

# Hain Celestial First Quarter Fiscal Year 2026 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 strategy, our future results of operations, our capital and cost structure, and the macroeconomic environment.

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; changes to consumer preferences; our ability to execute our business strategy; 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; compliance with our credit agreement and our ability to refinance our indebtedness; 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; our ability to manage our financial reporting and internal control systems and processes; compliance with data privacy laws; the adequacy of our insurance coverage; climate impacts; liabilities, claims or regulatory change with respect to environmental matters; 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 includes 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, 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.
- Adjusted operating income and its related margin: operating (loss) income before certain litigation expenses, net, plant closure related costs, net, productivity and transformation costs, costs associated with acquisitions, divestitures and other transactions, and long-lived asset impairment.
- Adjusted net loss and its related margin and diluted net loss per common share, as adjusted: net loss, adjusted to exclude the impact of certain litigation expenses, net, plant closure related costs, net, productivity and transformation costs, costs associated with acquisitions, divestitures and other transactions, (gains) losses on sales of assets, long-lived asset impairment, unrealized currency losses and the related tax effects of such adjustments.
- Adjusted EBITDA and its related margin: net loss before net interest expense, income taxes, depreciation and amortization, equity in net loss of equity-method investees, stock-based compensation, net, unrealized currency losses, certain litigation expenses, net, plant closure related costs, net, productivity and transformation costs, costs associated with acquisitions, divestitures and other transactions, (gains) losses on sales of assets, and long-lived asset impairment.
- 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, 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.
- 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**  
**Interim President and CEO**



# Performance Overview

- Q1 results **met our expectations** on top- and bottom-line and we have **building blocks in place to drive improved trends in 2H**
- Demonstrated **sequential improvement in organic net sales growth trends** in both North America and International
- Made tangible **progress laying operational and financial foundation** to drive improved performance
- Near-term priorities remain **stabilizing sales, improving profitability, optimizing cash, and deleveraging the balance sheet**
- Focused turnaround strategy anchored on **5 actions to win in the marketplace**



# 5 Actions to Win in the Marketplace



**Streamlining the portfolio**



**Accelerating brand renovation and innovation**



**Implementing strategic revenue growth management & pricing**



**Driving productivity and working capital efficiency**

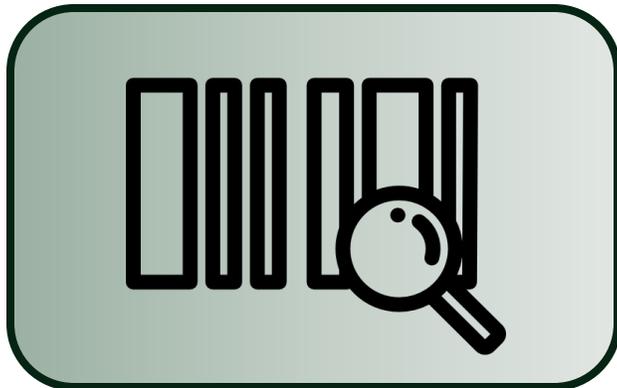


**Strengthening digital capabilities**

# Streamlining the Portfolio

## Continuing to reduce complexity in our business

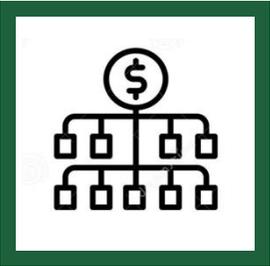
- Committed to exiting unprofitable, low value “tail” SKUs
- We are re-focusing resources on brands/categories with the highest growth potential
- Managing product lifecycles for improved, long-term value
- **Targeting the elimination of approximately 30% of SKUs in North America through FY2027, representing low value**



# Accelerating Brand Renovation and Innovation



# Implementing Strategic Revenue Growth Mgmt. & Pricing



- Pricing action planned across ALL categories

## International

- Price increases delivering on plan
- Elasticities are in line with expectations



## North America

- Actively accelerating pricing and revenue growth management
- Pricing contributing to growth in tea & baby/kids
- RGM activities for meal prep & snacks



