619
Provision (benefit) provision for income taxes	15,958	(4,243)	11,715	(1,306)	8,962	7,656
Net income (loss) from continuing operations	3,699	28,644	32,343	(7,336)	27,240	19,904
Net (loss) income from discontinued operations, net of tax	(460)	460	-	(6,215)	6,215	-
Net income (loss)	3,239	29,104	32,343	(13,551)	33,455	19,904
Diluted net income (loss) per common share from continuing operations	0.04	0.28	0.32	(0.07)	0.26	0.19
Diluted net (loss) income per common share from discontinued operations	(0.00)	0.00	-	(0.06)	0.06	-
Diluted net income (loss) per common share	0.04	0.28	0.32	(0.13)	0.32	0.19

^(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.

Reconciliation of GAAP Results to Non-GAAP Measures (2020 Q4, cont.)



Detail of Adjustments:

	Three Months Ended June 30, 2020	Three Months Ended June 30, 2019
Warehouse/manufacturing facility start-up costs	\$ 385	\$ 8,107
Plant closure related costs	3	1,138
SKU rationalization and inventory write-down	(1,103)	10,346
Cost of sales	<u>(715)</u>	<u>19,591</u>
Gross profit	<u>(715)</u>	<u>19,591</u>
Long-lived asset impairment	12,079	10,010
Stock-based compensation acceleration	-	875
Litigation and related expenses	-	455
Plant closure related costs	-	119
Operating expenses (a)	<u>12,079</u>	<u>11,459</u>
Productivity and transformation costs	10,840	10,494
Productivity and transformation costs	<u>10,840</u>	<u>10,494</u>
Proceeds from insurance claims	-	(4,460)
Proceeds from insurance claims	<u>-</u>	<u>(4,460)</u>
Goodwill impairment	394	-
Goodwill impairment	<u>394</u>	<u>-</u>
Operating income (loss)	<u>22,597</u>	<u>37,084</u>
Loss (gain) on sale of business	1,448	(534)
Unrealized currency losses (gains)	355	(3,401)
Realized currency loss on repayment of international loans	-	2,706
Deferred financing cost write-off	-	347
Interest and other expense (income), net (b)	<u>1,803</u>	<u>(882)</u>
Income tax related adjustments	4,243	(8,962)
Provision (benefit) provision for income taxes	<u>4,243</u>	<u>(8,962)</u>
Net income (loss) from continuing operations	<u>\$ 28,644</u>	<u>\$ 27,240</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.

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	<u>9,988</u>	<u>34,900</u>
Gross profit	<u>9,988</u>	<u>34,900</u>
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)	<u>27,730</u>	<u>37,316</u>
Productivity and transformation costs	48,789	40,107
Productivity and transformation costs	<u>48,789</u>	<u>40,107</u>
Former Chief Executive Officer Succession Plan expense, net	-	30,156
Former Chief Executive Officer Succession Plan expense, net	-	30,156
Proceeds from insurance claim	(2,962)	(4,460)
Proceeds from insurance claim	<u>(2,962)</u>	<u>(4,460)</u>
Accounting review and remediation costs, net of insurance proceeds	-	4,334
Accounting review and remediation costs, net of insurance proceeds	-	4,334
Goodwill impairment	394	-
Goodwill impairment	<u>394</u>	<u>-</u>
Operating income (loss)	<u>83,938</u>	<u>142,353</u>
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)	<u>5,082</u>	<u>1,669</u>
Income tax related adjustments	(27,575)	(28,499)
Provision (benefit) for income taxes	<u>(27,575)</u>	<u>(28,499)</u>
Net income (loss) from continuing operations	<u>\$ 61,445</u>	<u>\$ 115,523</u>

^(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)



Cash flow provided by operating activities from continuing operations
Purchases of property, plant and equipment
Operating Free Cash Flow from continuing operations

	<u>Three Months Ended June 30,</u>		<u>Twelve Months Ended June 30,</u>	
	<u>2020</u>	<u>2019</u>	<u>2020</u>	<u>2019</u>
	(unaudited and in thousands)			
	\$ 92,822	\$ 21,001	\$ 156,914	\$ 39,333
	(13,932)	(20,719)	(60,893)	(75,792)
	<u>\$ 78,890</u>	<u>\$ 282</u>	<u>\$ 96,021</u>	<u>\$ (36,459)</u>

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	<u>\$ 526,895</u>	<u>\$ 550,295</u>	<u>\$ 565,331</u>	<u>\$ 549,904</u>	<u>\$ 497,077</u>	<u>\$ 512,731</u>	<u>\$ 526,843</u>	<u>\$ 484,803</u>
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