

Hain Celestial Fourth Quarter Fiscal Year 2024 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 future performance, results of operations and financial condition; our strategic initiatives, including statements related to Hain Reimagined; our business strategy; our supply chain, including the availability and pricing of raw materials; our brand portfolio; pricing actions and product performance; inflation rates; and current or future macroeconomic trends.

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; disruption of operations at our manufacturing facilities; reliance on independent contract manufacturers; changes to consumer preferences; customer concentration; our ability to execute our cost reduction initiatives and related strategic initiatives; reliance on independent distributors; risks associated with operating internationally; the availability of organic ingredients; risks associated with outsourcing arrangements; risks associated with geopolitical conflicts or events; 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; our ability to attract and retain highly skilled people; risks related to tax matters; 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; foreign currency exchange risk; general economic conditions; compliance with our credit agreement; cybersecurity incidents; disruptions to information technology systems; the impact of climate change and related disclosure regulations; liabilities, claims or regulatory change with respect to environmental matters; 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; compliance with data privacy laws; the adequacy of our insurance coverage; 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, organic net sales, 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, 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 (for fiscal 2024): net sales excluding the impact of acquisitions, divestitures, discontinued brands and exited product categories. 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, discontinued brands and exited product categories, the net sales of a divested business, discontinued brand or exited product category are excluded from all periods.
- Organic net sales (for fiscal 2025): net sales excluding the impact of acquisitions, divestitures, discontinued brands and 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, discontinued brands and exited product categories, the net sales of a divested 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, warehouse and manufacturing consolidation and other costs, net, and other costs.
- Adjusted operating income and its related margin: operating loss before certain litigation expenses, net, plant closure related costs, net, productivity and transformation costs, CEO succession costs, warehouse and manufacturing consolidation and other costs, net, costs associated with acquisitions, divestitures and other transactions, and intangibles and long-lived asset impairments.
- Adjusted net income and its related margin and diluted net income 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, CEO succession costs, warehouse and manufacturing consolidation and other costs, net, costs associated with acquisitions, divestitures and other transactions, (gains) losses on sales of assets, intangibles and long-lived asset impairments, unrealized currency (gains) losses and the related tax effects of such adjustments, and other costs.
- Adjusted EBITDA: 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 and related costs, plant closure related costs, net, productivity and transformation costs, CEO succession costs, warehouse and manufacturing consolidation and other costs, costs associated with acquisitions, divestitures and other transactions, (gains) losses on sales of assets, transaction and integration costs, net, goodwill impairment, intangibles and long-lived asset impairments and other adjustments.
- Free cash flow: net cash provided by 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 and discontinued brands (and, starting in fiscal 2025, 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.



Business Update

Wendy Davidson
President & Chief Executive Officer



Q4 Key Takeaways

- Delivered top- and bottom-line of updated guidance
- Fuel exceeded targets, driving reduction in net debt and leverage improvement
- Continued progress in gross margin expansion
- Grow + Maintain brands, representing ~85% of the business, grew +3% in FY24, taking action to stabilize the balance
- Strength in diversified portfolio & geographic footprint
- Focus on stronger commercial execution to pivot to growth in FY25
- Remain confident in the Hain Reimagined strategy and algorithm, with FY24 as the revised baseline



HAIN REIMAGINED

Focus

Winning Portfolio

Simplified Footprint

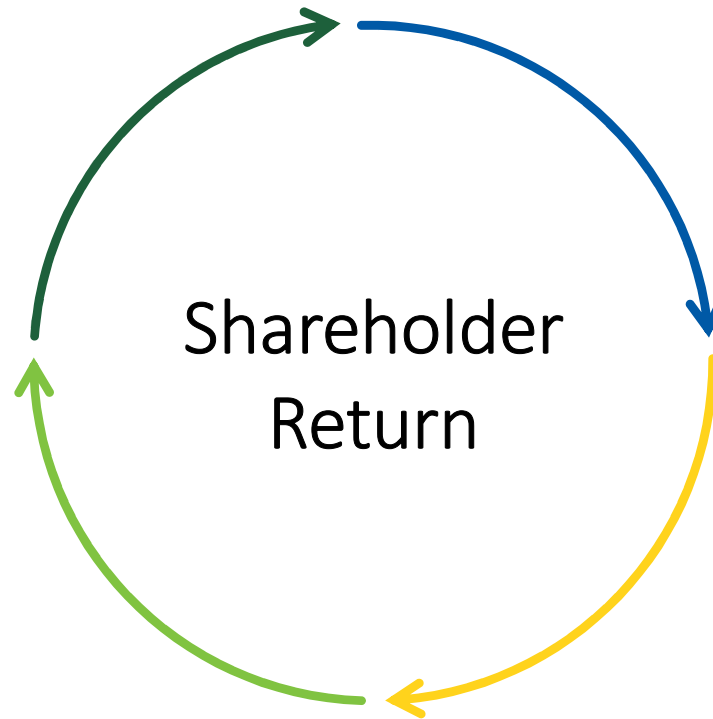
Global Operating Model

Fuel

Revenue Growth Management

Working Capital Management

Operational Efficiency



Build

Brand Building

Channel Expansion

Innovation

Grow

BFY Snacks

BFY Baby/Kids

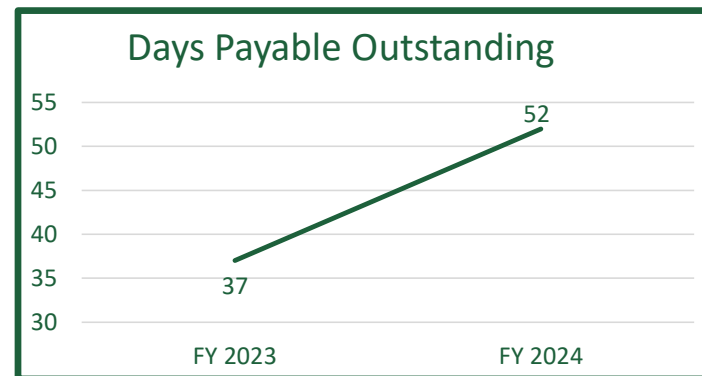
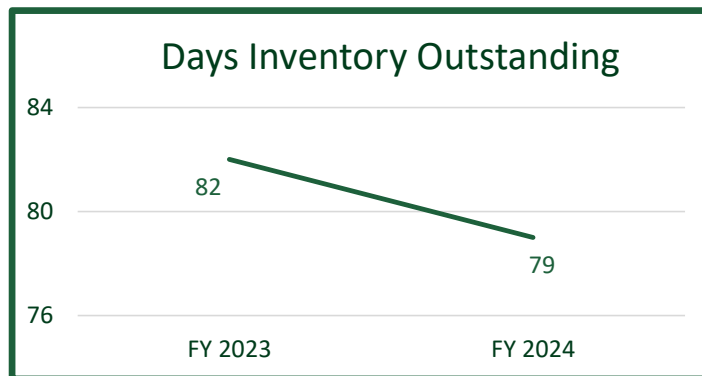
BFY Beverages