# Driving Productivity and Working Capital Efficiency

## PRODUCTIVITY



Delivered productivity savings of approximately \$67 million in FY2025



Strong productivity pipeline targeting \$60 million for FY2026

## WORKING CAPITAL MANAGEMENT



In North America, we reduced net inventory by nearly 10% from Q4 2025



Extending terms with strategic suppliers

# Strengthening Digital Capabilities

## Digital-First Marketing Approach

- Shift to digital first marketing delivering positive return on ad spend
- Expanding digital partnerships to drive community relationships and household penetration
- Expecting e-commerce growth at or above category rates in FY2026

### Digital Partnerships



### E-Commerce



# Summary

- **Encouraged by early progress** and building blocks are in place to drive **2H improvement**
- Have taken action to strengthen financial health, streamline operations, and energize brands, **balancing near-term financial flexibility with future growth**
- Near-term priorities remain **stabilizing sales, improving profitability, optimizing cash, and deleveraging the balance sheet**
- Creating greater financial flexibility by **rapidly resetting cost structure** and **ensuring strong ROI for every dollar invested**
- Focused turnaround strategy anchored on **5 actions to win in the marketplace**

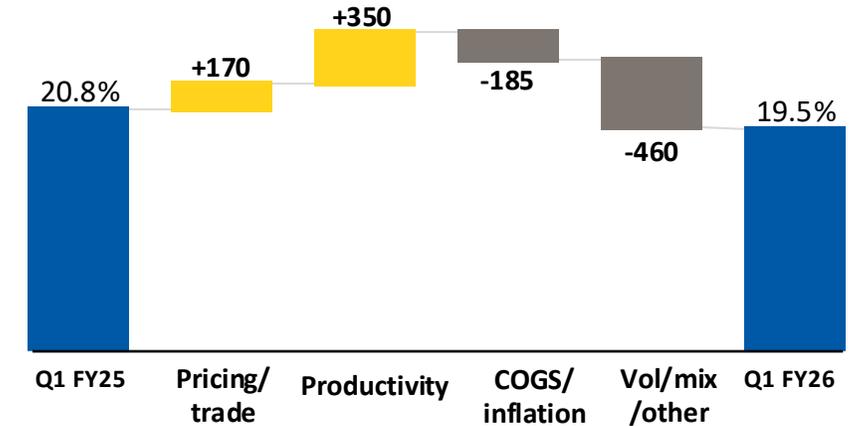
**Lee Boyce**  
**Chief Financial Officer**



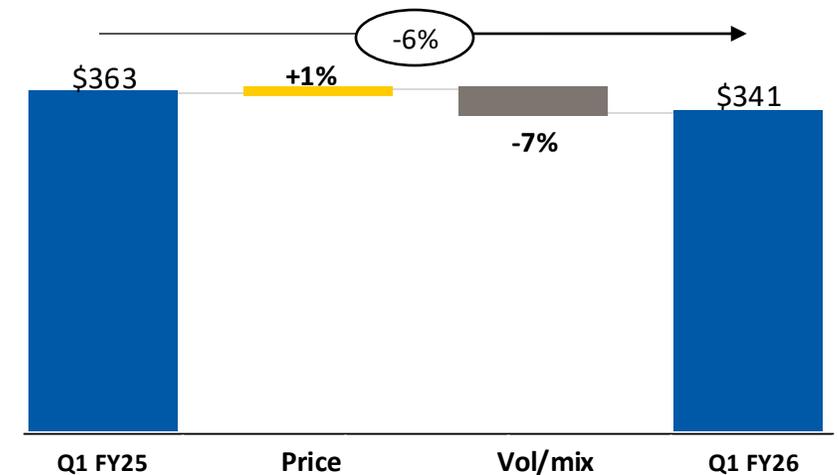
# Performance Summary

\$'s in millions	Q1 FY26	Q1 FY26 vs. LY
Net Sales	\$368	-7%
Organic Net Sales	\$341	-6%
Adjusted Gross Margin	19.5%	-120 bps
Adjusted EBITDA	\$20	-12%
Adjusted EBITDA Margin	5.4%	-30 bps
Adjusted Net Income	-\$7	NM
Adjusted EPS	-\$0.08	NM

