

BARCLAYS GLOBAL CONSUMER STAPLES CONFERENCE



A Healthier Way of Life™

SEPTEMBER 9, 2015



important information

FORWARD-LOOKING INFORMATION

Certain statements contained in this presentation constitute "forward-looking statements" under the Private Securities Litigation Reform Act of 1995. Words such as "plan," "continue," "expect," "anticipate," "intend," "estimate," "believe," "seek," "may," "potential," "can," "positioned," "should," "could," "future," "look forward," "outlook," and similar expressions, or the negative of those expressions, may identify forward-looking statements. These forward-looking statements include the Company's beliefs or expectations relating to (i) the Company's guidance for net sales and earnings per diluted share for fiscal year 2016, (ii) sales and growth trends and distribution opportunities, and (iii) the Company's planning goals. Such forward-looking statements involve known and unknown risks, uncertainties, and other factors which may cause the Company's 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. Such factors include, among others, the Company's ability to achieve its guidance for net sales and earnings per diluted share in fiscal year 2016 given the economic environment in the U.S. and other markets that it sells products as well as economic, political and business conditions generally and their effect on the Company's customers and consumers' product preferences, and the Company's business, financial condition and results of operations; changes in estimates or judgments related to the Company's impairment analysis of goodwill and other intangible assets, as well as with respect to the Company's valuation allowances of its deferred tax assets; the Company's ability to implement its business and acquisition strategy; the ability of the Company's joint venture investment to successfully execute its business plan; the Company's ability to realize sustainable growth generally and from investments in core brands, offering new products and its focus on cost containment, productivity, cash flow and margin enhancement in particular; the Company's ability to effectively integrate its acquisitions; the Company's ability to successfully consummate its proposed divestitures; the effects on the Company's results of operations from the impacts of foreign exchange; competition; the success and cost of introducing new products as well as the Company's ability to increase prices on existing products; availability and retention of key personnel; the Company's reliance on third party distributors, manufacturers and suppliers; the Company's ability to maintain existing customers and secure and integrate new customers; the Company's ability to respond to changes and trends in customer and consumer demand, preferences and consumption; international sales and operations; changes in fuel, raw material and commodity costs; ability to offset input cost increases; changes in, or the failure to comply with, government regulations; the availability of organic and natural ingredients; the loss of one or more of the Company's manufacturing facilities, independent co-packers or distribution centers; the Company's ability to manage its supply chain effectively; the ability to use the Company's trademarks; reputational damage; product liability; outbreak of diseases or food borne illnesses; product recall or market withdrawal; seasonality; litigation; the Company's reliance on its information technology systems; and the other risks detailed from time-to-time in the Company's reports filed with the SEC, including the annual report on Form 10-K for the fiscal year ended June 30, 2015.

As a result of the foregoing and other factors, no assurance can be given as to future results, levels of activity and achievements and neither the Company nor any person assumes responsibility for the accuracy and completeness of these statements.

NON-GAAP FINANCIAL MEASURES

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 Income presented in accordance with GAAP.

The Company defines adjusted EBITDA as net income (a GAAP measure) before income taxes, net interest expense, depreciation and amortization, impairment of long lived assets, equity in the earnings of non-consolidated affiliates, stock based compensation, acquisition-related expenses, including integration and restructuring charges and other non-recurring items. The Company's management believes that this presentation provides useful information to management, analysts and investors regarding certain additional financial and business trends relating to its results of operations and financial condition. In addition, management uses this measure for reviewing the financial results of the Company and as a component of performance-based executive compensation.

The Company defines Operating Free Cash Flow as cash provided from or used in operating activities (a GAAP measure) less capital expenditures. We view operating free cash flow as an important measure because it is one factor in evaluating the amount of cash available for discretionary investments.

Financial results have been adjusted to reflect the Company's 2 for 1 stock split in the form of a 100% dividend for holders of record as of the close of business on December 29, 2014.

Please refer to the Company's August 18, 2015 Form 8-K filings for details concerning non-GAAP financial measures. These filings are available on our website at <http://www.hain.com/investorrelations>.

