



Second Quarter Fiscal Year 2023 Financial Results

February 7, 2023

Forward-Looking Statements and Non-GAAP Financial Measures



Forward-Looking Statements

This presentation contains forward-looking statements within the meaning of 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; foreign exchange and inflation rates; our strategic initiatives; our business strategy; our supply chain, including the availability and pricing of raw materials; our brand portfolio; pricing actions and product performance; current or future macroeconomic trends; and future corporate acquisitions or dispositions.

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; foreign currency exchange risk; risks arising from the Russia-Ukraine war; disruption of operations at our manufacturing facilities; reliance on independent contract manufacturers; changes to consumer preferences; customer concentration; reliance on independent distributors; the availability of natural and organic ingredients; risks associated with operating internationally; pending and future litigation, including litigation related to Earth’s Best® baby food products; risks associated with outsourcing arrangements; our ability to execute our cost reduction initiatives and related strategic initiatives; 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; the reputation of our Company and our brands; our ability to use and protect trademarks; general economic conditions; the United Kingdom’s exit from the European Union; cybersecurity incidents; disruptions to information technology systems; the impact of climate change; liabilities, claims or regulatory change with respect to environmental matters; potential liability if our products cause illness or physical harm; the highly regulated environment in which we operate; compliance with data privacy laws; compliance with our credit agreement; the discontinuation of LIBOR; challenges and uncertainty resulting from the COVID-19 pandemic; our ability to issue preferred stock; the adequacy of our insurance coverage; impairments in the carrying value of goodwill or other intangible assets; 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, 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, net sales adjusted for the impact of foreign exchange, acquisitions, divestitures and discontinued brands, adjusted EBITDA and its related margin, adjusted EBITDA on a constant currency basis and its related margin and operating free cash flows. The reconciliations of historic non-GAAP financial measures to the comparable GAAP financial measures are provided in the tables below. 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 the Company’s Consolidated Statements of Operations and Cash Flows presented in accordance with GAAP.

Early Observations



Great People

Brand Potential

Global Reach



Global Brand Potential





Q2

- Achieved net sales guidance, excluding one-time retailer inventory destocking, and ahead of guidance on both adjusted gross margin and adjusted EBITDA on a constant currency basis
- North America margin and profit improvement led by pricing and productivity
- International sequential improvement: continued stabilization in UK and plant-based European business

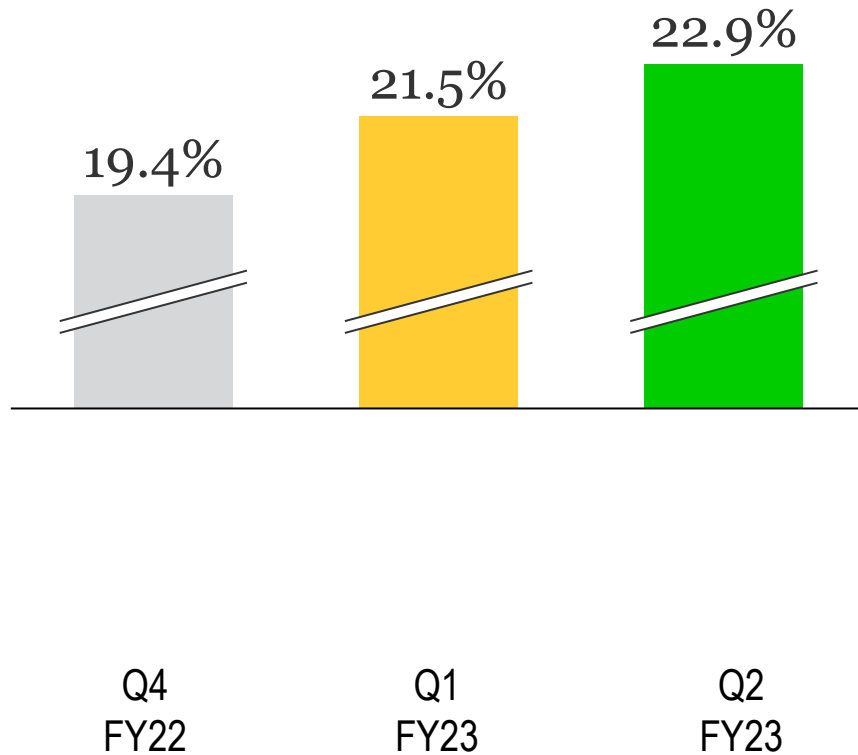
Full Year

- While there continues to be some volatility and uncertainty in the macro environment, we are reaffirming our constant currency guidance for adjusted net sales and adjusted EBITDA