## Adjusted Gross Margin Bridge



## Organic Net Sales Growth Decomposition (\$'s millions)



# Q1 FY26 Segment Results – North America

-7%

Organic Net Sales  
(\$'s millions)

\$200

\$185

Q1 FY25

Q1 FY26

+200 bps

Adjusted Gross Margin

20.6%

22.7%

Q1 FY25

Q1 FY26

+37%

Adjusted EBITDA  
(\$'s millions)

\$12

\$17

Q1 FY25

Q1 FY26

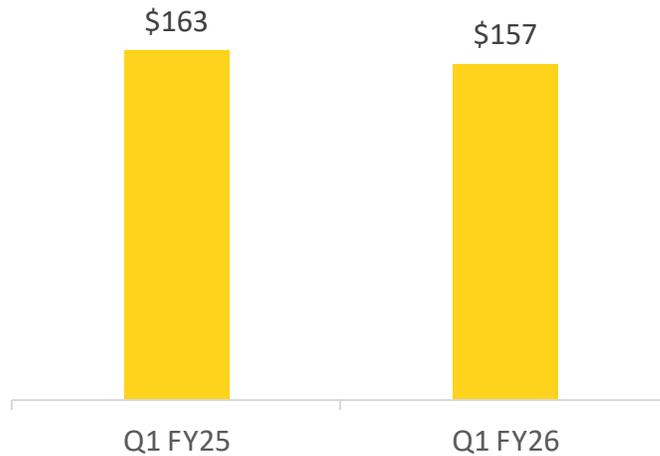


See Appendix for reconciliation between non-GAAP and comparable GAAP financial measures.

# Q1 FY26 Segment Results – International

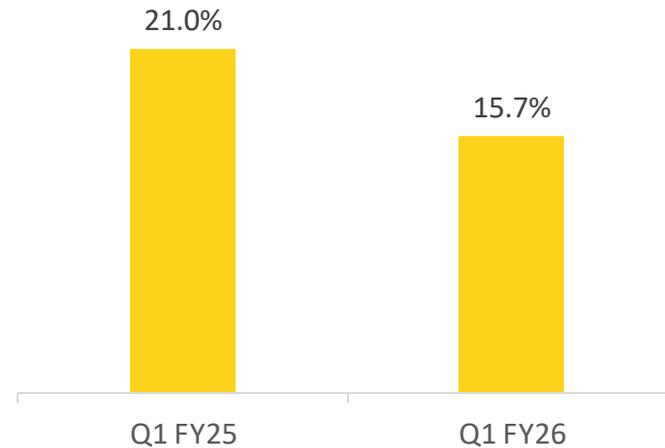
-4%

Organic Net Sales  
(\$'s millions)



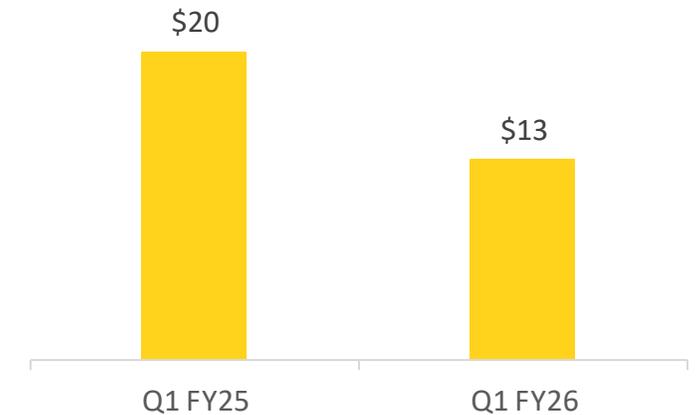
-530 bps

Adjusted Gross Margin



-38%

Adjusted EBITDA  
(\$'s millions)