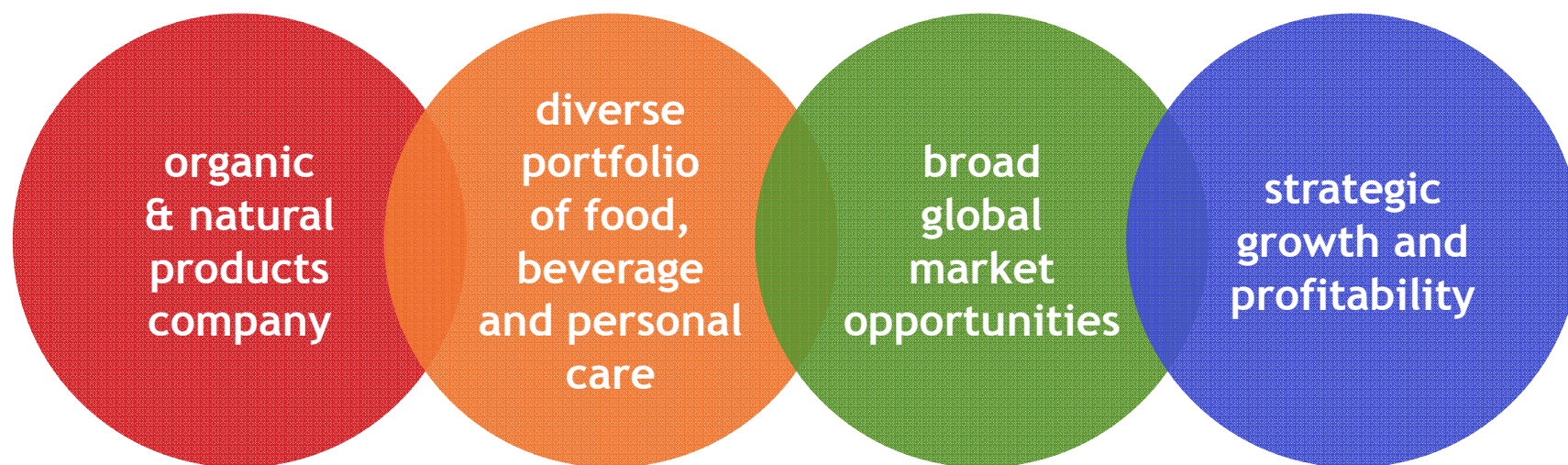


who we are





we are leading





we are growing

**2015 FORTUNE
100 Fastest Growing
Companies**

Third Year in a Row

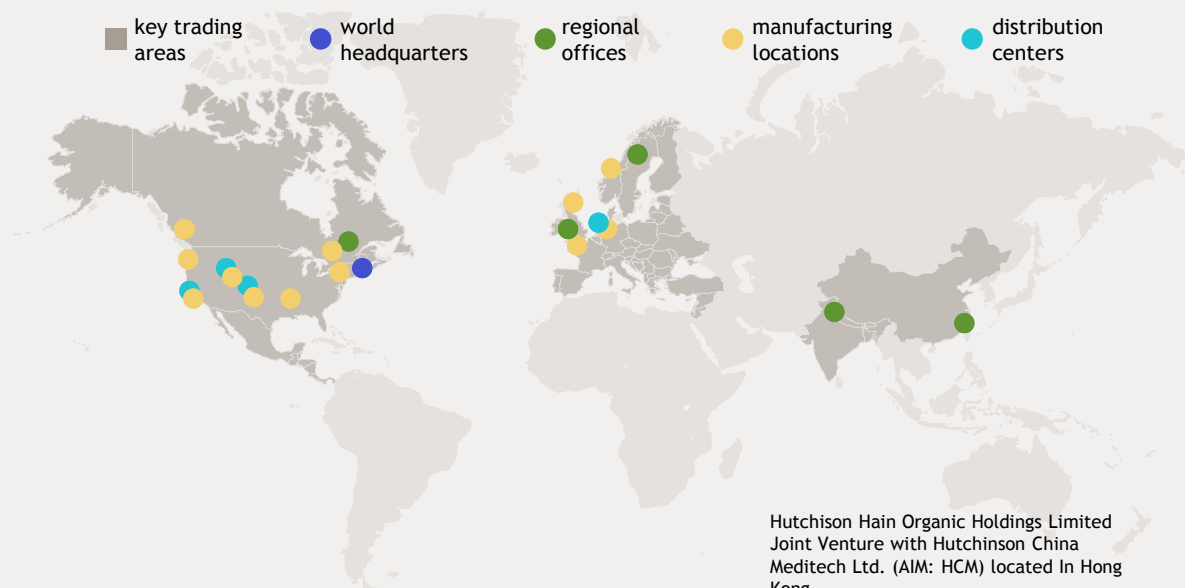




we are global

6,500
employees

36
manufacturing
facilities





we are responsible

An ongoing commitment to sustainable and socially responsible global operations

- Supporting farmers and communities to grow better food and live healthier lives
- Supporting sustainable business practices at a global level
- Supporting the public labeling efforts at federal and local levels
- Bees to bears, supporting environmental research and conservation



a healthier way of life is at the heart of everything we do



Our mission is to be the leading marketer, manufacturer and seller of organic and natural, better-for-you products.

We are committed to growing sustainably while continuing to implement environmentally sound business practices and manufacturing processes.