A Stronger Company Today Than One Year Ago

Consolidated Global Footprint	Exit Non-Strategic SKUs, Brands	Strategic Divestitures
Global Integration	Fuel Generation	Synergies of Scale
World Class Safety Levels	Performance Based Culture	Improved Balance Sheet



Generating Fuel Through RGM, Working Capital Management, Operational Efficiency



Global RGM Efforts Unlocked 50 bps Trade Spend Efficiency

Operational Efficiency Generated \$65 Million in Savings, Ahead of \$61 Million Target

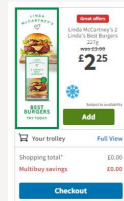


Accelerating Brand Building Investments Channel Expansion & Breakthrough Innovation

Brand Building



AFH & e-Commerce Channel Expansion



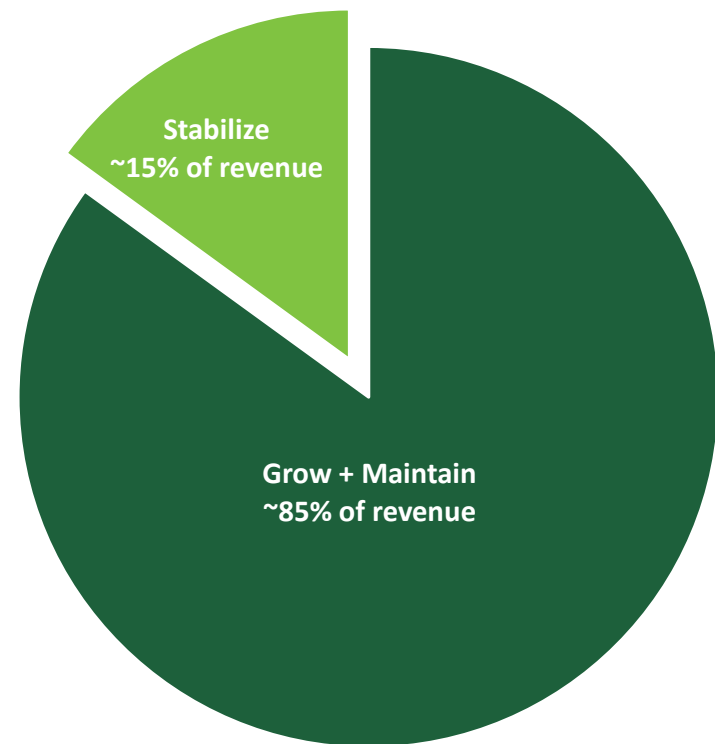
Product	Price	Rating
Sleepytime	£2.50	4.5
Citrus Chamomile	£2.50	4.5
Choking Fruit Blend	£2.50	4.5
Organic Pudding	£2.50	4.5



Innovation



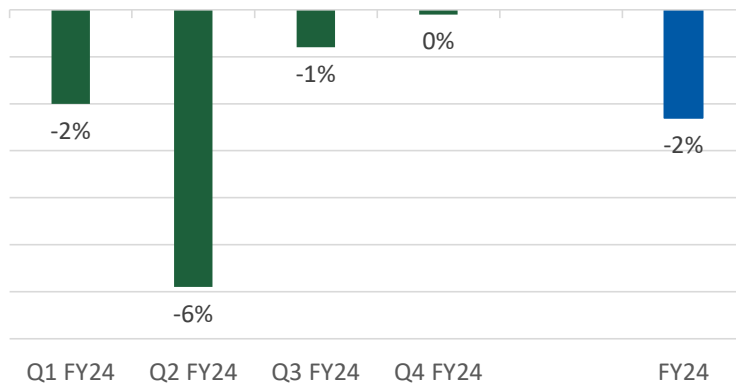
Grow + Maintain Brands Organic Net Sales Growth +3% Y/Y in FY24



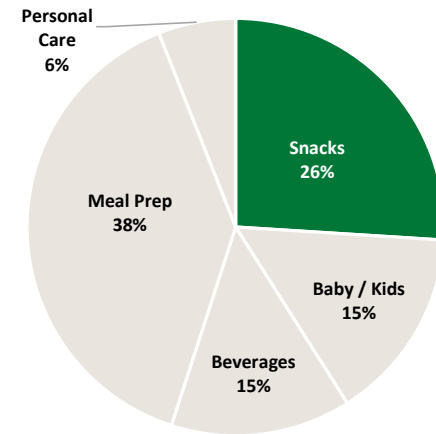
*Earth's Best excluding formula

Snacks

Organic Net Sales Growth Y/Y



Revenue % FY24



Highlights

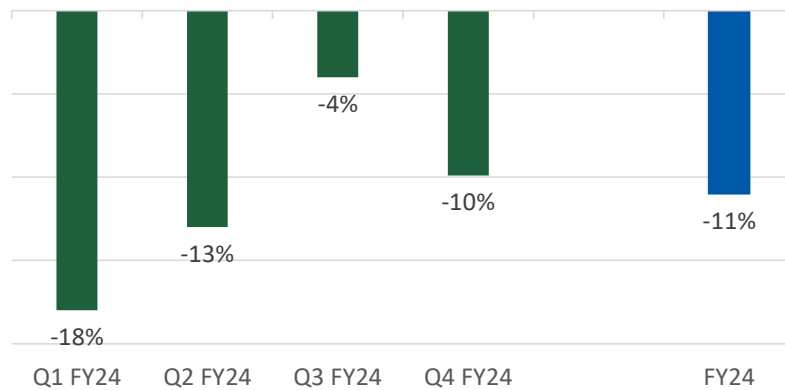
- Organic net sales growth +low-single-digits % y/y in Q4 in North America
- Flavor Burst #1 innovation launch in BFY Salty Snacks¹
- National multi-brand merchandising program, Savor Your Summer, drove shipper & pallet sales +28% y/y
- GVS Masterbrand campaign launch, YUMbelievably Delicious