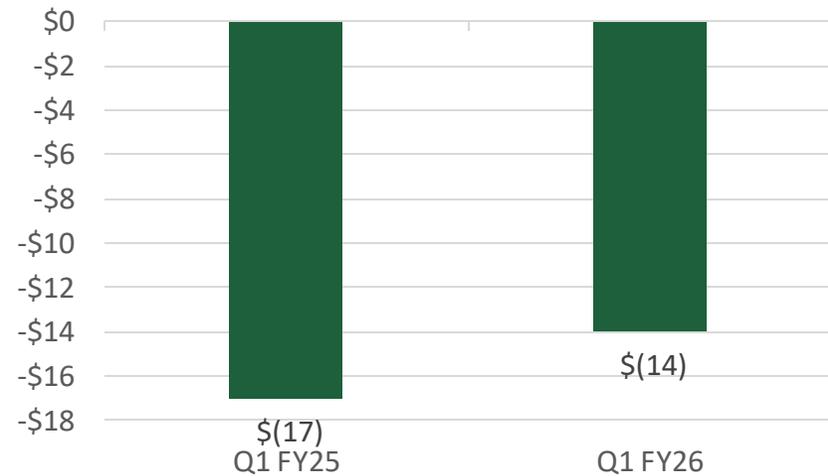
# Category Performance

Organic Net Sales	Q1 FY26 \$'s in millions	Q1 FY26 vs. LY
Snacks	\$80	-17%
Baby & Kids	\$55	-10%
Beverages	\$58	+2%
Meal Prep	\$149	0%

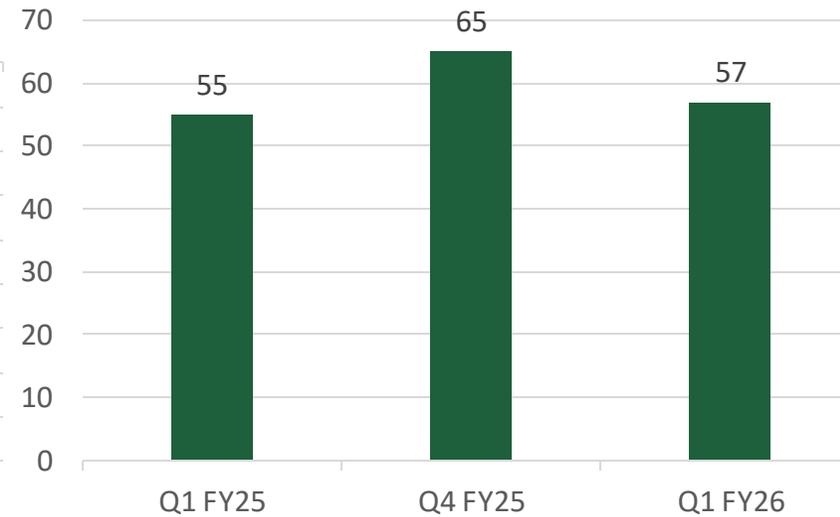


# Free Cash Flow And Working Capital Mgmt.

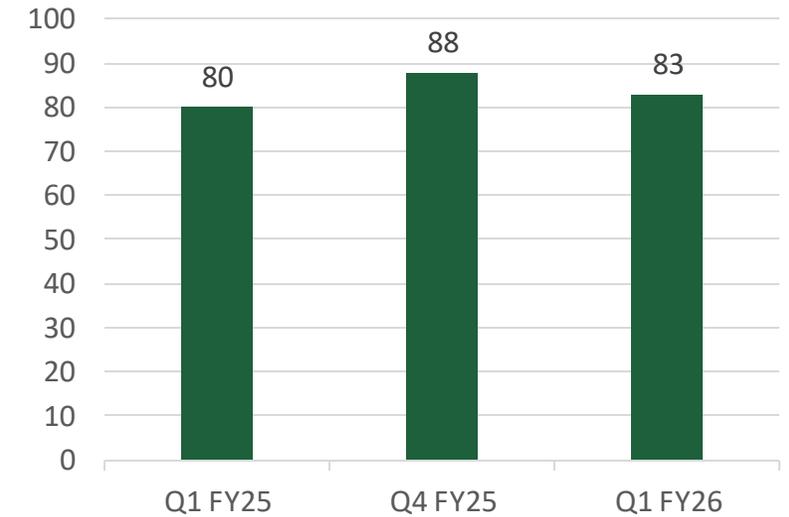
Free Cash Flow  
(\$ millions)



Days Payable Outstanding (DPO)