health and
wellness
matters today





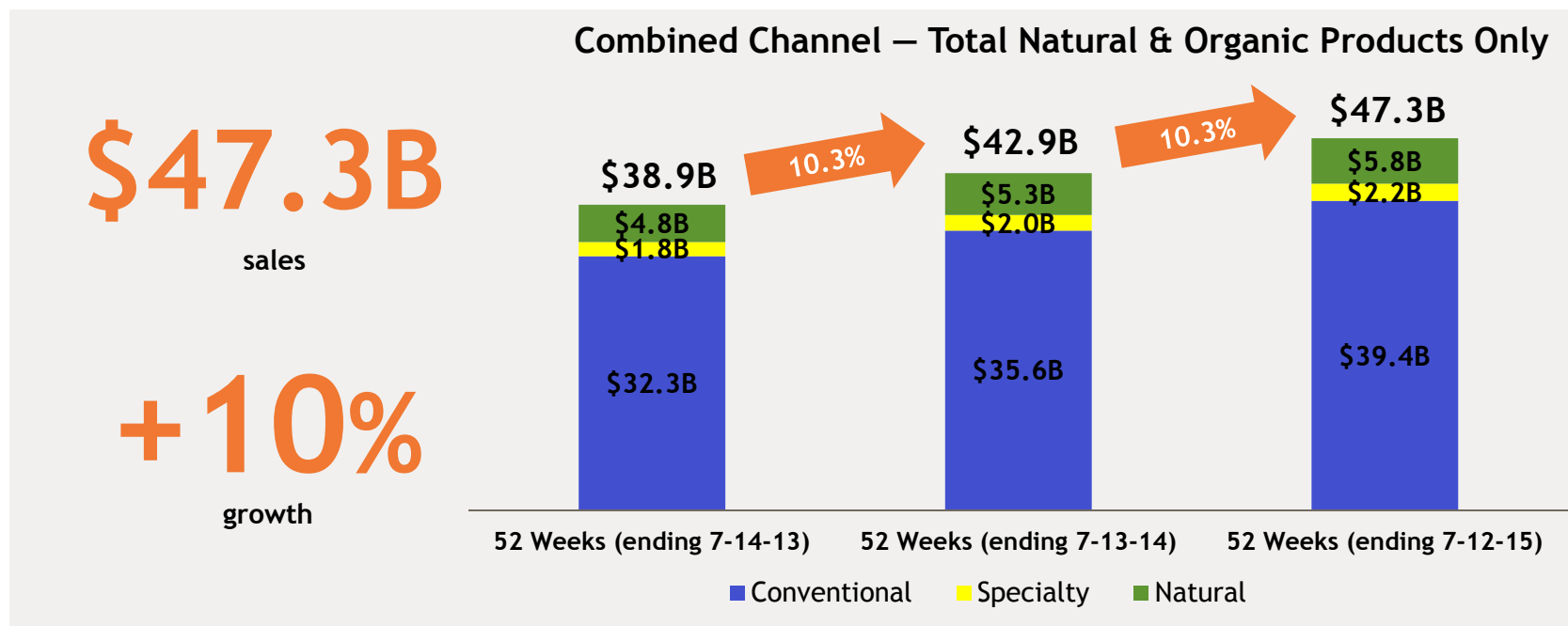
a robust, growing market



Source: Moelis & Company, SRI International, IBIS Worldwide Health Organization, 2012 World Health Statistics; Food Research and Action Center, 2012.



growth is natural



SPINSscan Natural, SPINSscan Specialty Gourmet, SPINSscan Conventional Multi-Outlet, 52 weeks ending 07/12/15 vs. year ago



audience today

20+ YEARS SUPPLYING BETTER-FOR-YOU

“back to basics”
ingredient-conscious
consumers and their
millennial children
are driving growth



audience tomorrow

MILLENNIALS

18-35 years old
born in the early '80s
want simple ingredients,
local, farm to table,
natural and organic





