



Inspiring Healthier Living™

Hain Reports Q4 & Fiscal Year 2024 Results



\$419M

Net Sales

23.4%

Adjusted Gross Margin

\$40M

Adjusted EBITDA

\$31M

Free Cash Flow

Q4 2024 Earnings Results

We made tremendous progress in the foundational year of our Hain Reimagined Strategy in simplifying our business, transitioning to a global operating model, reducing geographic complexity and unlocking fuel to invest in key capabilities and invest behind our brands.

- Wendy Davidson, President & Chief Executive Officer

Key Takeaways

- ✓ Delivered top- and bottom-line of updated guidance
- ✓ Fuel exceeded targets, driving a reduction in net debt and leverage improvement
- ✓ Continued progress in gross margin expansion
- ✓ 85% of our business (grow and maintain brands) grew in organic net sales, taking action to stabilize the balance
- ✓ Strength in diversified portfolio & geographic footprint
- ✓ Focus on driving growth through accelerated commercial execution

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