¹ Total US-MULO+C, YTD 6/16/2024, NPI Shelf Stable Chips & Pretzels & Snacks, Dollar Sales

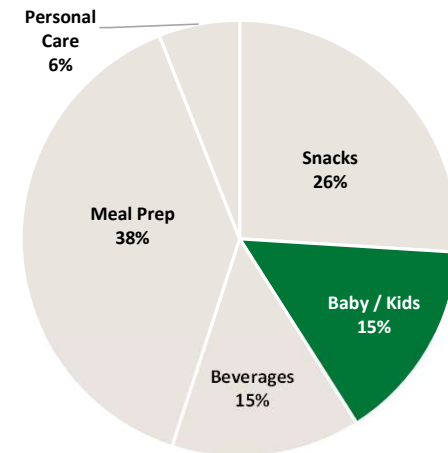


Baby & Kids

Organic Net Sales Growth Y/Y



Revenue % FY24



Highlights

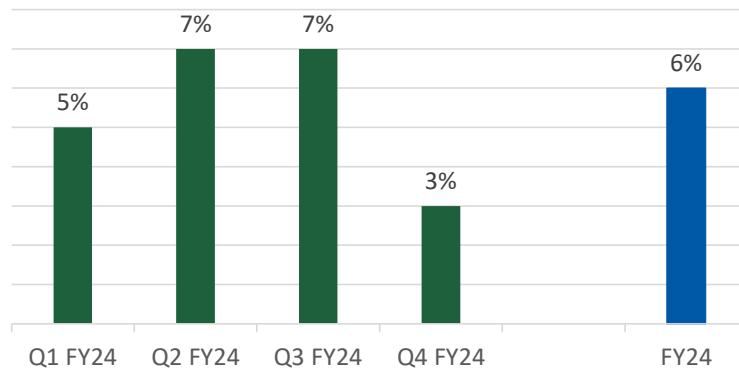
- Organic net sales growth positive y/y in FY24, excluding formula
- Earth's Best snacks grew organic net sales y/y in FY24
- Ella's Kitchen outperformed the market in volume in FY24¹
- Recruitment into Ella's continues to accelerate, 53% of 1st parents joining "Become a Friend" program
- Infant formula expected to be a key growth driver in 2H FY25 on supply recovery

¹ Circana Major Multiples, 52 WE 07/13/24



Beverages

Organic Net Sales Growth Y/Y

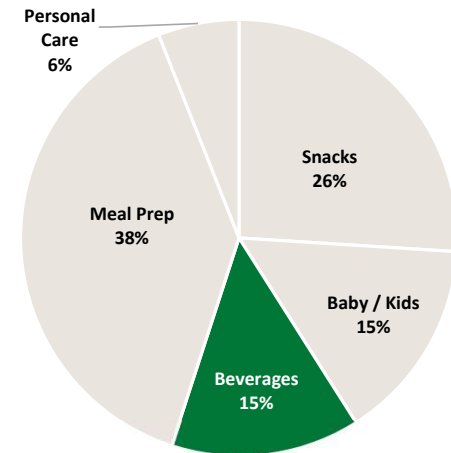


Highlights

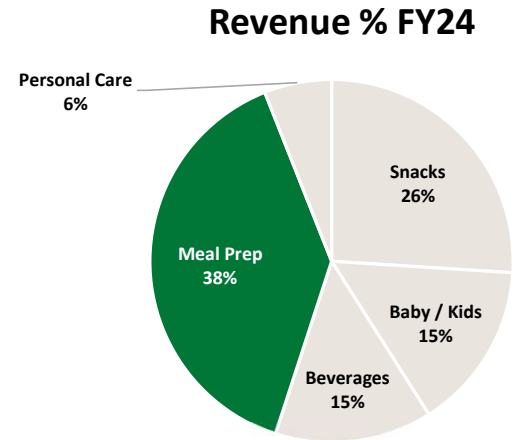
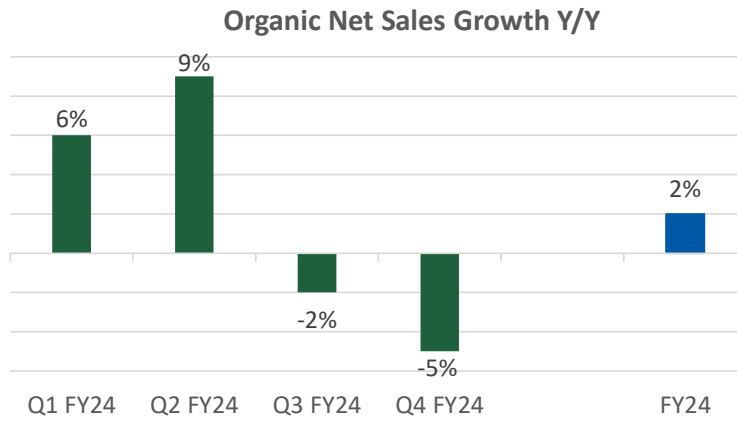
- Celestial Seasonings outpacing tea category & gaining share¹
- Celestial Seasonings launching new Masterbrand campaign ahead of hot tea season
- Premium non-dairy beverage brand, Natumi, grew organic net sales +high-single-digits % y/y in FY24
- Own-label non-dairy beverage grew organic net sales +mid-teens % y/y in FY24

¹ Circana MULO + C52 WE 07/14/24

Revenue % FY24



Meal Prep



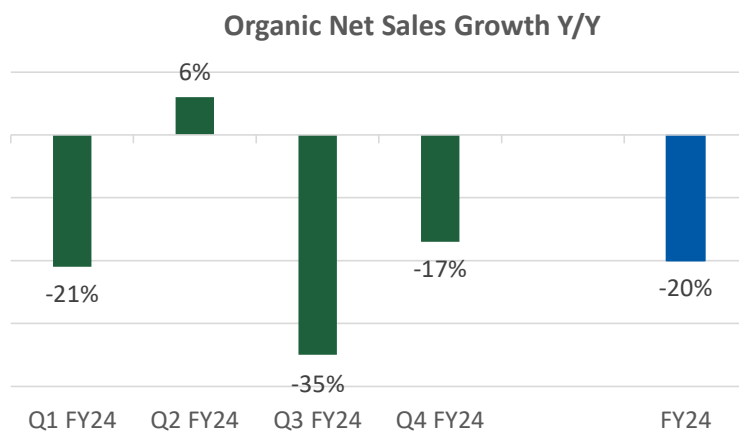
Highlights

- Strong growth in UK soups where we hold #1, #2, #3 positions
- Plant-based meat industry continues to be challenged
 - Yves in Canada continues to outpace the category & gain share¹
 - 60% of Linda McCartney portfolio is gaining or holding share²
- Portfolio and operations changes set to stabilize plant-based meat-free by addressing softer market, increased competition
- Significant expansion of plant-based meat into schools in UK
- New Greek Gods campaign 2H FY25