consumers increasingly trust organic

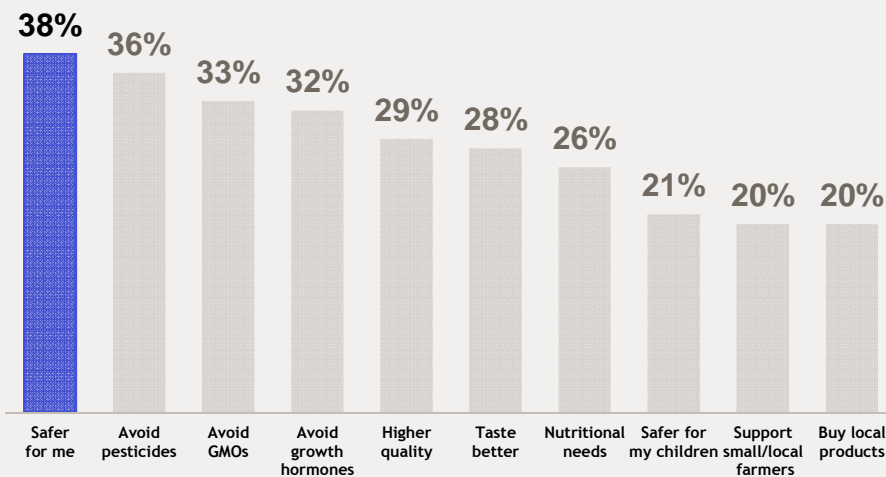
40%

trust organic
government
standards



38%

"Safer for me"
is main reason to
buy organic



Source: The Hartman Group Organic & Natural 2012 Report on US Consumers



consumer purchasing is increasing

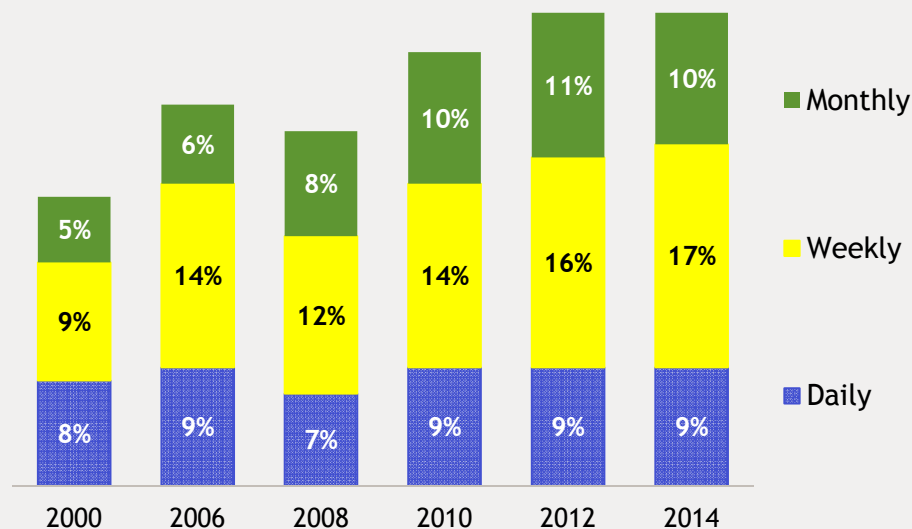
75%

US consumers
purchase
organic



36%

use organic
monthly/
weekly/daily



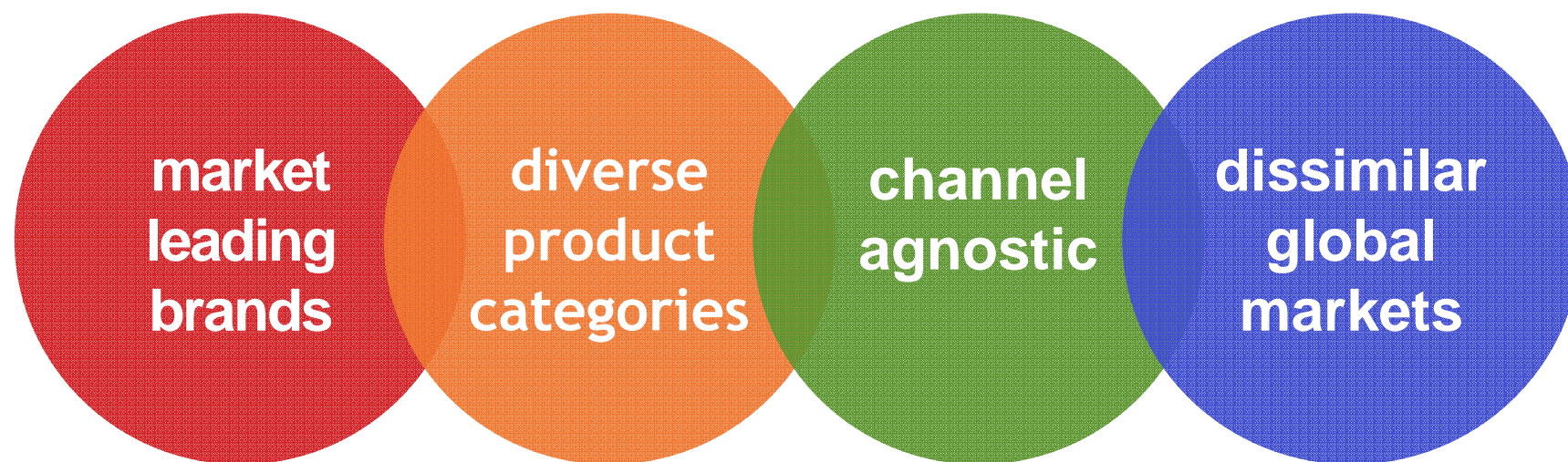
Source: The Hartman Group Organic & Natural 2014 Report on US Consumers

better-for-you is
better business



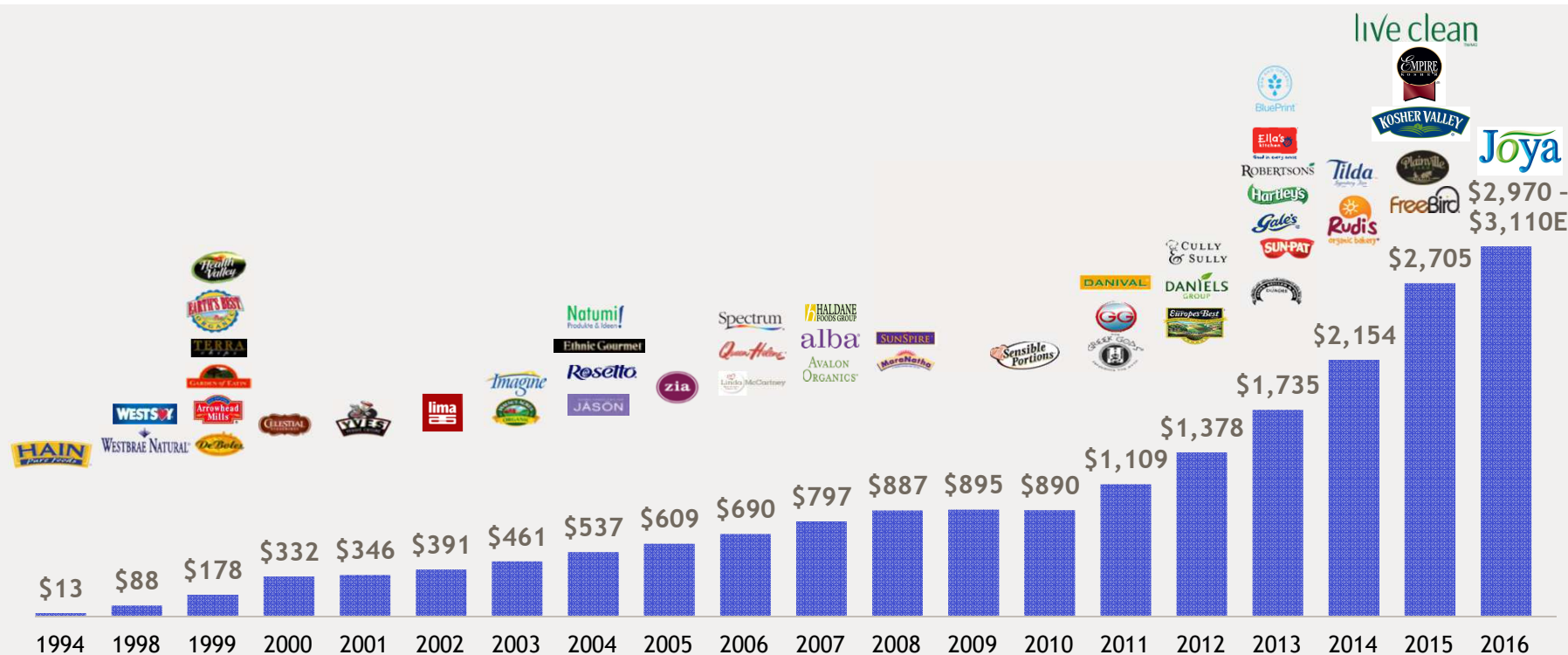


Hain Celestial





healthy, organic growth in net sales and brands

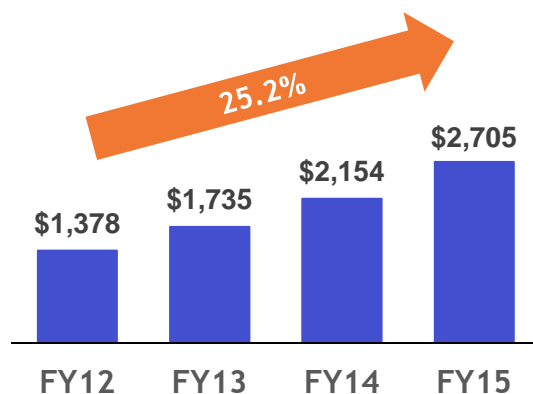


Fiscal Year 2015 net sales have been adjusted by \$16.7 million for voluntary nut butter recall and non-dairy beverage withdrawal