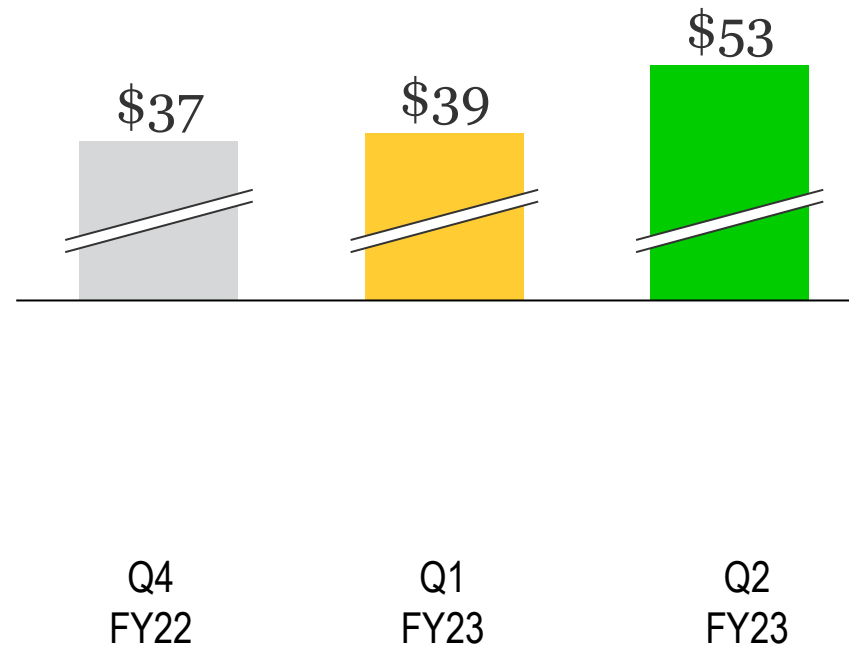
Q2 Sequential Improvement Continues



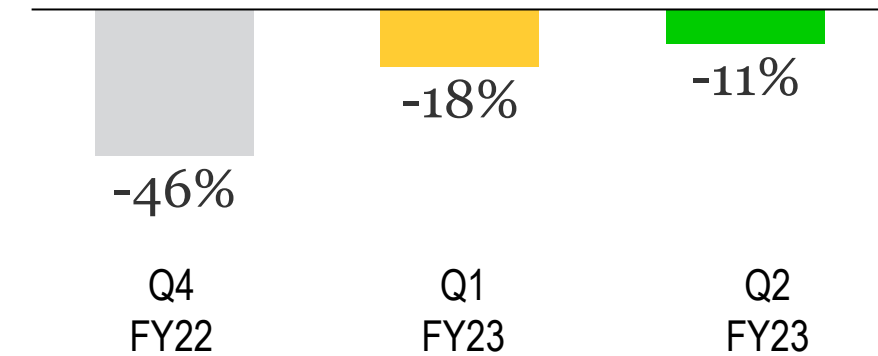
Adj. Gross Margin



Adj. EBITDA at constant currency \$ USD in Millions



Adj. EBITDA % Change vs PY at constant currency



Note(s): Adjusted Gross Margin, Adjusted EBITDA and Adjusted EBITDA at constant currency are non-GAAP financial measures. See Appendix for reconciliation between non-GAAP and comparable GAAP financial measures.

Adjusted EBITDA on a constant currency basis: Current period adjusted EBITDA for entities reporting in currencies other than USD are translated into USD 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.

Q2 Net Sales Growth in Constant Currency - Strong North America Performance Offset by International



Net Sales	Q1 2023 (vs Q1 2022)	Q2 2023 (vs Q2 2022)
Total Hain	-3%	-5%
North America* <i>at constant currency</i>	+9%	+3%
International* <i>at constant currency</i>	-7%	-3%
FX	-6%	-5%

Note(s): *Adjusted for the impact of foreign currency changes
See Appendix for reconciliation between non-GAAP and comparable GAAP financial measures.

North America Performance



Q2 Value vs PY Consumption Highlights:

- US Snacks +5%
- US Sensible Portions +DD
- US Earth's Best +15%
- US Greek God's Yogurt +19%

North America	Q1 2023	Q2 2023
Adjusted Net Sales Growth (vs prior year period)	+3%	-2%
Adjusted Gross Margin	22.7%	25.2%
Adjusted EBITDA at Constant Currency Growth (vs prior year period)	+28%	+16%



Note(s): See Appendix for reconciliation between non-GAAP and comparable GAAP financial measures.

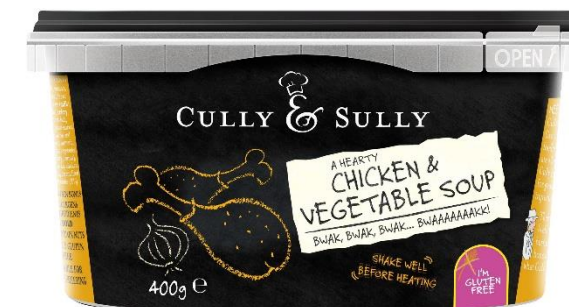
Source: IRI PE 01-01-23, MULO + C

International Performance



Q2 Value vs PY Consumption Highlights:
 UK Total Store Sales +7%
 UK Hartley's Jams +20%
 UK Hain Soups +10%; Cully & Sully +20%
 Recovery in European non-dairy beverages

International	Q1 2023	Q2 2023
Adjusted Net Sales Growth (vs prior year period)	-7%	-3%
Adjusted Gross Margin	19.1%	19.0%
Adjusted EBITDA at Constant Currency Growth (vs prior year period)	-46%	-36%