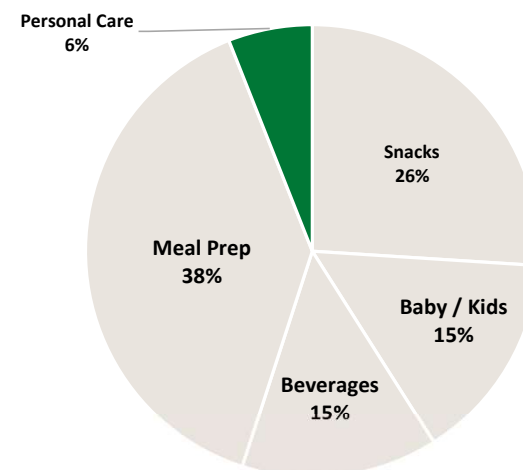
¹ Nielsen Canada 52 WE 07/14/24
² Circana 12 WE 7/13/24



Personal Care



Revenue % FY24



Highlights

- Executing “shrink to grow” plan to stabilize personal care and drive margin expansion
- Avalon organic net sales +10% in FY24 driven by e-commerce and natural channel



Looking Ahead...

Reset the Foundation FY24

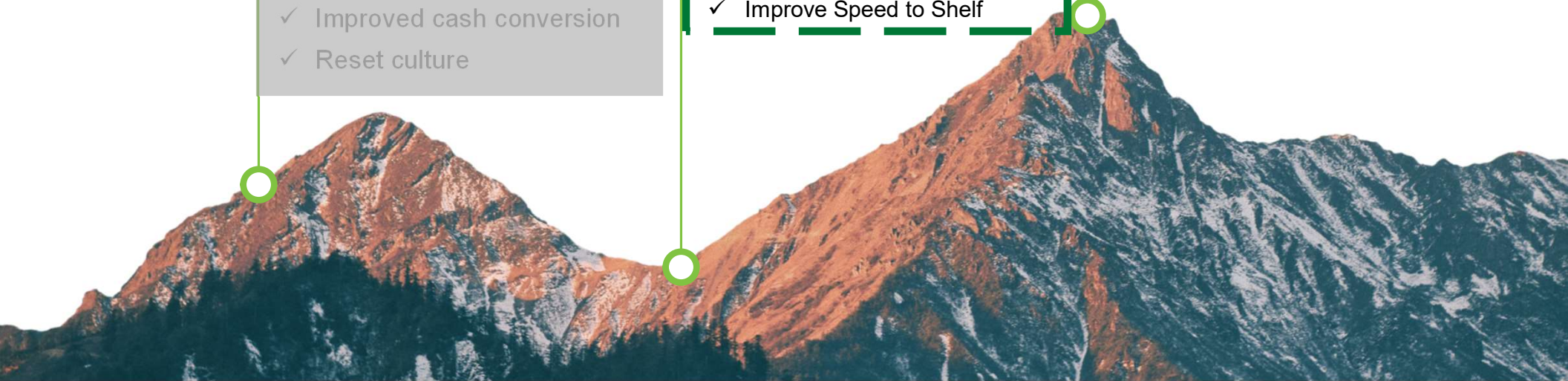
- ✓ Global operating model
- ✓ Investments for growth
- ✓ Improved cash conversion
- ✓ Reset culture

Pivot to Growth FY25-26

- ✓ Drive Commercial Execution
- ✓ Margin Expansion
- ✓ Brand Building & Innovation
- ✓ Channel Growth
- ✓ Improve Speed to Shelf

Realize our Full Potential FY27+

- ✓ Reimagined Supply Chain
- ✓ Modern digital infrastructure
- ✓ Leading talent & performance-driven culture



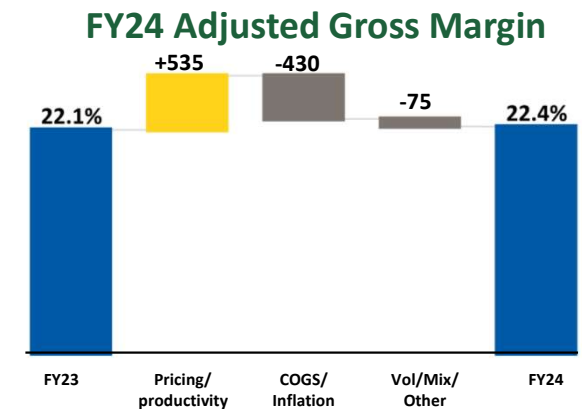
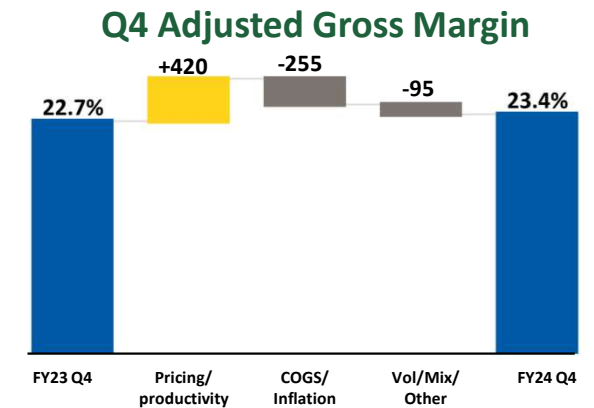
Financial Performance

Lee Boyce
Chief Financial Officer



Performance Summary

\$'s in millions	Q4 2024	Q4 2024 vs. LY	Q4 2024 vs. LY FX impact	FY 2024	FY 2024 vs. LY	FY 2024 vs. LY FX impact
Net Sales	\$419	-6%	0%	\$1,736	-3%	+1%
Organic Net Sales	\$417	-4%	0%	\$1,715	-2%	+1%
Adjusted Gross Margin	23.4%	+70 bps		22.4%	+30 bps	
Adjusted EBITDA	\$40	-9%		\$155	-7%	
Adjusted EBITDA Margin	9.4%	-30 bps		8.9%	-40 bps	
Adjusted Net Income	\$11	+13%		\$30	-33%	
Adjusted EPS	\$0.13	+12%		\$0.33	-33%	

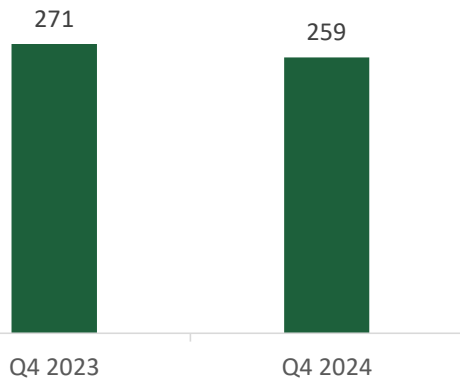


See Appendix for reconciliation between non-GAAP and comparable GAAP financial measures.