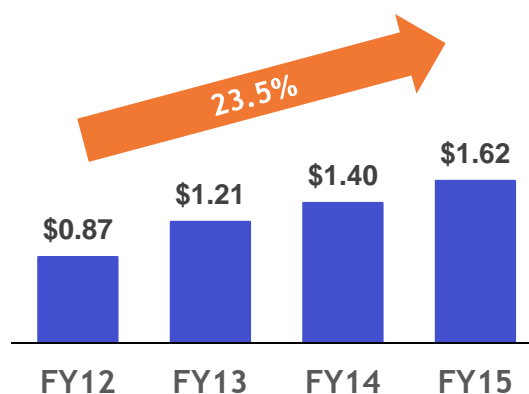


strong, consistent financial growth

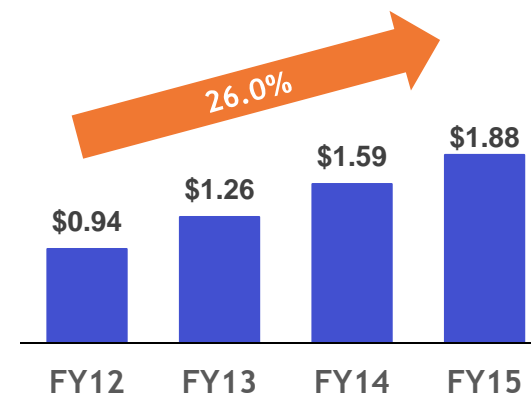
NET SALES (\$MM)



GAAP DILUTED EPS (\$)



ADJUSTED DILUTED EPS (\$)



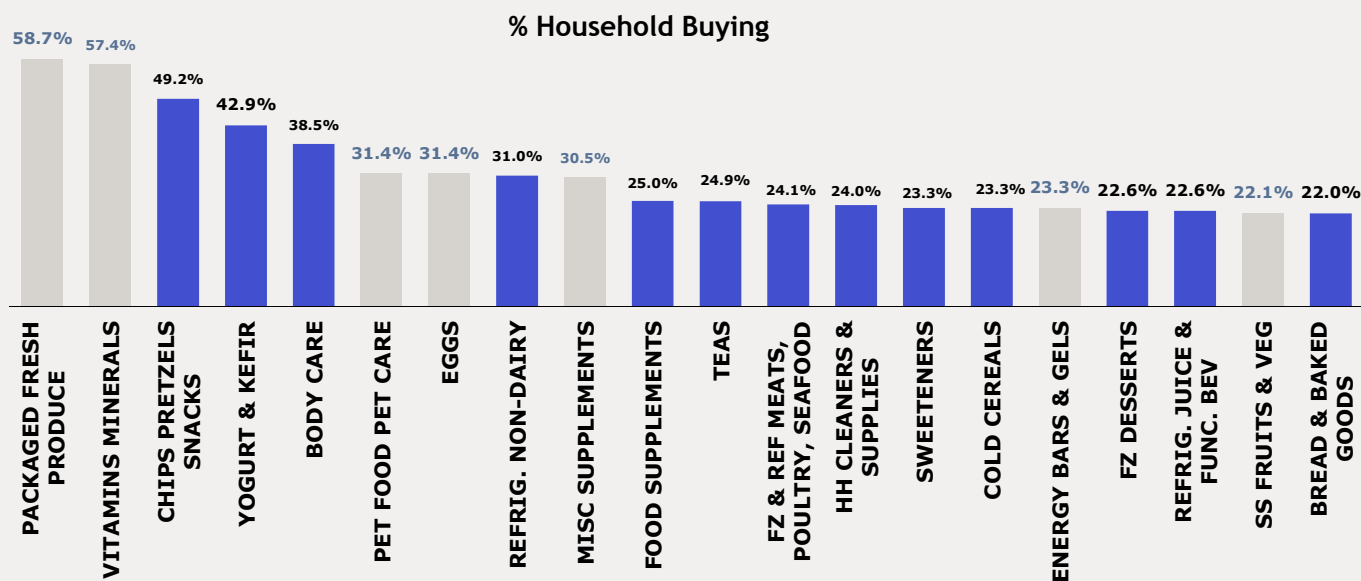
Note: Diluted EPS (GAAP and adjusted) have been updated to reflect 2:1 stock split as of the close of business 12/29/14.



HAIN in top natural & organic categories

13

of top 20
natural &
organic
categories



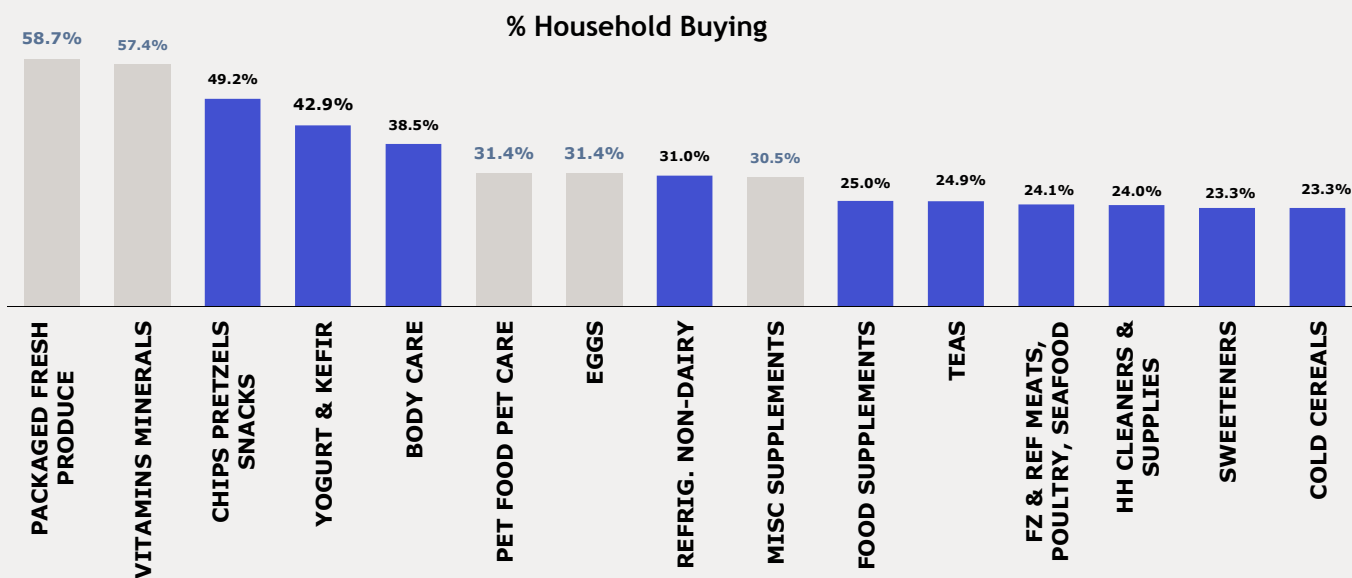
Source: SPINScan Consumer Insights TUS, All Outlet, 52 weeks ended 12/31/14 - SPINS-defined Naturally Positioned UPC products only



