Investor Day

September 28, 2021

Mark Schiller

President and Chief Executive Officer

Safe Harbor Statement

Safe Harbor Statement

Certain statements contained in this presentation constitute “forward-looking statements” within the meaning of federal securities laws, including the Private Securities Litigation Reform Act of 1995. Forward-looking statements are predictions based on expectations and projections about future events and are not statements of historical fact. You can identify forward-looking statements by the use of forward-looking terminology such as “plan”, “continue”, “expect”, “anticipate”, “intend”, “predict”, “project”, “estimate”, “likely”, “believe”, “might”, “seek”, “may”, “will”, “remain”, “potential”, “can”, “should”, “could”, “future” and similar expressions, or the negative of those expressions, or similar words or phrases that are predictions of or indicate future events or trends and that do not relate solely to historical matters. You can also identify forward-looking statements by discussions of the Company’s strategic initiatives, including productivity and transformation, the Company’s guidance for fiscal year 2022 and our future performance and results of operations.

Forward-looking statements involve known and unknown risks, uncertainties and other factors which may cause the 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, and you should not rely on them as predictions of future events. Forward-looking statements depend on assumptions, data or methods that may be incorrect or imprecise and may not be able to be realized. We do not guarantee that the transactions and events described will happen as described (or that they will happen at all). Such factors include, among others, the impact of competition; challenges and uncertainty resulting from the COVID-19 pandemic; our ability to manage our supply chain effectively; disruption of operations at our manufacturing facilities; reliance on independent contract manufacturers; changes to consumer preferences; customer concentration; reliance on independent distributors; the availability of organic ingredients; risks associated with our international sales and operations; risks associated with outsourcing arrangements; our ability to execute our cost reduction initiatives and related strategic initiatives; our reliance on independent certification for a number of our products; the reputation of our Company and our brands; our ability to use and protect trademarks; general economic conditions; input cost inflation; the United Kingdom’s exit from the European Union; cybersecurity incidents; disruptions to information technology systems; the impact of climate change; liabilities, claims or regulatory change with respect to environmental matters; potential liability if our products cause illness or physical harm; the highly regulated environment in which we operate; pending and future litigation; compliance with data privacy laws; compliance with our credit agreement; the discontinuation of LIBOR; concentration in the ownership of our common stock; our ability to issue preferred stock; the adequacy of our insurance coverage; impairments in the carrying value of goodwill or other intangible assets; and other risks detailed from time-to-time in the Company’s reports filed with the United States Securities and Exchange Commission, including our most recent Annual Report on Form 10-K and our subsequent reports on Forms 10-Q and 8-K. As a result of the foregoing and other factors, the Company cannot provide any assurance regarding future results, levels of activity and achievements of the Company, and neither the Company nor any person assumes responsibility for the accuracy and completeness of these statements. All forward-looking statements contained herein apply as of the date hereof or as of the date they were made and, except as required by applicable law, the Company disclaims any obligation to publicly update or revise any forward-looking statement to reflect changes in underlying assumptions or factors or new methods, future events or other changes.

Non-GAAP Financial Measures

This presentation and the accompanying appendix include non-GAAP financial measures, including net sales adjusted for the impact of foreign exchange, divestitures and discontinued brands, adjusted EBITDA and its related margin. The reconciliations of these non-GAAP financial measures to the comparable GAAP financial measures are included in this presentation and the appendix to this presentation. 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 our financial results that are presented in accordance with GAAP. Certain forward-looking non-GAAP financial measures included in this presentation 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 measures. Such items may include litigation and related expenses, 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.

Investor Day Presenters

Mark Schiller
President and
Chief Executive Officer

Wolfgang Goldenitsch
CEO
Hain Celestial Europe

Chris Boever
EVP and
Chief Commercial Officer

David Karch
EVP and
Chief Transformation Officer

Javier Idrovo
EVP and
Chief Financial Officer

Kristy Meringolo
EVP, General Counsel,
Chief Compliance Officer

Our Commitment to You

Clarity + Credibility + Consistency

CONFIDENCE

As We Complete the Hain 2.0 NA Transformation, We Will Become a Focused, High Growth, Food Company

Hain 1.0	Hain 2.0	Hain 3.0
One-stop shop for all things health & wellness	*Simplified company & built solid foundation*	*High-growth global health & wellness food company*