Q4 FY24 Segment Results – North America

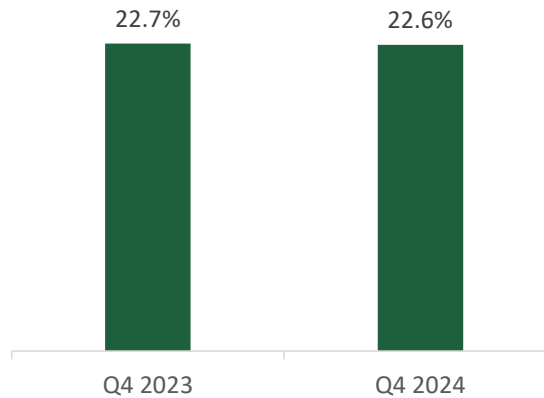
-5%

Organic Net Sales
(\$'s millions)



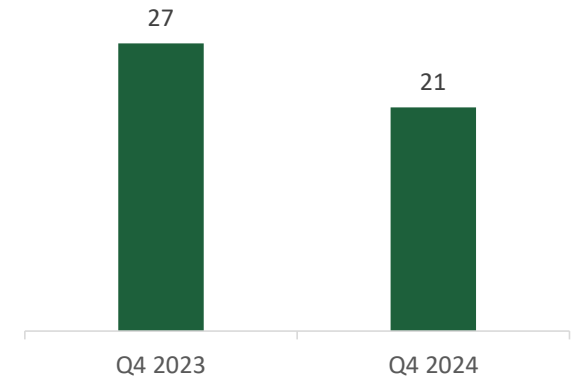
-20 bps

Adjusted Gross Margin



-23%

Adjusted EBITDA
(\$'s millions)

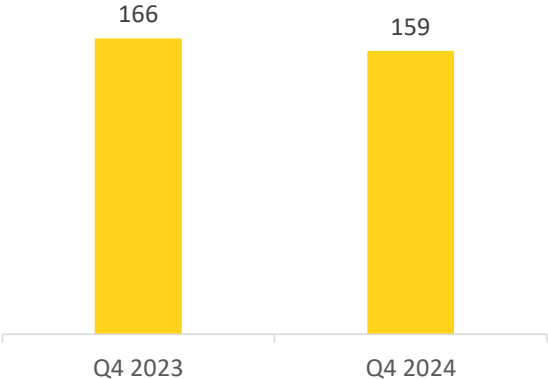


See Appendix for reconciliation between non-GAAP and comparable GAAP financial measures.

Q4 FY24 Segment Results – International

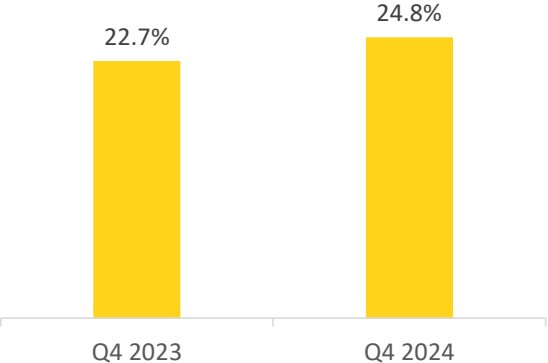
-4%

Organic Net Sales
(\$'s millions)



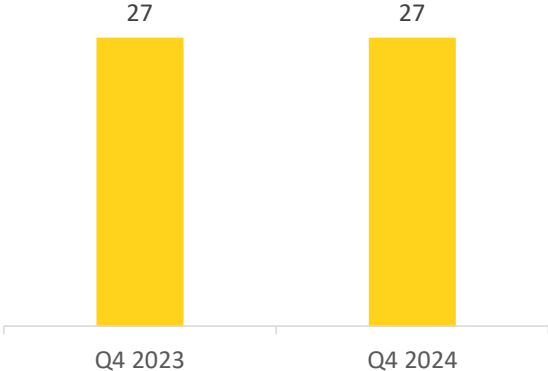
+210 bps

Adjusted Gross Margin



-2%

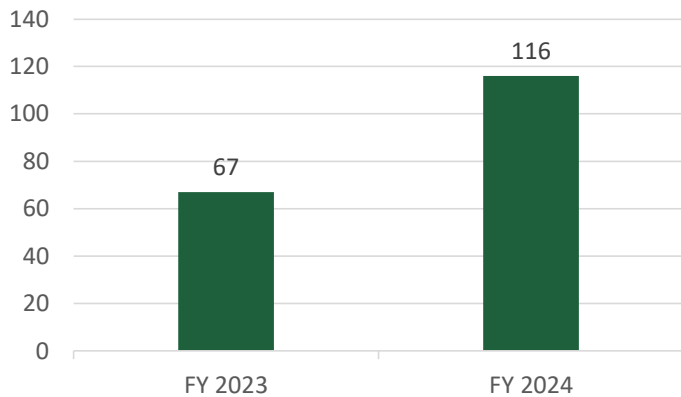
Adjusted EBITDA
(\$'s millions)



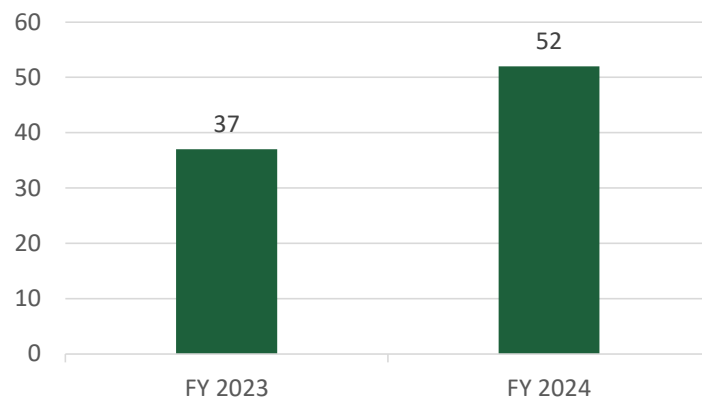
See Appendix for reconciliation between non-GAAP and comparable GAAP financial measures.