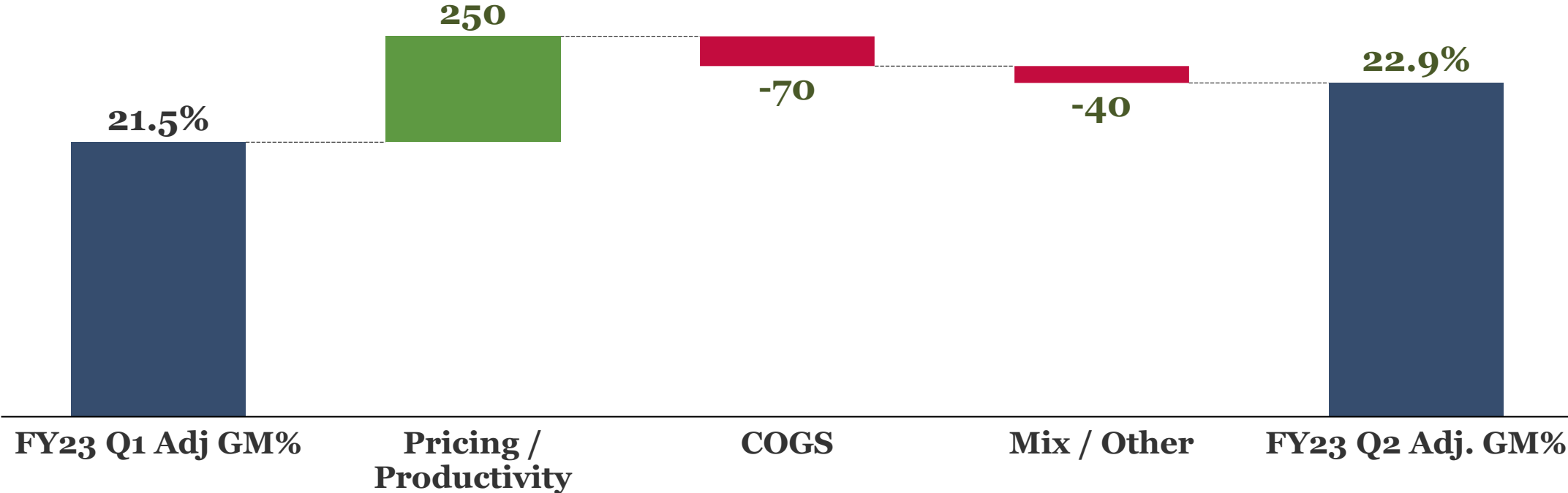
Note(s): See Appendix for reconciliation between non-GAAP and comparable GAAP financial measures.

Source: IRI PE 12/31/22

Total Hain: Adjusted Gross Margin Expansion driven by Pricing and Productivity



FY23 Q2 Adjusted Gross Margin Bridge versus FY23 Q1
(Basis point change)



Note(s): See Appendix for reconciliation between Non-GAAP and comparable GAAP financial measures

Full Year FY23 - Reaffirming Guidance



	FY 2023 Constant Currency Guidance Compared to FY 2022*
Adjusted Net Sales on a Constant Currency Basis ¹	-1% to +4%
Adjusted EBITDA on a Constant Currency Basis ²	-1% to +4%

1) Net sales adjusted for the impact of foreign exchange, acquisition and divestitures.

2) Adjusted EBITDA on a constant currency basis reflects adjusted EBITDA excluding the impact of foreign currency changes. Adjusted EBITDA is defined as net income before net interest expense, income taxes, depreciation and amortization, equity in net loss of equity-method investees, stock-based compensation, net, unrealized currency losses (gains), certain litigation and related costs, CEO succession costs, plant closure related costs, net, productivity and transformation costs, warehouse and manufacturing consolidation and other costs, costs associated with acquisitions, divestitures and other transactions, gains on sales of assets, certain inventory write-downs, long-lived asset impairments and other adjustments.

* The forward-looking non-GAAP financial measures included on this slide are not reconciled to the comparable forward-looking GAAP financial measures. The Company is not able to reconcile these forward-looking non-GAAP financial measures to their most directly comparable forward-looking GAAP financial measures without unreasonable efforts because the Company is unable to predict with a reasonable degree of certainty the type and extent of certain items that would be expected to impact GAAP measures but would not impact the non-GAAP measures. Such items may include certain litigation and related expenses, transaction costs associated with acquisitions and divestitures, productivity and transformation costs, impairments, gains or losses on sales of assets and businesses, foreign exchange movements and other items. The unavailable information could have a significant impact on the Company's GAAP financial results.

In Summary...