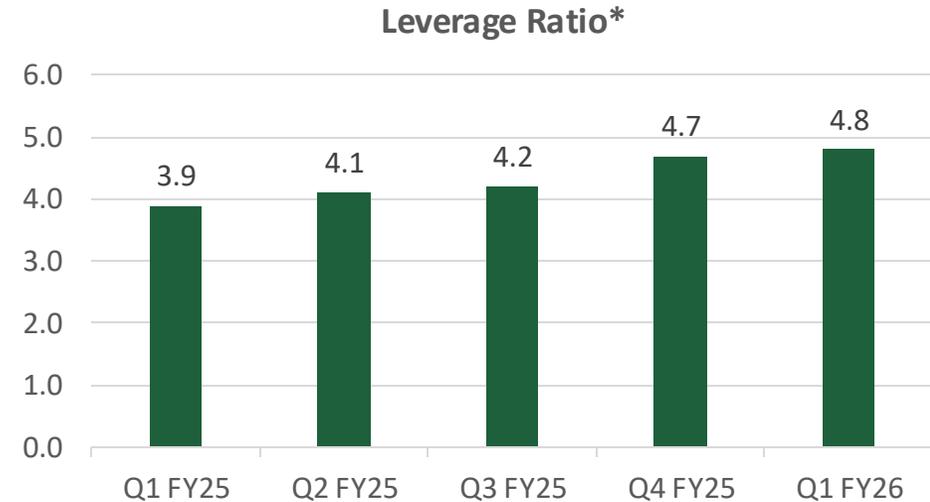
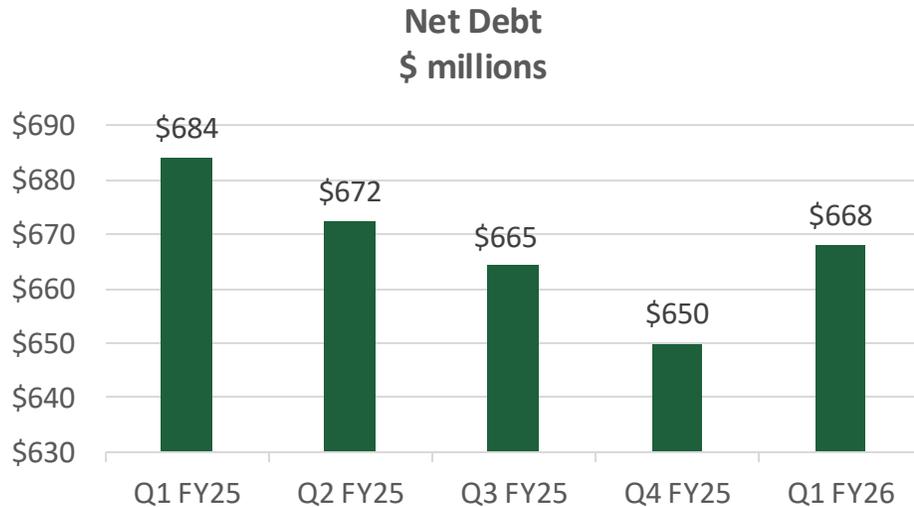


Days Inventory Outstanding (DIO)



**Progress Towards FY27 DPO Target of 70+ Days**  
**Improvement in DIO is an Area of Focus for FY26**

# Track Record of Improvement In Net Debt



**Reduced Net Debt by \$15 Million vs Year Ago**  
**Long-Term Leverage Ratio Goal of <3x**



\* Credit agreement consolidated secured leverage ratio  
Note: maximum consolidated secured leverage ratio under our credit agreement is 5.5x for the quarter ending 9/30/2025 and the reafter

# Outlook

- **Given the uncertainty in the business around the outcome and timing of completion of our strategic review, we are currently not providing numeric guidance for the year**
- **We expect aggressive cost cutting and execution against our 5 actions to win in the marketplace to drive stronger top- and bottom-line results in 2H FY26 as compared to 1H FY26**
- **We expect free cash flow in FY26 to be positive**