Strong Growth in Operating Cash Flow on Working Capital Management

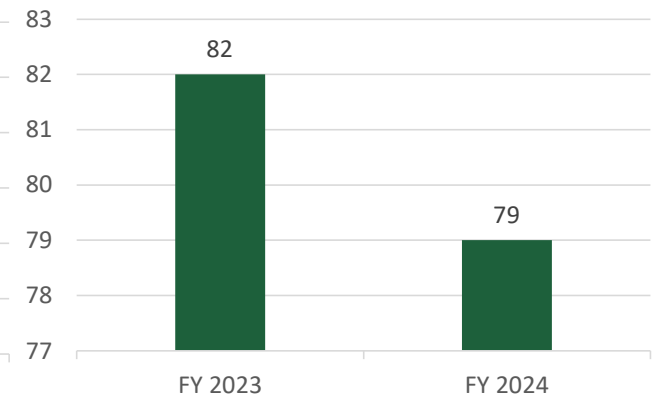
Operating Cash Flow
(\$ millions)



Days Payable Outstanding

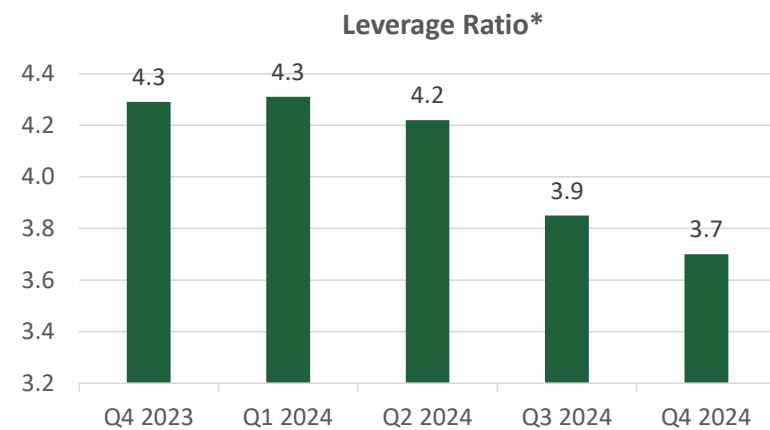
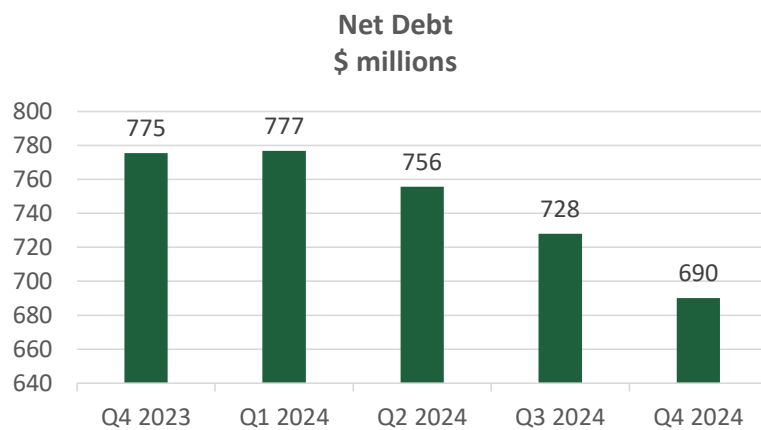


Days Inventory Outstanding



**Making Progress Towards FY27 Targets:
70+ Days Payable Outstanding and 55 Days Inventory Outstanding**

Continued Improvement in Net Debt and Leverage Ratio



**Reduced Net Debt by \$86 Million Since Q4 Fy23, Driven by Working Capital Improvement
Making Progress Towards FY27 Goal of 2-3x Leverage Ratio**



** Credit agreement consolidated secured leverage ratio
Note maximum consolidated secured leverage ratio under our credit agreement is 5x until 12/31/24 and 4.25x in calendar 2025 and 2026*

Full Year Guidance*

	<u>FY25 Guidance</u>
Organic Net Sales Growth	Flat or better
Adjusted EBITDA	+mid-single-digits
Gross Margin Expansion	125 basis points+
Free Cash Flow	\$60 million+

Notes:

- The definition of organic net sales growth has been updated for FY25 **to exclude the impact of foreign exchange** in addition to impacts from acquisitions, divestitures, discontinued brands and exited product categories
- We do not expect FX to be a material driver of variance in FY25
- Based on anticipated adjustments for actions already announced, our current estimate of baseline organic net sales for FY24 is \$1,685

**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

- Delivered top- and bottom-line of updated guidance
- Fuel exceeded targets, driving **reduction in net debt and leverage improvement**
- Continued progress in **gross margin expansion**
- **Grow + Maintain brands, representing ~85% of the business, grew +3% in FY24, taking action to stabilize the balance**
- Strength in **diversified portfolio & geographic footprint**
- Focus on stronger commercial execution to **pivot to growth in FY25**
- **Remain confident in the Hain Reimagined strategy and algorithm, with FY24 as the revised baseline**



Q&A



Appendix



Net Sales, Gross Profit, Adjusted Gross Profit & Adjusted EBITDA by Segment (Q4 FY24 and Q4 FY23)