HAIN in top natural & organic categories

10

of top 15
natural &
organic
categories



Source: SPINScan Consumer Insights TUS, All Outlet, 52 weeks ended 12/31/14 - SPINS-defined Naturally Positioned UPC products only



with the attributes driving sales growth

**double-digit
growth**

in “free from”
categories

shoppers paying more attention
to what’s NOT in their food

- ✓ Organic
- ✓ Natural
- ✓ Gluten-Free
- ✓ GMO-Free
- ✓ No Added or Artificial Trans Fat
- ✓ No Artificial Preservatives
- ✓ Hormone Antibiotic Free
- ✓ High Fructose Corn Syrup Free

Source: Nielsen xAOC+C scanner data for the period ending 1/17/15



30 of our brands generate 70% of our sales





diversified customers across the globe



For the fiscal year ended 06/30/15



unparalleled sourcing and procurement acumen

99%

of food products are
GMO-free

20+

years global sourcing
relationships

global team leads best-in-class
sourcing efforts

- ✓ Work with farmers on sustainability
- ✓ Ensure supply of key non-GMO and organic commodities



multi-year productivity gains

35%

increase from \$30M in FY13
to \$55M in FY15

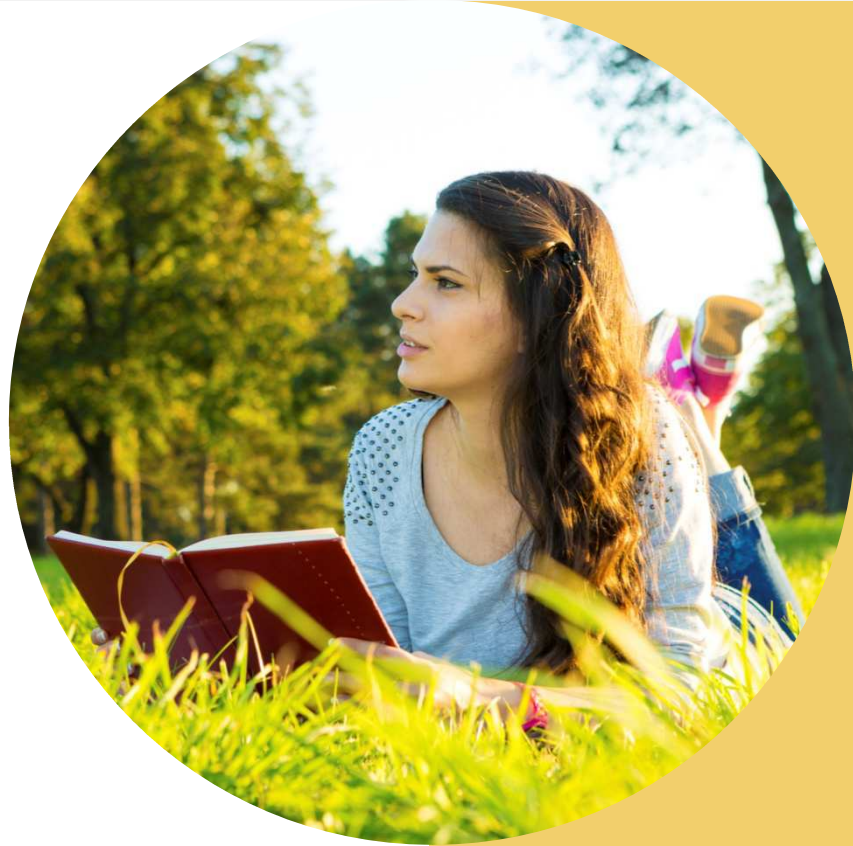
~\$60M

FY16 target

global team approach leverages
worldwide operations

- ✓ Increase efficiencies and economies of scale
- ✓ Enhance sales and overall operating margins

trusted products
and innovation





Hain Celestial US

FY15

\$1.4B

net sales

KEY CATEGORIES

- Baby
- Grocery
- Snacks
- Tea
- Plant-based Beverages
- Refrigerated
- Personal Care

DIVERSIFIED PLATFORM/
CHANNEL AGNOSTIC

80%

15 brands

60%

10 customers



packaging redesign and new product innovation





new product innovation



Refrigerated Baby & Toddler 15+ SKUS



5 Juices Part of Target's Made To Matter Program



new product innovation





new product innovation





new product innovation and packaging redesign





new product innovation





new product innovation





Hain Celestial UK

FY15

\$736M

net sales

KEY CATEGORIES

- Basmati Rice
- Jams & Spreads
- Fresh Soup
- Fresh Desserts
- Tea
- Plant-based Beverages
- Meat Free
- Fresh Fruit