# In Conclusion

- Encouraged by early progress and building blocks are in place to drive 2H improvement
- Have taken action to strengthen financial health, streamline operations, and energize brands, **balancing near-term financial flexibility with future growth**
- Near-term priorities remain **stabilizing sales, improving profitability, optimizing cash, and deleveraging the balance sheet**
- Creating greater financial flexibility by **rapidly resetting cost structure and ensuring strong ROI for every dollar invested**
- Focused turnaround strategy anchored on **5 actions to win in the marketplace**



# Q&A



# Appendix



# Net Sales, Gross Profit, Adjusted Gross Profit & Adjusted EBITDA by Segment (Q1 FY26 and Q1 FY25)

**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
<b>Net Sales</b>				
Net sales - Q1 FY26	\$ 203,920	\$ 163,963	\$ -	\$ 367,883
Net sales - Q1 FY25	\$ 231,140	\$ 163,456	\$ -	\$ 394,596
% change - FY26 net sales vs. FY25 net sales	(11.8)%	0.3%		(6.8)%
<b>Gross Profit</b>				
Q1 FY26				
Gross profit	\$ 42,414	\$ 25,664	\$ -	\$ 68,078
Non-GAAP adjustments <sup>(1)</sup>	3,789	-	-	3,789
Adjusted gross profit	\$ 46,203	\$ 25,664	\$ -	\$ 71,867
% change - FY26 gross profit vs. FY25 gross profit	(10.3)%	(25.2)%		(16.6)%
% change - FY26 adjusted gross profit vs. FY25 adjusted gross profit	(3.0)%	(25.2)%		(12.3)%
Gross margin	20.8%	15.7%		18.5%
Adjusted gross margin	22.7%	15.7%		19.5%
Q1 FY25				
Gross profit	\$ 47,284	\$ 34,326	\$ -	\$ 81,610
Non-GAAP adjustments <sup>(1)</sup>	329	-	-	329
Adjusted gross profit	\$ 47,613	\$ 34,326	\$ -	\$ 81,939
Gross margin	20.5%	21.0%		20.7%
Adjusted gross margin	20.6%	21.0%		20.8%
<b>Adjusted EBITDA</b>				
Q1 FY26				
Adjusted EBITDA	\$ 17,009	\$ 12,555	\$ (9,832)	\$ 19,732
% change - FY26 Adjusted EBITDA vs. FY25 Adjusted EBITDA	36.5%	(38.4)%	5.9%	(11.8)%
Adjusted EBITDA margin	8.3%	7.7%		5.4%
Q1 FY25				
Adjusted EBITDA	\$ 12,459	\$ 20,370	\$ (10,454)	\$ 22,375
Adjusted EBITDA margin	5.4%	12.5%		5.7%

<sup>(1)</sup> 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 FY26 and Q1 FY25)

## 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	
	2026	2025
Gross profit, GAAP	\$ 68,078	\$ 81,610
<i>Adjustments to Cost of sales:</i>		
Plant closure related costs, net	3,789	329
Gross profit, as adjusted	<u>\$ 71,867</u>	<u>\$ 81,939</u>

#### Reconciliation of Operating (Loss) Income, GAAP to Operating Income, as Adjusted:

	First Quarter	
	2026	2025
Operating (loss) income, GAAP	\$ (6,865)	\$ 3,053
<i>Adjustments to Cost of sales:</i>		
Plant closure related costs, net	3,789	329
<i>Adjustments to Operating expenses <sup>(a)</sup>:</i>		
Productivity and transformation costs	8,219	5,018
Transaction and integration costs, net	2,173	(318)
Certain litigation expenses, net <sup>(b)</sup>	827	827
Plant closure related costs, net	47	47
Long-lived asset impairment	-	31
Operating income, as adjusted	<u>\$ 8,190</u>	<u>\$ 8,987</u>