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

	<u>North America</u>	<u>International</u>	<u>Corporate/Other</u>	<u>Hain Consolidated</u>
Net Sales				
Net sales - Q4 FY24	\$ 259,695	\$ 159,104	\$ -	\$ 418,799
Net sales - Q4 FY23	\$ 281,756	\$ 166,085	\$ -	\$ 447,841
% change - FY24 net sales vs. FY23 net sales	(7.8)%	(4.2)%		(6.5)%
Gross Profit				
Q4 FY24				
Gross profit	\$ 58,574	\$ 39,429	\$ -	\$ 98,003
Non-GAAP adjustments ⁽¹⁾	-	(12)	-	(12)
Adjusted gross profit	\$ 58,574	\$ 39,417	\$ -	\$ 97,991
% change - FY24 gross profit vs. FY23 gross profit	(7.1)%	4.6%		(2.7)%
% change - FY24 adjusted gross profit vs. FY23 adjusted gross profit	(8.6)%	4.6%		(3.7)%
Gross margin	22.6%	24.8%		23.4%
Adjusted gross margin	22.6%	24.8%		23.4%
Q4 FY23				
Gross profit	\$ 63,051	\$ 37,692	\$ -	\$ 100,743
Non-GAAP adjustments ⁽¹⁾	1,025	-	-	1,025
Adjusted gross profit	\$ 64,076	\$ 37,692	\$ -	\$ 101,768
Gross margin	22.4%	22.7%		22.5%
Adjusted gross margin	22.7%	22.7%		22.7%
Adjusted EBITDA				
Q4 FY24				
Adjusted EBITDA	\$ 20,900	\$ 27,020	\$ (8,376)	\$ 39,544
% change - FY24 adjusted EBITDA vs. FY23 adjusted EBITDA	(22.5)%	(1.7)%	23.4%	(9.1)%
Adjusted EBITDA margin	8.0%	17.0%		9.4%
Q4 FY23				
Adjusted EBITDA	\$ 26,959	\$ 27,487	\$ (10,930)	\$ 43,516
Adjusted EBITDA margin	9.6%	16.6%		9.7%

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

Net Sales, Gross Profit, Adjusted Gross Profit & Adjusted EBITDA by Segment (FY24 and FY23)

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

	<u>North America</u>	<u>International</u>	<u>Corporate/Other</u>	<u>Hain Consolidated</u>
Net Sales				
Net sales - Q4 FY24 YTD	\$ 1,055,527	\$ 680,759	\$ -	\$ 1,736,286
Net sales - Q4 FY23 YTD	\$ 1,139,162	\$ 657,481	\$ -	\$ 1,796,643
% change - FY24 net sales vs. FY23 net sales	(7.3)%	3.5%		(3.4)%
Gross Profit				
Q4 FY24 YTD				
Gross profit	\$ 230,689	\$ 150,143	\$ -	\$ 380,832
Non-GAAP adjustments ⁽¹⁾	8,157	804	-	8,961
Adjusted gross profit	\$ 238,846	\$ 150,947	\$ -	\$ 389,793
% change - FY24 gross profit vs. FY23 gross profit	(12.1)%	12.1%		(3.9)%
% change - FY24 adjusted gross profit vs. FY23 adjusted gross profit	(9.4)%	12.7%		(1.9)%
Gross margin	21.9%	22.1%		21.9%
Adjusted gross margin	22.6%	22.2%		22.4%
Q4 FY23 YTD				
Gross profit	\$ 262,455	\$ 133,959	\$ -	\$ 396,414
Non-GAAP adjustments ⁽¹⁾	1,099	10	-	1,109
Adjusted gross profit	\$ 263,554	\$ 133,969	\$ -	\$ 397,523
Gross margin	23.0%	20.4%		22.1%
Adjusted gross margin	23.1%	20.4%		22.1%
Adjusted EBITDA				
Q4 FY24 YTD				
Adjusted EBITDA	\$ 98,728	\$ 94,974	\$ (39,180)	\$ 154,522
% change - FY24 adjusted EBITDA vs. FY23 adjusted EBITDA	(20.0)%	14.5%	1.5%	(7.3)%
Adjusted EBITDA margin	9.4%	14.0%		8.9%
Q4 FY23 YTD				
Adjusted EBITDA	\$ 123,443	\$ 82,945	\$ (39,766)	\$ 166,622
Adjusted EBITDA margin	10.8%	12.6%		9.3%

⁽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 (Q4 and Year to Date FY24 and FY23)

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:

	Fourth Quarter		Fourth Quarter Year to Date	
	2024	2023	2024	2023
Gross profit, GAAP	\$ 98,003	\$ 100,743	\$ 380,832	\$ 396,414
<i>Adjustments to Cost of sales:</i>				
Plant closure related costs, net	(12)	1,025	6,523	1,099
Warehouse/manufacturing consolidation and other costs, net	-	-	995	10
Other	-	-	1,443	-
Gross profit, as adjusted	<u>\$ 97,991</u>	<u>\$ 101,768</u>	<u>\$ 389,793</u>	<u>\$ 397,523</u>

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

	Fourth Quarter		Fourth Quarter Year to Date	
	2024	2023	2024	2023
Operating income (loss), GAAP	\$ 12,012	\$ 12,094	\$ (18,948)	\$ (85,620)
<i>Adjustments to Cost of sales:</i>				
Plant closure related costs, net	(12)	1,025	6,523	1,099
Warehouse/manufacturing consolidation and other costs, net	-	-	995	10
Other	-	-	1,443	-
<i>Adjustments to Operating expenses^(a):</i>				
Productivity and transformation costs	7,294	1,592	27,741	7,284
Intangibles and long-lived asset impairment	5,357	18,578	76,143	175,501
Certain litigation expenses, net ^(b)	3,189	(4,732)	7,262	(1,369)
Plant closure related costs, net	(25)	-	154	(1)
Transaction and integration costs, net	(316)	34	(34)	2,018
CEO succession	-	-	-	5,113
Warehouse/manufacturing consolidation and other costs, net	-	127	-	2,696
Operating income, as adjusted	<u>\$ 27,499</u>	<u>\$ 28,718</u>	<u>\$ 101,279</u>	<u>\$ 106,731</u>

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

Adjusted Gross Profit, Adjusted Operating Income, Adjusted Net Income and Adjusted EPS (Q4 and Year to Date FY24 and FY23) 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 Loss, GAAP to Net Income, as Adjusted:

	Fourth Quarter		Fourth Quarter Year to Date	
	2024	2023	2024	2023
Net loss, GAAP	\$ (2,937)	\$ (18,699)	\$ (75,042)	\$ (116,537)
<i>Adjustments to Cost of sales:</i>				
Plant closure related costs, net	(12)	1,025	6,523	1,099
Warehouse/manufacturing consolidation and other costs, net	-	-	995	10
Other	-	-	1,443	-
<i>Adjustments to Operating expenses^(a):</i>				
Productivity and transformation costs	7,294	1,592	27,741	7,284
Intangibles and long-lived asset impairment	5,357	18,578	76,143	175,501
Certain litigation expenses, net ^(b)	3,189	(4,732)	7,262	(1,369)
Plant closure related costs, net	(25)	-	154	(1)
Transaction and integration costs, net	(316)	34	(34)	2,018
CEO succession	-	-	-	5,113
Warehouse/manufacturing consolidation and other costs, net	-	127	-	2,696
<i>Adjustments to Interest and other expense, net^(c):</i>				
Loss (gain) on sale of assets	4,322	-	4,384	(3,529)
Unrealized currency (gains) losses	(74)	451	9	1,102
<i>Adjustments to (Benefit) provision for income taxes:</i>				
Net tax impact of non-GAAP adjustments	(5,466)	11,673	(19,605)	(28,478)
Net income, as adjusted	<u>\$ 11,332</u>	<u>\$ 10,049</u>	<u>\$ 29,973</u>	<u>\$ 44,909</u>
Net loss margin	(0.7)%	(4.2)%	(4.3)%	(6.5)%
Adjusted net income margin	2.7%	2.2%	1.7%	2.5%
Diluted shares used in the calculation of net loss per common share:	89,845	89,477	89,750	89,396
Diluted shares used in the calculation of adjusted net income per common share:	89,965	89,698	89,923	89,604
Diluted net loss per common share, GAAP	\$ (0.03)	\$ (0.21)	\$ (0.84)	\$ (1.30)
Diluted net income per common share, as adjusted	\$ 0.13	\$ 0.11	\$ 0.33	\$ 0.50

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

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

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

Organic Net Sales (Q4 and Year to Date FY24 and FY23)

THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES

Organic Net Sales Growth (unaudited and in thousands)

	<u>North America</u>	<u>International</u>	<u>Hain Consolidated</u>
Q4 FY24			
Net sales	\$ 259,695	\$ 159,104	\$ 418,799
Divestitures, discontinued brands and exited product categories	(1,043)	(593)	(1,636)
Organic net sales	<u>\$ 258,652</u>	<u>\$ 158,511</u>	<u>\$ 417,163</u>
Q4 FY23			
Net sales	\$ 281,756	\$ 166,085	\$ 447,841
Divestitures, discontinued brands and exited product categories	(10,484)	(581)	(11,065)
Organic net sales	<u>\$ 271,272</u>	<u>\$ 165,504</u>	<u>\$ 436,776</u>
Net sales decline	(7.8)%	(4.2)%	(6.5)%
Impact of divestitures, discontinued brands and exited product categories	3.1%	(0.0)%	2.0%
Organic net sales decline	<u>(4.7)%</u>	<u>(4.2)%</u>	<u>(4.5)%</u>
Q4 FY24 YTD			
Net sales	\$ 1,055,527	\$ 680,759	\$ 1,736,286
Divestitures, discontinued brands and exited product categories	(19,519)	(1,682)	(21,201)
Organic net sales	<u>\$ 1,036,008</u>	<u>\$ 679,077</u>	<u>\$ 1,715,085</u>
Q4 FY23 YTD			
Net sales	\$ 1,139,162	\$ 657,481	\$ 1,796,643
Divestitures, discontinued brands and exited product categories	(36,093)	(2,662)	(38,755)
Organic net sales	<u>\$ 1,103,069</u>	<u>\$ 654,819</u>	<u>\$ 1,757,888</u>
Net sales (decline) growth	(7.3)%	3.5%	(3.4)%
Impact of divestitures, discontinued brands and exited product categories	1.2%	0.2%	1.0%
Organic net sales (decline) growth	<u>(6.1)%</u>	<u>3.7%</u>	<u>(2.4)%</u>

Adjusted EBITDA (Q4 and Year to Date FY24 and FY23)

THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES

Adjusted EBITDA

(unaudited and in thousands)

	Fourth Quarter		Fourth Quarter Year to Date	
	2024	2023	2024	2023
Net loss	\$ (2,937)	\$ (18,699)	\$ (75,042)	\$ (116,537)
Depreciation and amortization	10,305	12,868	44,665	50,777
Equity in net loss (income) of equity-method investees	210	(92)	2,581	1,134
Interest expense, net	12,954	13,354	54,232	43,936
(Benefit) provision for income taxes	(3,292)	16,421	(7,820)	(14,178)
Stock-based compensation, net	2,569	3,766	12,704	14,423
Unrealized currency (gains) losses	(74)	278	17	929
Certain litigation expenses, net ^(a)	3,189	(4,732)	7,262	(1,369)
Restructuring activities				
Productivity and transformation costs	7,294	1,592	27,741	7,284
Plant closure related costs, net	(37)	21	5,251	94
Warehouse/manufacturing consolidation and other costs, net	-	127	995	1,026
CEO succession	-	-	-	5,113
Acquisitions, divestitures and other				
Loss (gain) on sale of assets	4,322	-	4,384	(3,529)
Transaction and integration costs, net	(316)	34	(34)	2,018
Impairment charges				
Intangibles and long-lived asset impairment	5,357	18,578	76,143	175,501
Other	-	-	1,443	-
Adjusted EBITDA	<u>\$ 39,544</u>	<u>\$ 43,516</u>	<u>\$ 154,522</u>	<u>\$ 166,622</u>

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

Net Debt (Q4 FY24 – Q4 FY23)

THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES

Net Debt

(unaudited and in thousands)

	<u>June 30, 2024</u>	<u>March 31, 2024</u>	<u>December 31, 2023</u>	<u>September 30, 2023</u>	<u>June 30, 2023</u>
Debt					
Long-term debt, less current portion	\$ 736,523	\$ 769,948	\$ 801,675	\$ 807,401	\$ 821,181
Current portion of long-term debt	<u>7,569</u>	<u>7,569</u>	<u>7,569</u>	<u>7,568</u>	<u>7,567</u>
Total debt	744,092	777,517	809,244	814,969	828,748
Less: Cash and cash equivalents	<u>54,307</u>	<u>49,549</u>	<u>53,672</u>	<u>38,280</u>	<u>53,364</u>
Net debt	<u>\$ 689,785</u>	<u>\$ 727,968</u>	<u>\$ 755,572</u>	<u>\$ 776,689</u>	<u>\$ 775,384</u>

Free Cash Flow (Q4 and Year to Date FY24 and FY23)

THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES

Free Cash Flow

(unaudited and in thousands)

	Fourth Quarter		Fourth Quarter Year to Date	
	2024	2023	2024	2023
Net cash provided by operating activities	\$ 39,396	\$ 40,510	\$ 116,355	\$ 66,819
Purchases of property, plant and equipment	(8,692)	(6,445)	(33,461)	(27,879)
Free cash flow	<u>\$ 30,704</u>	<u>\$ 34,065</u>	<u>\$ 82,894</u>	<u>\$ 38,940</u>

Thank You!