- **On track for FY 2023 financial guidance with some shifting between Q2 – Q3**
- **Overall profit improvement on track**
- **Sequential improvement with supply chain recovery, productivity, and pricing executed to offset inflation**
- **Committed to reinvest behind our brands to support in-market consumption and accelerate growth**
- **Moving quickly to align the organization for growth, invest behind our brands, and review our strategic framework for clear path to sustainable, profitable growth**



Q&A

**Second Quarter Fiscal Year 2023
Financial Results**

February 7, 2022



APPENDIX

Net Sales, Gross Profit & Operating Income (Loss) by Segment (Q2 FY23 and Q2 FY22)



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

	North America	International	Corporate/Other	Hain Consolidated
Net Sales				
Net sales - Q2 FY23	\$ 282,361	\$ 171,847	\$ -	\$ 454,208
Net sales - Q2 FY22	\$ 275,014	\$ 201,927	\$ -	\$ 476,941
% change - FY23 net sales vs. FY22 net sales	2.7%	(14.9)%		(4.8)%
Gross Profit				
Q2 FY23				
Gross profit	\$ 71,127	\$ 32,730	\$ -	\$ 103,857
Non-GAAP adjustments ⁽¹⁾	22	(6)	-	16
Adjusted gross profit	\$ 71,149	\$ 32,724	\$ -	\$ 103,873
% change - FY23 gross profit vs. FY22 gross profit	5.0%	(34.0)%		(11.5)%
% change - FY23 adjusted gross profit vs. FY22 adjusted gross profit	4.8%	(33.8)%		(11.5)%
Gross margin	25.2%	19.0%		22.9%
Adjusted gross margin	25.2%	19.0%		22.9%
Q2 FY22				
Gross profit	\$ 67,721	\$ 49,574	\$ -	\$ 117,295
Non-GAAP adjustments ⁽¹⁾	183	(168)	-	15
Adjusted gross profit	\$ 67,904	\$ 49,406	\$ -	\$ 117,310
Gross margin	24.6%	24.6%		24.6%
Adjusted gross margin	24.7%	24.5%		24.6%
Operating income (loss)				
Q2 FY23				
Operating income (loss)	\$ 32,262	\$ 11,940	\$ (16,813)	\$ 27,389
Non-GAAP adjustments ⁽¹⁾	75	525	7,363	7,963
Adjusted operating income (loss)	\$ 32,337	\$ 12,465	\$ (9,450)	\$ 35,352
% change - FY23 operating income (loss) vs. FY22 operating income (loss)	18.8%	(56.4)%	(25.3)%	(14.5)%
% change - FY23 adjusted operating income (loss) vs. FY22 adjusted operating income (loss)	11.6%	(55.1)%	(14.2)%	(22.7)%
Operating income margin	11.4%	6.9%		6.0%
Adjusted operating income margin	11.5%	7.3%		7.8%
Q2 FY22				
Operating income (loss)	\$ 27,162	\$ 27,368	\$ (22,509)	\$ 32,021
Non-GAAP adjustments ⁽¹⁾	1,802	396	11,498	13,696
Adjusted operating income (loss)	\$ 28,964	\$ 27,764	\$ (11,011)	\$ 45,717
Operating income margin	9.9%	13.6%		6.7%
Adjusted operating income margin	10.5%	13.7%		9.6%

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

Net Sales, Gross Profit & Operating Income (Loss) by Segment (Q1 FY23 and Q1 FY22)



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

	North America	International	Corporate/Other	Hain Consolidated
Net Sales				
Net sales - Q1 FY23	\$ 288,396	\$ 150,955	\$ —	\$ 439,351
Net sales - Q1 FY22	\$ 265,525	\$ 189,378	\$ —	\$ 454,903
% change - FY23 net sales vs. FY22 net sales	8.6 %	(20.3)%		(3.4)%
Gross Profit				
Q1 FY23				
Gross profit	\$ 65,535	\$ 28,800	\$ —	\$ 94,335
Non-GAAP adjustments ⁽¹⁾	30	6	—	36
Adjusted gross profit	\$ 65,565	\$ 28,806	\$ —	\$ 94,371
% change - FY23 gross profit vs. FY22 gross profit	15.4 %	(40.8)%		(10.5)%
% change - FY23 adjusted gross profit vs. FY22 adjusted gross profit	10.7 %	(41.8)%		(13.2)%
Gross margin	22.7 %	19.1 %		21.5 %
Adjusted gross margin	22.7 %	19.1 %		21.5 %
Q1 FY22				
Gross profit	\$ 56,809	\$ 48,609	\$ —	\$ 105,418
Non-GAAP adjustments ⁽¹⁾	2,410	875	—	3,285
Adjusted gross profit	\$ 59,219	\$ 49,484	\$ —	\$ 108,703
Gross margin	21.4 %	25.7 %		23.2 %
Adjusted gross margin	22.3 %	26.1 %		23.9 %
Operating income (loss)				
Q1 FY23				
Operating income (loss)	\$ 24,445	\$ 7,675	\$ (16,297)	\$ 15,823
Non-GAAP adjustments ⁽¹⁾	336	327	3,938	4,601
Adjusted operating income (loss)	\$ 24,781	\$ 8,002	\$ (12,359)	\$ 20,424
% change - FY23 operating income (loss) vs. FY22 operating income (loss)	45.1 %	(68.1)%	6.1 %	(38.1)%
% change - FY23 adjusted operating income (loss) vs. FY22 adjusted operating income (loss)	20.7 %	(68.3)%	8.1 %	(40.5)%
Operating income margin	8.5 %	5.1 %		3.6 %
Adjusted operating income margin	8.6 %	5.3 %		4.6 %
Q1 FY22				
Operating income (loss)	\$ 16,842	\$ 24,069	\$ (15,364)	\$ 25,547
Non-GAAP adjustments ⁽¹⁾	3,695	1,176	3,926	8,797
Adjusted operating income (loss)	\$ 20,537	\$ 25,245	\$ (11,438)	\$ 34,344
Operating income margin	6.3 %	12.7 %		5.6 %
Adjusted operating income margin	7.7 %	13.3 %		7.5 %