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

<sup>(b)</sup> 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 FY26 and Q1 FY25) 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	
	2026	2025
Net loss, GAAP	\$ (20,625)	\$ (19,663)
<i>Adjustments to Cost of sales:</i>		
Plant closure related costs, net	3,789	329
<i>Adjustments to Operating expenses <sup>(a)</sup>:</i>		
Productivity and transformation costs	8,219	5,018
Transaction and integration costs, net	2,173	(318)
Certain litigation expenses, net <sup>(b)</sup>	827	827
Plant closure related costs, net	47	47
Long-lived asset impairment	-	31
<i>Adjustments to Interest and other expense, net <sup>(c)</sup>:</i>		
Unrealized currency losses	265	1,194
(Gain) loss on sale of assets	(886)	3,934
<i>Adjustments to (Benefit) provision for income taxes:</i>		
Net tax impact of non-GAAP adjustments	(1,051)	4,793
Net loss, as adjusted	<u>\$ (7,242)</u>	<u>\$ (3,808)</u>
Net loss margin	(5.6)%	(5.0)%
Adjusted net loss margin	(2.0)%	(1.0)%
Diluted shares used in the calculation of net loss per common share:	90,309	89,861
Diluted shares used in the calculation of adjusted net loss per common share:	90,309	89,861
Diluted net loss per common share, GAAP	\$ (0.23)	\$ (0.22)
Diluted net loss per common share, as adjusted	\$ (0.08)	\$ (0.04)

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

<sup>(b)</sup> Expenses and items relating to securities class action, baby food litigation and SEC investigation.

<sup>(c)</sup> Interest and other expense, net includes interest and other financing expenses, net, unrealized currency losses, (gain) loss on sale of assets, and other expense, net.

# Organic Net Sales by Segment (Q1 FY26 and Q1 FY25)

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

<b>Q1 FY26</b>	<b>North America</b>	<b>International</b>	<b>Hain Consolidated</b>
Net sales	\$ 203,920	\$ 163,963	\$ 367,883
Less: Impact of held for sale businesses, discontinued brands and exited product categories	19,100	728	19,828
Less: Impact of foreign currency exchange	(158)	6,718	6,560
Organic net sales	<u>\$ 184,978</u>	<u>\$ 156,517</u>	<u>\$ 341,495</u>
<b>Q1 FY25</b>			
Net sales	\$ 231,140	\$ 163,456	\$ 394,596
Less: Impact of divestitures, held for sale businesses, discontinued brands and exited product categories	31,477	602	32,079
Organic net sales	<u>\$ 199,663</u>	<u>\$ 162,854</u>	<u>\$ 362,517</u>
Net sales (decline) growth	(11.8)%	0.3%	(6.8)%
Less: Impact of divestitures, held for sale businesses, discontinued brands and exited product categories	(4.3)%	0.1%	(2.7)%
Less: Impact of foreign currency exchange	(0.1)%	4.1%	1.7%
Organic net sales decline	<u>(7.4)%</u>	<u>(3.9)%</u>	<u>(5.8)%</u>

# Organic Net Sales by Segment (Q4 FY25 and Q4 FY24)

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

	<u>North America</u>	<u>International</u>	<u>Hain Consolidated</u>
<b>Q4 FY25</b>			
Net sales	\$ 205,790	\$ 157,558	\$ 363,348
Less: Impact of divestitures, held for sale businesses, discontinued brands and exited product categories	21,976	935	22,911
Less: Impact of foreign currency exchange	(224)	8,353	8,129
Organic net sales	<u>\$ 184,038</u>	<u>\$ 148,270</u>	<u>\$ 332,308</u>
<b>Q4 FY24</b>			
Net sales	\$ 259,695	\$ 159,104	\$ 418,799
Less: Impact of divestitures, held for sale businesses, discontinued brands and exited product categories	44,787	1,508	46,295
Organic net sales	<u>\$ 214,908</u>	<u>\$ 157,596</u>	<u>\$ 372,504</u>
Net sales decline	(20.8)%	(1.0)%	(13.2)%
Less: Impact of divestitures, held for sale businesses, discontinued brands and exited product categories	(6.3)%	(0.4)%	(4.3)%
Less: Impact of foreign currency exchange	(0.1)%	5.3%	1.9%
Organic net sales decline	<u>(14.4)%</u>	<u>(5.9)%</u>	<u>(10.8)%</u>