DIVERSIFIED PLATFORM/
CHANNEL AGNOSTIC

60%

11 brands

60%

6 customers

Hain Celestial UK excludes Ella's Kitchen® brand sales, which is managed under Hain Celestial US's Infant, Toddler and Feeding products

new product innovation

SPREADS & JELLY



JUICE/SMOOTHIE



MEAT FREE



new product innovation

SOUP



RICE



PLANT-BASED BEVERAGES AND DESSERTS





Hain Celestial Canada

FY15

\$132M

net sales

KEY CATEGORIES

- Grocery
 - frozen fruit and vegetables
 - refrigerated and frozen meat alternatives
 - infant and toddler
 - yogurt
 - plant-based beverages and frozen desserts
 - basmati rice and other grains
 - soups
 - oils and condiments
 - nut butters
- Snacks
- Tea
- Personal Care

DIVERSIFIED PLATFORM/ CHANNEL AGNOSTIC

75%

10 brands

75%

6 customers



new product innovation developed in Canada

MEAT ALTERNATIVES



GROCERY



PERSONAL CARE





new product innovation lift and adapt from US

BEVERAGES AND YOGURT



GROCERY



SNACKS



PERSONAL CARE





Hain Celestial Europe

FY15

\$94M

net sales

KEY CATEGORIES

- Plant-based Beverages
- Tea
- Fruit Desserts
- Condiments
- Snacks

DIVERSIFIED PLATFORM/ CHANNEL AGNOSTIC

80%

5 brands

55%

20 customers

new product innovation

LIMA®



DANIVAL®



DREAM®





Hain Pure Protein

FY15*

\$359M

net sales

KEY CATEGORIES

- Antibiotic-free and Organic Whole Birds, Parts and Ground Chicken and Turkey
- Deli
- Tray Packs
- Ingredients

DIVERSIFIED PLATFORM/ CHANNEL AGNOSTIC

40%

Plainville Farms®,
Freebird®
and Empire® Brands

48%

5 customers

*HPPC's net sales include the acquisition of Empire® Kosher starting in March 2015.

PLAINVILLE FARMS®





growing by building global brands — highlights





ecommerce



established



brick & mortar



Brought to you by Hain Celestial



direct to consumer

emerging

financial highlights





performance highlights 4Q15

COMMENTARY

Record fourth quarter net sales and earnings per diluted share

SUMMARY RESULTS - CONTINUING OPERATIONS

(\$M except EPS)	FY15	FY14	Δ
Net Sales	\$698.1	\$583.8	+20%
Adjusted Gross Profit	\$174.0	\$162.1	+7%
Adjusted SG&A % of Sales	12.0%	15.1%	-311 BPS
Adjusted Net Income	\$57.2	\$46.0	+24.2%
Diluted Adjusted EPS	\$0.55	\$0.45	+22.2%
Diluted Shares	104.0	102.3	+2%



performance highlights FY15

COMMENTARY

Record adjusted net sales, adjusted net income and adjusted earnings per diluted share

SUMMARY RESULTS - CONTINUING OPERATIONS

(\$M except EPS)	FY15	FY14	Δ
Adjusted Net Sales	\$2,705.2	\$2,153.6	+26%
Adjusted Gross Profit	\$666.7	\$581.1	+15%
Adjusted SG&A % of Sales	13.0%	15.1%	-210 BPS
Adjusted Net Income	\$193.9	\$158.6	+22%
Diluted Adjusted EPS	\$1.88	\$1.59	+18%
Diluted Shares	103.4	100.0	+3%

FY15 net sales adjusted for \$16.7M voluntary nut butter product recall and non-dairy beverage withdrawal



balance sheet

COMMENTARY

strong cash generation and
continued capital investment

(\$M)	FY15	FY14	Δ
Cash	\$166.9	\$123.8	+35%
Debt	\$843.9	\$867.9	-\$24.0
Leverage	2.4x	2.8x	-14%
CapEx	\$51.2	\$41.6	+\$9.6
Stockholders' Equity	\$1,771.7	\$1,619.9	+9%



sales & capital structure highlights

SALES EXPECTATION

20th consecutive quarter of year-over-year double-digit net sales growth

- Overcame currency headwinds, product recall/withdrawal and plant fire to deliver record net sales and earnings

CAPITAL STRUCTURE

Entered into expanded unsecured credit facility to support business with working capital and acquisition capital for strategic growth

- Expanded \$850M –\$1B, with ability to increase by additional \$350M
- Extended maturity from 2017 to 2019 with more favorable pricing grid



growing by strategic acquisition – highlights

Joya®

- Creates leading plant-based food and beverage business
- Extends global reach into eastern Europe

Tilda®



- +12% Year 1 Branded Net Sales
- Expansion: US Foodservice, grocery and mass
- Global brand sales into India and Middle East

Empire Kosher®

- Expands antibiotic-free and organic and other fresh foods offerings with the leading kosher poultry company in the US

Hain Pure Protein



- +30% Year 1 Net Sales
- Distribution Gains in Grocery, Foodservice

Live Clean®

- Ability to manufacture personal care products in Canada
- Expand personal care manufacturing into East Coast and West Coast





recent acquisitions

HAIN CELESTIAL CANADA
LIVE CLEAN® PERSONAL CARE
~C\$25 MILLION NET SALES CY14
ACQUIRED FEBRUARY 2015

A leader in health and beauty care products with ~ 200 baby, body and hair care products

HAIN PURE PROTEIN
EMPIRE® KOSHER FOODS
~\$100 MILLION NET SALES CY14
ACQUIRED MARCH 2015

A leader in kosher, antibiotic- and hormone-free chicken and turkey products including fresh tray pack, frozen, deli, fully cooked, gluten-free and organic products



recent acquisitions

HAIN CELESTIAL EUROPE
MONA GROUP JOYA® AND HAPPY® BRANDS
~\$50 MILLION NET SALES CY14
ACQUIRED JULY 2015

A leader in plant-based foods and
beverages in central and eastern
Europe



recent achievements

M&A

Completed four strategic acquisitions:

Hain Pure Protein and Empire® Kosher lines of fresh, antibiotic-free poultry business and production facilities in the US

Live Clean® personal care products and production facility in Canada

® planted-based foods and beverages and production facilities in Europe

Introduced 200 new innovative products worldwide

Delivered \$55 million worldwide productivity savings



recent achievements

Named a FORTUNE 1,000 company and Top 100 Fastest Growing Companies 2015, third year in a row

Geographic expansion

- New office in India

- Global brand product shipments to the Middle East



FY16 guidance

NET SALES

\$2.97–\$3.11B

up ~10-15%

FROM FY2015

EARNINGS PER DILUTED SHARE

\$2.11-\$2.26

up ~12-20%

FROM FY2015

Guidance is provided for continuing operations on a non-GAAP basis and excludes acquisition-related expenses, integration and restructuring charges, start-up costs, unrealized net foreign currency gains or losses, reserves for litigation matters and other non-recurring items, including any product recalls or market withdrawals, that have been or may be incurred during the Company's fiscal year 2016, which the Company will continue to identify as it reports its future financial results. Guidance excludes the impact of any future acquisitions.



a healthy future





business planning: ‘we’re in the early innings’

GOAL ESTABLISHED IN
2013 TO ACHIEVE

\$3.5B

forecasted net
sales in 2018

8%

net sales
estimated
annual growth
compounded

KEY STRATEGIES

US

- Fill-in “Distribution White Space”
- New Product Innovation
- Whole Foods and Sprouts Farmers Markets expansion to 1,200 stores each

UK

- New Product Innovation
- Rollout Global Brands
- Sainsbury’s “Own Label” Chilled Desserts
- Tilda® Expansion

HAIN PURE PROTEIN

- Distribution and Category Expansion
- New Product Innovation
- Rollout Global Brands in Foodservice

CANADA & EUROPE

- Distribution Expansion
- New Product Innovation
- Rollout Global Brands

2017 MARKET

\$800B US FOOD

HAIN CELESTIAL OPPORTUNITY

1% = \$8B

0.1% = \$800M



business planning: 'we're in the early innings'

GOAL ESTABLISHED IN
2015 TO ACHIEVE

\$5.0B

estimated net
sales including
potential
acquisitions
through 2020

10%

net sales
estimated
annual growth
compounded

KEY STRATEGIES

US

- Drive Core Brands and Fill-in "Distribution White Space"
- Mix Optimization
- New Product Innovation
- Whole Foods, Sprouts Farmers Markets, Fresh Thyme, Natural Grocers

UK

- New Product Innovation
- Rollout Global Brands
- Sainsbury's "Own Label" Chilled Desserts
- Tilda® Expansion

HAIN PURE PROTEIN

- Distribution and Category Expansion
- New Product Innovation
- Rollout Global Brands in Foodservice

CANADA & EUROPE

- Distribution Expansion
- New Product Innovation
- Rollout Global Brands

2017 MARKET

\$800B US FOOD

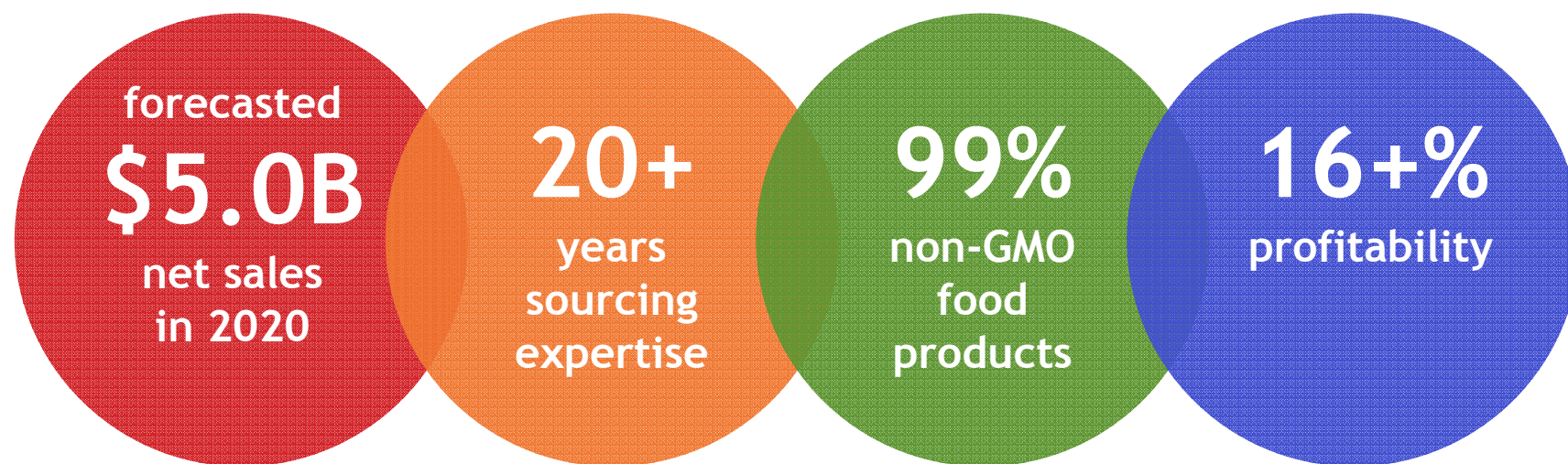
HAIN CELESTIAL OPPORTUNITY

1% = \$8B

0.1% = \$800M



we are Hain Celestial



BARCLAYS GLOBAL CONSUMER STAPLES CONFERENCE



A Healthier Way of Life™

SEPTEMBER 9, 2015