⁽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 (Q2 FY23 and Q2 FY22)



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:

	Second Quarter		Second Quarter Year to Date	
	2023	2022	2023	2022
Gross profit, GAAP	\$ 103,857	\$ 117,295	\$ 198,192	\$ 222,713
<i>Adjustments to Cost of sales:</i>				
Inventory write-down	-	(46)	-	(46)
Plant closure related costs, net	16	(188)	52	808
Warehouse/manufacturing consolidation and other costs, net	-	249	-	2,538
Gross profit, as adjusted	\$ 103,873	\$ 117,310	\$ 198,244	\$ 226,013

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

	Second Quarter		Second Quarter Year to Date	
	2023	2022	2023	2022
Operating income, GAAP	\$ 27,389	\$ 32,021	\$ 43,212	\$ 57,568
<i>Adjustments to Cost of sales:</i>				
Inventory write-down	-	(46)	-	(46)
Plant closure related costs, net	16	(188)	52	808
Warehouse/manufacturing consolidation and other costs, net	-	249	-	2,538
<i>Adjustments to Operating expenses ^(a):</i>				
CEO succession	5,113	-	5,113	-
Transaction and integration costs, net	402	8,963	1,769	8,732
Certain litigation expenses, net ^(b)	2,482	1,624	4,945	3,384
Long-lived asset impairment	340	303	340	303
Plant closure related costs, net	37	5	(1)	5
Productivity and transformation costs	986	2,786	1,759	6,769
Warehouse/manufacturing consolidation and other costs, net	(1,413)	-	(1,413)	-
Operating income, as adjusted	\$ 35,352	\$ 45,717	\$ 55,776	\$ 80,061

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

^(b) Expenses and items relating to securities class action and baby food litigation.

Adjusted Gross Profit, Adjusted Operating Income, Adjusted Net Income and Adjusted EPS (Q2 FY23 and Q2 FY22, 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 Income, GAAP to Net Income, as Adjusted:

	Second Quarter		Second Quarter Year to Date	
	2023	2022	2023	2022
Net income, GAAP	\$ 10,966	\$ 30,889	\$ 17,889	\$ 50,300
<i>Adjustments to Cost of sales:</i>				
Inventory write-down	-	(46)	-	(46)
Plant closure related costs, net	16	(188)	52	808
Warehouse/manufacturing consolidation and other costs, net	-	249	-	2,538
<i>Adjustments to Operating expenses ^(a):</i>				
CEO succession	5,113	-	5,113	-
Transaction and integration costs, net	402	8,963	1,769	8,732
Certain litigation expenses, net ^(b)	2,482	1,624	4,945	3,384
Long-lived asset impairment	340	303	340	303
Plant closure related costs, net	37	5	(1)	5
Productivity and transformation costs	986	2,786	1,759	6,769
Warehouse/manufacturing consolidation and other costs, net	(1,413)	-	(1,413)	-
<i>Adjustments to Interest and other expense (income), net ^(c):</i>				
Gain on sale of assets	(3,355)	(8,656)	(3,395)	(9,102)
Unrealized currency losses (gains)	2,160	(480)	449	(1,503)
<i>Adjustments to Provision for income taxes:</i>				
Net tax impact of non-GAAP adjustments	526	(1,110)	(20)	(4,020)
Net income, as adjusted	\$ 18,260	\$ 34,339	\$ 27,487	\$ 58,168
Net income margin	2.4%	6.5%	2.0%	5.4%
Adjusted net income margin	4.0%	7.2%	3.1%	6.2%
Diluted shares used in the calculation of net income per common share:	89,578	94,808	89,535	96,123
Diluted net income per common share, GAAP	\$ 0.12	\$ 0.33	\$ 0.20	\$ 0.52
Diluted net income per common share, as adjusted	\$ 0.20	\$ 0.36	\$ 0.31	\$ 0.61

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

^(b) Expenses and items relating to securities class action and baby food litigation.

