

Hain Celestial

Pro Forma Financial Information Following the Sale of the North American Snacks Business



Non-GAAP Financial Measures

This presentation and the accompanying tables include non-GAAP financial measures, including, among others, organic net sales and adjusted gross profit and its related margin. 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, held for sale businesses, 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, held for sale businesses, discontinued brands and exited product categories, the net sales of a divested business, held for sale 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 and warehouse and manufacturing consolidation and other costs, net.

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, held for sale businesses, 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.

Purpose of Presentation

As previously disclosed on February 2, 2026, The Hain Celestial Group, Inc. (“Hain”) entered into an asset purchase agreement with Snackraptors Inc. (“Snackraptors”) pursuant to which Snackraptors agreed to acquire Hain’s North American Snacks business. On February 27, 2026, the transaction was completed and Hain received \$111.2 million in cash, reflecting the total purchase price of \$115.0 million less the holdback of an estimate for a customary inventory adjustment, which is subject to finalization following the closing.

On March 4, 2026, Hain filed a form 8-K with the Securities and Exchange Commission, which included unaudited pro forma financial information reflecting the divestiture of the North American Snacks business. This presentation provides additional pro forma financial information beyond the information that was required to be in the form 8-K.

The materials presented herein include unaudited quarterly pro forma net sales, gross profit, and organic net sales information, reflecting the elimination of net sales and direct costs associated with the North American Snacks business, beginning in the first quarter of fiscal 2025.

The unaudited pro forma financial information is presented for illustrative purposes only, is not necessarily indicative of future results, and should be read in conjunction with the disclosures included in the Form 8-K and Hain’s historical consolidated financial statements.

Pro Forma Net Sales and Gross Profit – Consolidated

THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES
Pro Forma Net Sales and Gross Profit
(unaudited and in thousands)

Hain Consolidated	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	Q4 FY25 YTD	Q1 FY26	Q2 FY26	Q2 FY26 YTD
Net sales - as reported	\$ 394,596	\$ 411,485	\$ 390,351	\$ 363,348	\$ 1,559,780	\$ 367,883	\$ 384,120	\$ 752,003
Pro Forma adjustments ⁽¹⁾	<u>(88,086)</u>	<u>(82,554)</u>	<u>(80,372)</u>	<u>(84,995)</u>	<u>(336,007)</u>	<u>(71,881)</u>	<u>(65,439)</u>	<u>(137,320)</u>
Pro Forma net sales	<u>\$ 306,510</u>	<u>\$ 328,931</u>	<u>\$ 309,979</u>	<u>\$ 278,353</u>	<u>\$ 1,223,773</u>	<u>\$ 296,002</u>	<u>\$ 318,681</u>	<u>\$ 614,683</u>
Gross profit - as reported	\$ 81,610	\$ 93,452	\$ 84,650	\$ 74,346	\$ 334,058	\$ 68,078	\$ 74,439	\$ 142,517
Pro Forma adjustments ⁽¹⁾	<u>(13,961)</u>	<u>(17,406)</u>	<u>(12,207)</u>	<u>(5,675)</u>	<u>(49,249)</u>	<u>(6,139)</u>	<u>(6,988)</u>	<u>(13,127)</u>
Pro Forma gross profit	<u>\$ 67,649</u>	<u>\$ 76,046</u>	<u>\$ 72,443</u>	<u>\$ 68,671</u>	<u>\$ 284,809</u>	<u>\$ 61,939</u>	<u>\$ 67,451</u>	<u>\$ 129,390</u>
Reported gross margin	20.7%	22.7%	21.7%	20.5%	21.4%	18.5%	19.4%	19.0%
Pro Forma gross margin	22.1%	23.1%	23.4%	24.7%	23.3%	20.9%	21.2%	21.0%
Gross profit - as reported	\$ 81,610	\$ 93,452	\$ 84,650	\$ 74,346	\$ 334,058	\$ 68,078	\$ 74,439	\$ 142,517
Non-GAAP adjustments	<u>329</u>	<u>858</u>	<u>592</u>	<u>(15)</u>	<u>1,764</u>	<u>3,789</u>	<u>419</u>	<u>4,208</u>
Asjusted gross profit - as reported	<u>\$ 81,939</u>	<u>\$ 94,310</u>	<u>\$ 85,242</u>	<u>\$ 74,331</u>	<u>\$ 335,822</u>	<u>\$ 71,867</u>	<u>\$ 74,858</u>	<u>\$ 146,725</u>
Pro Forma adjustments ⁽¹⁾	<u>(13,961)</u>	<u>(17,406)</u>	<u>(12,207)</u>	<u>(5,675)</u>	<u>(49,249)</u>	<u>(6,139)</u>	<u>(6,988)</u>	<u>(13,127)</u>
Pro Forma adjusted gross profit	<u>\$ 67,978</u>	<u>\$ 76,904</u>	<u>\$ 73,035</u>	<u>\$ 68,656</u>	<u>\$ 286,573</u>	<u>\$ 65,728</u>	<u>\$ 67,870</u>	<u>\$ 133,598</u>
Reported adjusted gross margin	20.8%	22.9%	21.8%	20.5%	21.5%	19.5%	19.5%	19.5%
Pro Forma adjusted gross margin	22.2%	23.4%	23.6%	24.7%	23.4%	22.2%	21.3%	21.7%

⁽¹⁾ Reflects the elimination of net sales and direct costs related to the North American Snacks business.