# Organic Net Sales by Category (Q1 FY26 and Q1 FY25)

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

	<u>Snacks</u>	<u>Baby &amp; Kids</u>	<u>Beverages</u>	<u>Meal Prep</u>	<u>Personal Care</u>	<u>Hain Consolidated</u>
<b>Q1 FY26</b>						
Net sales	\$ 80,015	\$ 55,792	\$ 59,574	\$ 159,622	\$ 12,880	\$ 367,883
Less: Impact of held for sale businesses, discontinued brands and exited product categories	-	1	-	6,947	12,880	19,828
Less: Impact of foreign currency exchange	208	910	1,860	3,582	-	6,560
Organic net sales	<u>\$ 79,807</u>	<u>\$ 54,881</u>	<u>\$ 57,714</u>	<u>\$ 149,093</u>	<u>\$ -</u>	<u>\$ 341,495</u>
<b>Q1 FY25</b>						
Net sales	\$ 99,475	\$ 60,768	\$ 56,676	\$ 159,392	\$ 18,285	\$ 394,596
Less: Impact of divestitures, held for sale businesses, discontinued brands and exited product categories	3,075	109	-	10,610	18,285	32,079
Organic net sales	<u>\$ 96,400</u>	<u>\$ 60,659</u>	<u>\$ 56,676</u>	<u>\$ 148,782</u>	<u>\$ -</u>	<u>\$ 362,517</u>
Net sales (decline) growth	(19.6)%	(8.2)%	5.1%	0.1%	(29.6)%	(6.8)%
Less: Impact of divestitures, held for sale businesses, discontinued brands and exited product categories	(2.6)%	(0.2)%	0.0%	(2.3)%	n/a	(2.7)%
Less: Impact of foreign currency exchange	0.2%	1.5%	3.3%	2.2%	n/a	1.7%
Organic net sales (decline) growth	<u>(17.2)%</u>	<u>(9.5)%</u>	<u>1.8%</u>	<u>0.2%</u>	<u>n/a</u>	<u>(5.8)%</u>

# Adjusted EBITDA (Q1 FY26 and Q1 FY25)

## THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES

### Adjusted EBITDA

(unaudited and in thousands)

	First Quarter	
	2026	2025
Net loss	\$ (20,625)	\$ (19,663)
Depreciation and amortization	15,411	11,427
Equity in net loss of equity-method investees	173	155
Interest expense, net	13,142	12,995
(Benefit) provision for income taxes	(1,256)	3,523
Stock-based compensation, net	2,003	2,876
Unrealized currency losses	265	1,194
Certain litigation expenses, net <sup>(a)</sup>	827	827
Restructuring activities		
Productivity and transformation costs	8,219	5,018
Plant closure related costs, net	286	376
Acquisitions, divestitures and other		
Transaction and integration costs, net	2,173	(318)
(Gain) loss on sale of assets	(886)	3,934
Impairment charges		
Long-lived asset impairment	-	31
Adjusted EBITDA	<u>\$ 19,732</u>	<u>\$ 22,375</u>

<sup>(a)</sup> Expenses and items relating to securities class action, baby food litigation and SEC investigation.

# Net Debt (Q1 FY25 – Q1 FY26)

## THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES

### Net Debt

(unaudited and in thousands)

	<u>September 30, 2025</u>	<u>June 30, 2025</u>	<u>March 31, 2025</u>	<u>December 31, 2024</u>	<u>September 30, 2024</u>
Debt					
Long-term debt, less current portion	\$ 708,563	\$ 697,168	\$ 701,401	\$ 721,076	\$ 732,799
Current portion of long-term debt	7,647	7,653	7,554	7,564	7,567
Total debt	<u>716,210</u>	<u>704,821</u>	<u>708,955</u>	<u>728,640</u>	<u>740,366</u>
Less: Cash and cash equivalents	47,886	54,355	44,425	56,200	56,853
Net debt	<u>\$ 668,324</u>	<u>\$ 650,466</u>	<u>\$ 664,530</u>	<u>\$ 672,440</u>	<u>\$ 683,513</u>

# Free Cash Flow (Q1 FY26 and Q1 FY25)

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

	<b>First Quarter</b>	
	<b>2026</b>	<b>2025</b>
Net cash used in operating activities	\$ (8,480)	\$ (10,787)
Purchases of property, plant and equipment	<u>(5,227)</u>	<u>(5,757)</u>
Free cash flow	<u>\$ (13,707)</u>	<u>\$ (16,544)</u>

# Thank You!