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

Adjusted Net Sales (Q2 FY23 and Q2 FY22)



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

	<u>North America</u>	<u>International</u>	<u>Hain Consolidated</u>
Q2 FY23			
Net sales	\$ 282,361	\$ 171,847	\$ 454,208
Acquisitions, divestitures and discontinued brands	(16,849)	-	(16,849)
Impact of foreign currency exchange	2,075	23,720	25,795
Net sales on a constant currency basis adjusted for acquisitions, divestitures and discontinued brands	<u>\$ 267,587</u>	<u>\$ 195,567</u>	<u>\$ 463,154</u>
Q2 FY22			
Net sales	\$ 275,014	\$ 201,927	\$ 476,941
Acquisitions, divestitures and discontinued brands	(2,280)	-	(2,280)
Net sales adjusted for acquisitions, divestitures and discontinued brands	<u>\$ 272,734</u>	<u>\$ 201,927</u>	<u>\$ 474,661</u>
Net sales growth (decline)	2.7%	(14.9)%	(4.8)%
Impact of acquisitions, divestitures and discontinued brands	(5.4)%	-	(3.0)%
Impact of foreign currency exchange	0.8%	11.7%	5.4%
Net sales decline on a constant currency basis adjusted for acquisitions, divestitures and discontinued brands	<u>(1.9)%</u>	<u>(3.2)%</u>	<u>(2.4)%</u>

Adjusted Net Sales (Q1 FY23 and Q1 FY22)



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

	North America	International	Hain Consolidated
Q1 FY23			
Net sales	\$ 288,396	\$ 150,955	\$ 439,351
Acquisitions, divestitures and discontinued brands	(16,006)	—	(16,006)
Impact of foreign currency exchange	1,068	25,786	26,854
Net sales on a constant currency basis adjusted for acquisitions, divestitures and discontinued brands	<u>\$ 273,458</u>	<u>\$ 176,741</u>	<u>\$ 450,199</u>
Q1 FY22			
Net sales	\$ 265,525	\$ 189,378	\$ 454,903
Divestitures and discontinued brands	(949)	—	(949)
Net sales adjusted for divestitures and discontinued brands	<u>\$ 264,576</u>	<u>\$ 189,378</u>	<u>\$ 453,954</u>
Net sales growth (decline)	8.6 %	(20.3)%	(3.4)%
Impact of acquisitions, divestitures and discontinued brands	(5.6)%	—	(3.3)%
Impact of foreign currency exchange	0.4 %	13.6 %	5.9 %
Net sales growth (decline) on a constant currency basis adjusted for acquisitions, divestitures and discontinued brands	<u>3.4 %</u>	<u>(6.7)%</u>	<u>(0.8)%</u>

Adjusted EBITDA (Q2 FY23 and Q2 FY22)



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

	Second Quarter	
	2023	2022
Net income	\$ 10,966	\$ 30,889
Depreciation and amortization	12,155	10,903
Equity in net loss of equity-method investees	316	465
Interest expense, net	10,379	1,685
Provision for income taxes	6,357	7,145
Stock-based compensation, net	3,435	4,156
Unrealized currency losses (gains)	2,160	(480)
Litigation and related costs		
Certain litigation expenses, net ^(a)	2,482	1,624
Restructuring activities		
CEO succession	5,113	-
Plant closure related costs, net	53	(183)
Productivity and transformation costs	986	2,247
Warehouse/manufacturing consolidation and other costs, net	(1,972)	249
Acquisitions, divestitures and other		
Transaction and integration costs, net	402	8,963
Gain on sale of assets	(3,355)	(8,656)
Impairment charges		
Inventory write-down	-	(46)
Long-lived asset impairment	340	303
Adjusted EBITDA	<u>\$ 49,817</u>	<u>\$ 59,264</u>

^(a) Expenses and items relating to securities class action and baby food litigation.

Adjusted EBITDA on a Constant Currency Basis (Q2 FY23 and Q2 FY22)



THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES
Adjusted EBITDA and Adjusted EBITDA Margin at Constant Currency by Segment
(unaudited and in thousands)

Q2 FY23	<u>North America</u>	<u>International</u>	<u>Corporate/Other</u>	<u>Hain Consolidated</u>
Adjusted EBITDA	\$ 38,510	\$ 19,242	\$ (7,935)	\$ 49,817
Impact of foreign currency exchange	283	2,626	-	2,909
Adjusted EBITDA on a constant currency basis	<u>\$ 38,793</u>	<u>\$ 21,868</u>	<u>\$ (7,935)</u>	<u>\$ 52,726</u>
Net sales on a constant currency basis	\$ 284,436	\$ 195,567		\$ 480,003
Adjusted EBITDA margin on a constant currency basis	13.6%	11.2%		11.0%
Q2 FY22				
Adjusted EBITDA	\$ 33,337	\$ 34,299	\$ (8,372)	\$ 59,264
Net sales	\$ 275,014	\$ 201,927		\$ 476,941
Adjusted EBITDA margin	12.1%	17.0%		12.4%
Q2 FY23 vs. Q2 FY22				
Adjusted EBITDA growth on a constant currency basis (%)	16.4%	(36.2)%	5.2%	(11.0)%
Adjusted EBITDA margin change on a constant currency basis (bps)	152	(580)		(144)

Adjusted EBITDA on a Constant Currency Basis (Q1 FY23 and Q1 FY22)



THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES
Adjusted EBITDA at Constant Currency by Segment
(unaudited and in thousands)