Pro Forma Net Sales and Gross Profit – North America

THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES
Pro Forma Net Sales and Gross Profit
(unaudited and in thousands)

North America	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	Q4 FY25 YTD	Q1 FY26	Q2 FY26	Q2 FY26 YTD
Net sales - as reported	\$ 231,140	\$ 229,289	\$ 222,407	\$ 205,790	\$ 888,626	\$ 203,920	\$ 197,821	\$ 401,741
Pro Forma adjustments ⁽¹⁾	(88,086)	(82,554)	(80,372)	(84,995)	(336,007)	(71,881)	(65,439)	(137,320)
Pro Forma net sales	<u>\$ 143,054</u>	<u>\$ 146,735</u>	<u>\$ 142,035</u>	<u>\$ 120,795</u>	<u>\$ 552,619</u>	<u>\$ 132,039</u>	<u>\$ 132,382</u>	<u>\$ 264,421</u>
Gross profit - as reported	\$ 47,284	\$ 56,926	\$ 49,178	\$ 39,522	\$ 192,910	\$ 42,414	\$ 40,749	\$ 83,163
Pro Forma adjustments ⁽¹⁾	(13,961)	(17,406)	(12,207)	(5,675)	(49,249)	(6,139)	(6,988)	(13,127)
Pro Forma gross profit	<u>\$ 33,323</u>	<u>\$ 39,520</u>	<u>\$ 36,971</u>	<u>\$ 33,847</u>	<u>\$ 143,661</u>	<u>\$ 36,275</u>	<u>\$ 33,761</u>	<u>\$ 70,036</u>
Reported gross margin	20.5%	24.8%	22.1%	19.2%	21.7%	20.8%	20.6%	20.7%
Pro Forma gross margin	23.3%	26.9%	26.0%	28.0%	26.0%	27.5%	25.5%	26.5%
Gross profit - as reported	\$ 47,284	\$ 56,926	\$ 49,178	\$ 39,522	\$ 192,910	\$ 42,414	\$ 40,749	\$ 83,163
Non-GAAP adjustments	329	858	592	(15)	1,764	3,789	419	4,208
Asjusted gross profit - as reported	<u>\$ 47,613</u>	<u>\$ 57,784</u>	<u>\$ 49,770</u>	<u>\$ 39,507</u>	<u>\$ 194,674</u>	<u>\$ 46,203</u>	<u>\$ 41,168</u>	<u>\$ 87,371</u>
Pro Forma adjustments ⁽¹⁾	(13,961)	(17,406)	(12,207)	(5,675)	(49,249)	(6,139)	(6,988)	(13,127)
Pro Forma adjusted gross profit	<u>\$ 33,652</u>	<u>\$ 40,378</u>	<u>\$ 37,563</u>	<u>\$ 33,832</u>	<u>\$ 145,425</u>	<u>\$ 40,064</u>	<u>\$ 34,180</u>	<u>\$ 74,244</u>
Reported adjusted gross margin	20.6%	25.2%	22.4%	19.2%	21.9%	22.7%	20.8%	21.7%
Pro Forma adjusted gross margin	23.5%	27.5%	26.4%	28.0%	26.3%	30.3%	25.8%	28.1%

⁽¹⁾ Reflects the elimination of net sales and direct costs related to the North American Snacks business.

Pro Forma Organic Net Sales – North America

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

North America	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	Q4 FY25 YTD	Q1 FY26	Q2 FY26	Q2 FY26 YTD
Net sales - as reported	\$ 231,140	\$ 229,289	\$ 222,407	\$ 205,790	\$ 888,626	\$ 203,920	\$ 197,821	\$ 401,741
Less: Impact of held for sale businesses, discontinued brands and exited product categories	31,767	22,932	25,114	22,029	101,842	19,147	12,704	31,851
Less: Impact of foreign currency exchange	-	-	-	-	-	(158)	89	(69)
Organic net sales	\$ 199,373	\$ 206,357	\$ 197,293	\$ 183,761	\$ 786,784	\$ 184,931	\$ 185,028	\$ 369,959
Pro Forma adjustments ⁽¹⁾	(88,086)	(82,554)	(80,372)	(84,995)	(336,007)	(71,963)	(65,410)	(137,373)
Pro Forma organic net sales	\$ 111,287	\$ 123,803	\$ 116,921	\$ 98,766	\$ 450,777	\$ 112,968	\$ 119,618	\$ 232,586

⁽¹⁾ Reflects the elimination of net sales related to the North American Snacks business.