	North America	International	Corporate/ Other	Hain Consolidated
Q1 FY23				
Adjusted EBITDA	\$ 30,781	\$ 14,947	\$ (9,699)	\$ 36,029
Impact of foreign currency exchange	81	2,538	-	2,619
Adjusted EBITDA on a constant currency basis	<u>\$ 30,862</u>	<u>\$ 17,485</u>	<u>\$ (9,699)</u>	<u>\$ 38,648</u>
Net sales on a constant currency basis	\$ 289,464	\$ 176,741		\$ 466,205
Adjusted EBITDA margin on a constant currency basis	10.7%	9.9%		8.3%
Q1 FY22				
Adjusted EBITDA	\$ 24,102	\$ 32,434	\$ (9,220)	\$ 47,316
Adjusted EBITDA growth (decline) on a constant currency basis	28.0%	(46.1)%	(5.2)%	(18.3)%

Adjusted EBITDA on a Constant Currency Basis (Q4 FY22 and Q4 FY21)



THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES
Adjusted EBITDA at Constant Currency by Segment
(unaudited and in thousands)

	North America	International	Corporate/Other	Hain Consolidated
Q4 FY22				
Adjusted EBITDA	\$ 27,511	\$ 16,871	\$ (9,015)	\$ 35,367
Impact of foreign currency exchange	(132)	1,848	-	1,716
Adjusted EBITDA on a constant currency basis	\$ 27,379	\$ 18,719	\$ (9,015)	\$ 37,083
Net sales on a constant currency basis	\$ 298,094	\$ 178,544		\$ 476,638
Adjusted EBITDA margin on a constant currency basis	9.2%	10.5%		7.8%
Q4 FY21				
Adjusted EBITDA	\$ 34,817	\$ 38,259	\$ (4,976)	\$ 68,100
Adjusted EBITDA decline on a constant currency basis	(21.4)%	(51.1)%	(81.2)%	(45.5)%

Net Sales on a Constant Currency Basis (Q2 FY23 and Q2 FY22)



\$ in thousands

Q2 FY23

	<u>North America</u>	<u>International</u>	<u>Hain Consolidated</u>
Net sales	\$ 282,361	\$ 171,847	\$ 454,208
Impact of foreign currency exchange	2,075	23,720	25,795
Net sales on a constant currency basis	<u>\$ 284,436</u>	<u>\$ 195,567</u>	<u>\$ 480,003</u>

Q2 FY22

Net sales	\$ 275,014	\$ 201,927	\$ 476,941
Net sales growth (decline)	2.7%	(14.9)%	(4.8)%
Impact of foreign currency exchange	0.8%	11.7%	5.4%
Net sales decline on a constant currency basis	<u>3.4%</u>	<u>(3.1)%</u>	<u>0.6%</u>

Net Sales on a Constant Currency Basis (Q1 FY23 and Q1 FY22)



\$ in thousands

Q1 FY23

	<u>North America</u>	<u>International</u>	<u>Hain Consolidated</u>
Net sales	\$ 288,396	\$ 150,955	\$ 439,351
Impact of foreign currency exchange	1,068	25,786	26,854
Net sales on a constant currency basis	<u>\$ 289,464</u>	<u>\$ 176,741</u>	<u>\$ 466,205</u>

Q1 FY22

Net sales	\$ 265,525	\$ 189,378	\$ 454,903
Net sales growth (decline)	8.6%	(20.3)%	(3.4)%
Impact of foreign currency exchange	0.4%	13.6%	5.9%
Net sales decline on a constant currency basis	<u>9.0%</u>	<u>(6.7)%</u>	<u>2.5%</u>

Quarterly Adjusted Gross Profit and Adjusted Gross Margin



\$ in thousands	Q2 FY20	Q3 FY20	Q4 FY20	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	Q1 FY23	Q2 FY23
Net Sales	\$ 506,784	\$ 553,297	\$ 511,746	\$ 498,627	\$ 528,418	\$ 492,604	\$ 450,653	\$ 454,903	\$ 476,941	\$ 502,939	\$ 457,010	\$ 439,351	\$ 454,208
Gross profit	\$ 105,607	\$ 132,395	\$ 129,937	\$ 119,164	\$ 129,965	\$ 129,906	\$ 112,580	\$ 105,418	\$ 117,295	\$ 115,703	\$ 89,025	\$ 94,335	\$ 103,857
Inventory write-down	3,927	1,362	(1,103)	204	107	-	(732)	-	(46)	-	(305)	-	-
Plant closure related costs, net	1,626	-	3	579	476	1,666	132	996	(188)	83	34	36	16
Transaction and integration costs, net	-	-	-	-	-	-	-	-	-	1,756	-	-	-
Warehouse/manufacturing consolidation and other costs, net	476	511	385	390	3,325	3,560	4,038	2,289	249	94	89	-	-
Adjusted gross profit	<u>\$ 111,636</u>	<u>\$ 134,268</u>	<u>\$ 129,222</u>	<u>\$ 120,337</u>	<u>\$ 133,873</u>	<u>\$ 135,132</u>	<u>\$ 116,018</u>	<u>\$ 108,703</u>	<u>\$ 117,310</u>	<u>\$ 117,636</u>	<u>\$ 88,843</u>	<u>\$ 94,371</u>	<u>\$ 103,873</u>
Gross margin	20.8%	23.9%	25.4%	23.9%	24.6%	26.4%	25.0%	23.2%	24.6%	23.0%	19.5%	21.5%	22.9%
Adjusted gross margin	22.0%	24.3%	25.3%	24.1%	25.3%	27.4%	25.7%	23.9%	24.6%	23.4%	19.4%	21.5%	22.9%
Adjusted gross profit growth (%) - YoY	6%	14%	13%	20%	20%	1%	-10%	-10%	-12%	-13%	-23%	-19%	-11%
Adjusted gross margin growth (bps) - YoY	223	282	257	326	331	317	49	(24)	(74)	(404)	(630)	(426)	(173)

Quarterly Adjusted EBITDA and Adjusted EBITDA Margin



\$ in thousands	Q2 FY20	Q3 FY20	Q4 FY20	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	Q1 FY23	Q2 FY23
Net Sales	\$ 506,784	\$ 553,297	\$ 511,746	\$ 498,627	\$ 528,418	\$ 492,604	\$ 450,653	\$ 454,903	\$ 476,941	\$ 502,939	\$ 457,010	\$ 439,351	\$ 454,208
Net (loss) income	\$ (964)	\$ 24,339	\$ 3,239	\$ 485	\$ 2,140	\$ 34,254	\$ 40,485	\$ 19,411	\$ 30,889	\$ 24,531	\$ 3,042	\$ 6,923	\$ 10,966
Net loss from discontinued operations, net of tax	(2,816)	(697)	(460)	11,266	(11)	-	-	-	-	-	-	-	-
Net income (loss) from continuing operations	\$ 1,852	\$ 25,036	\$ 3,699	\$ (10,781)	\$ 2,151	\$ 34,254	\$ 40,485	\$ 19,411	\$ 30,889	\$ 24,531	\$ 3,042	\$ 6,923	\$ 10,966
Depreciation and amortization	13,219	12,927	12,019	13,761	11,193	12,814	11,801	10,855	10,903	12,638	12,453	11,970	12,155
Equity in net loss (income) of equity-method investees	338	564	770	19	1,076	(70)	566	526	465	383	1,528	382	316
Interest expense, net	4,000	3,332	2,467	2,154	1,300	1,327	1,099	1,146	1,685	2,846	4,549	7,279	10,379
Provision (benefit) for income taxes	1,020	(10,242)	15,958	12,962	8,438	11,797	7,896	4,542	7,145	7,738	3,291	2,631	6,357
Stock-based compensation, net	3,083	3,761	3,497	4,367	3,823	3,698	3,771	4,287	4,156	3,846	3,322	3,994	3,435
Unrealized currency (gains) losses	(485)	(1,011)	355	(1,202)	225	442	1,287	(1,023)	(480)	(594)	(162)	(1,711)	2,160
Litigation and related costs													
Certain litigation expenses, net ^(a)	-	-	-	-	-	644	943	1,760	1,624	2,005	2,298	2,463	2,482
Proceeds from insurance claims	-	(400)	-	-	-	(592)	-	-	-	-	-	-	-
Restructuring activities													
CEO succession													5,113
Plant closure related costs, net	1,522	-	3	(6)	2	21	41	996	(183)	82	34	(2)	53
Productivity and transformation costs	9,903	9,192	9,362	781	4,195	3,813	3,604	3,204	2,247	1,626	1,726	773	986
Warehouse/manufacturing consolidation and other costs, net	639	537	385	390	3,325	3,598	4,061	2,289	249	94	89	-	(1,972)
Acquisitions, divestitures and other													
Transaction and integration costs, net	2,357	1,775	832	369	1,168	102	1,831	(231)	8,963	3,419	1,904	1,367	402
(Gain) loss on sale of assets	-	-	-	-	-	-	(4,900)	(446)	(8,656)	55	(2)	(40)	(3,355)
Loss (gain) on sale of businesses	1,783	332	1,448	(620)	9	1,904	(3,897)	-	-	-	-	-	-
Impairment charges													
Goodwill impairment	-	-	394	-	-	-	-	-	-	-	-	-	-
Inventory write-down	3,927	1,362	(1,103)	204	107	-	(732)	-	(46)	-	(305)	-	-
Long-lived asset and intangibles impairment	1,889	13,525	12,079	32,497	25,179	-	244	-	303	-	1,600	-	340
Adjusted EBITDA	\$ 45,047	\$ 60,690	\$ 62,165	\$ 54,895	\$ 62,191	\$ 73,752	\$ 68,100	\$ 47,316	\$ 59,264	\$ 58,669	\$ 35,367	\$ 36,029	\$ 49,817
Adjusted EBITDA margin	8.9%	11.0%	12.1%	11.0%	11.8%	15.0%	15.1%	10.4%	12.4%	11.7%	7.7%	8.2%	11.0%
Adjusted EBITDA growth (%) - YoY	19%	24%	26%	71%	38%	22%	10%	-14%	-5%	-20%	-48%	-47%	-16%
Adjusted EBITDA margin growth (bps) - YoY	179	199	237	435	288	400	296	(61)	66	(331)	(737)	(691)	(146)

^(a) Expenses and items relating to securities class action and baby food litigation.