Hain 3.0 Will Create a Differentiated and Advantaged Company

	Average CPG	Hain 3.0
Positioning	*Healthy eating not core*	*Singular focus on healthy eating*
Markets	*Mature categories with low potential*	*High growth categories with expandability*
Portfolio	*Conventional, undifferentiated brands*	*Differentiated, H&W brands*
Scale	*Mature brands with limited growth*	*Small wins create step-change growth*
Algorithm	*Low Single Digit Sales Growth* *Mid-Single Digit Profit Growth*	***High Sales and Profit Growth***

What I Want You to Take Away Today

1. **We delivered ‘Hain 2.0’ transformation ahead of schedule, strengthening our North American business**

2. **We have an exceptional, and often overlooked, international food business**

3. **Hain 3.0’ will firmly establish Hain as a high growth, highly profitable, global food company**

Hain 2.0 Transformed Hain North America from a Holding Company to an Operating Company

	Hain 1.0		Hain 2.0
Growth	*Growth at any cost*	→	*Profit growth*
Simplicity	*Complexity encouraged*	→	*Simplification focused*
M&A & Divest	*Growth driven by M&A*	→	*Divest for coherence*
Productivity	*Productivity de-prioritized*	→	*Productivity for profit*
Demand	*Buy our way onto the shelf*	→	*Earn our way off the shelf*
Investment	*All brands equal*	→	*Disciplined and NA focused*

We Transformed the Business with 4 Core Strategies

Simplify	Strengthen	Expand	Reinvigorate
the portfolio & organization	capabilities	margins and cash flow	profitable topline growth

We Transformed the Business with 4 Core Strategies

Simplify

- Exited 23 brands
- Eliminated ~1,000 SKUs
- Consolidated: sales, manufacturing and operations

Strengthen

- New leadership team
- Innovation and marketing
- Productivity playbook
- Project management
- Sales forecasting

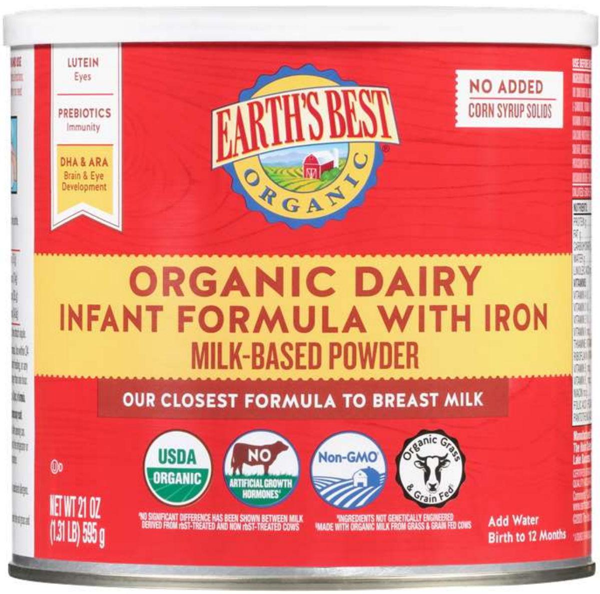
Expand

- Simplified organization
- Built productivity culture
- Embedded ROI focus and investment criteria
- Rewards tied to productivity

Reinvigorate

- **Segmented portfolio**
- Focused investment on highest potential brands
- Launched category expanding innovation
- Increased consumer marketing

Case Study: Earth's Best



Case Study: Earth's Best

What We Did:

Simplify

- **Exited** segments and SKUs
- **Reduced** poor ROI investments
- **Refined** Prices and Sizes
- **Renegotiated** contracts

Strengthen

- **Restored** marketing
- **Launched** accretive Innovation

What We Achieved:

Proactively reduced sales[1]
20%

Improved EBITDA margin[2]
1000bps

Restored profitable growth[3]
21% consumption
22% velocity

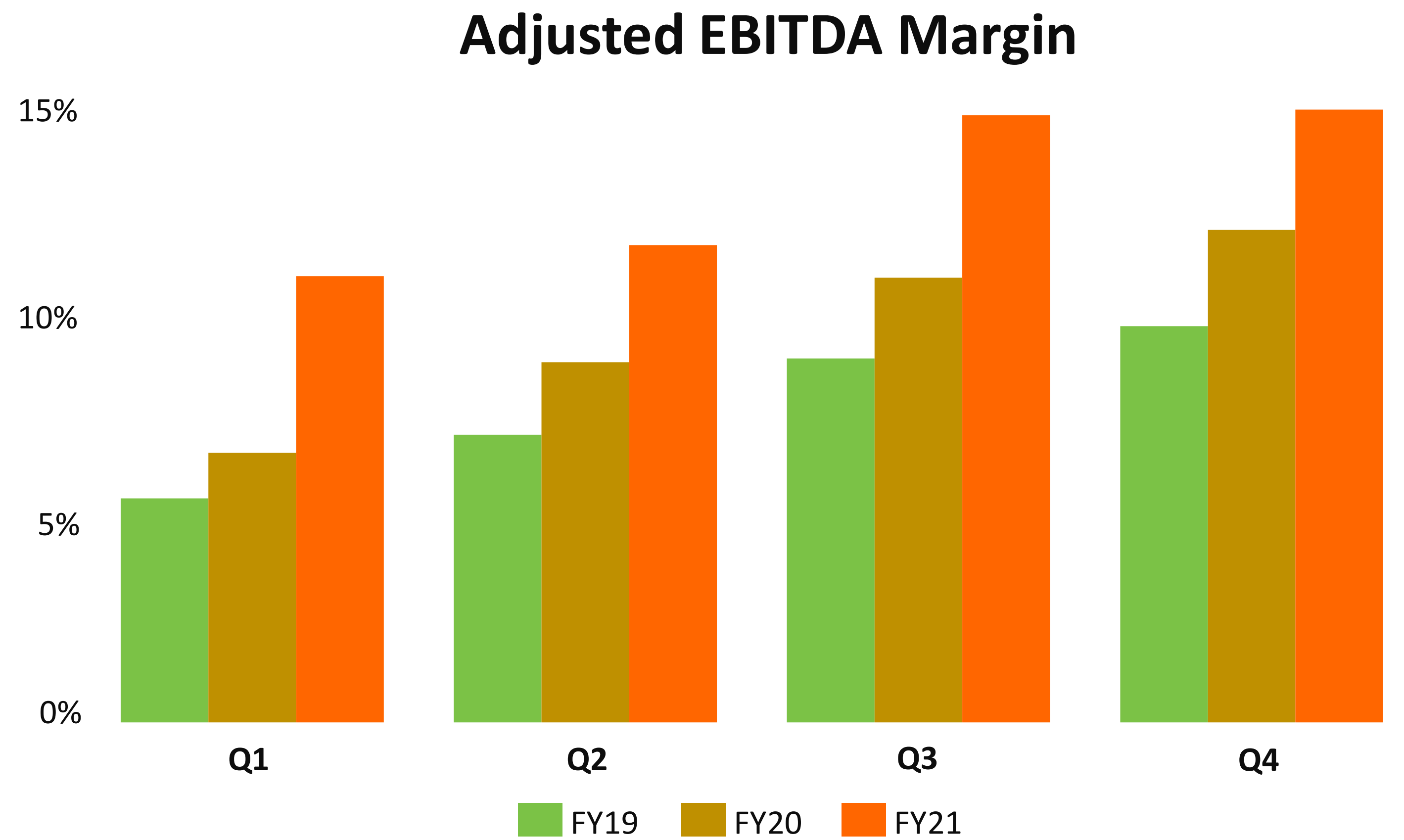
Note: 1) 12-month North America Net Sales decrease from FY 18 to March 2021; 2) Adjusted EBITDA margin improvement from FY 19 to FY 21; 3) IRI, MULO + C, 12 WE 9/12/21

Delivered the 2019 Investor Day Algorithm

		Total Hain[1]	NA: Get Bigger	NA: Get Better	International
Adjusted Top Line Growth[2]	*FY 19*	*-2%*	*-2%*	*-11%*	*3%*
	Average Sales Growth FY 20-21	**3%**	**4%**	**-5%**	**6%**
	2.0 'Future State' Goal	*+3 to +6%*	*+5 to +7%*	*-5 to -10%*	*+1 to +3%*
Adjusted EBITDA Margin[3]	*FY 19*	*9%*	*13%*	*3%*	*15%*
	FY 21 Margin	**14%**	**15%**	**14%**	**17%**
	2.0 'Future State' Goal	*13 to 16%*	*16 to 18%*	*10 to 12%*	*15 to 17%*

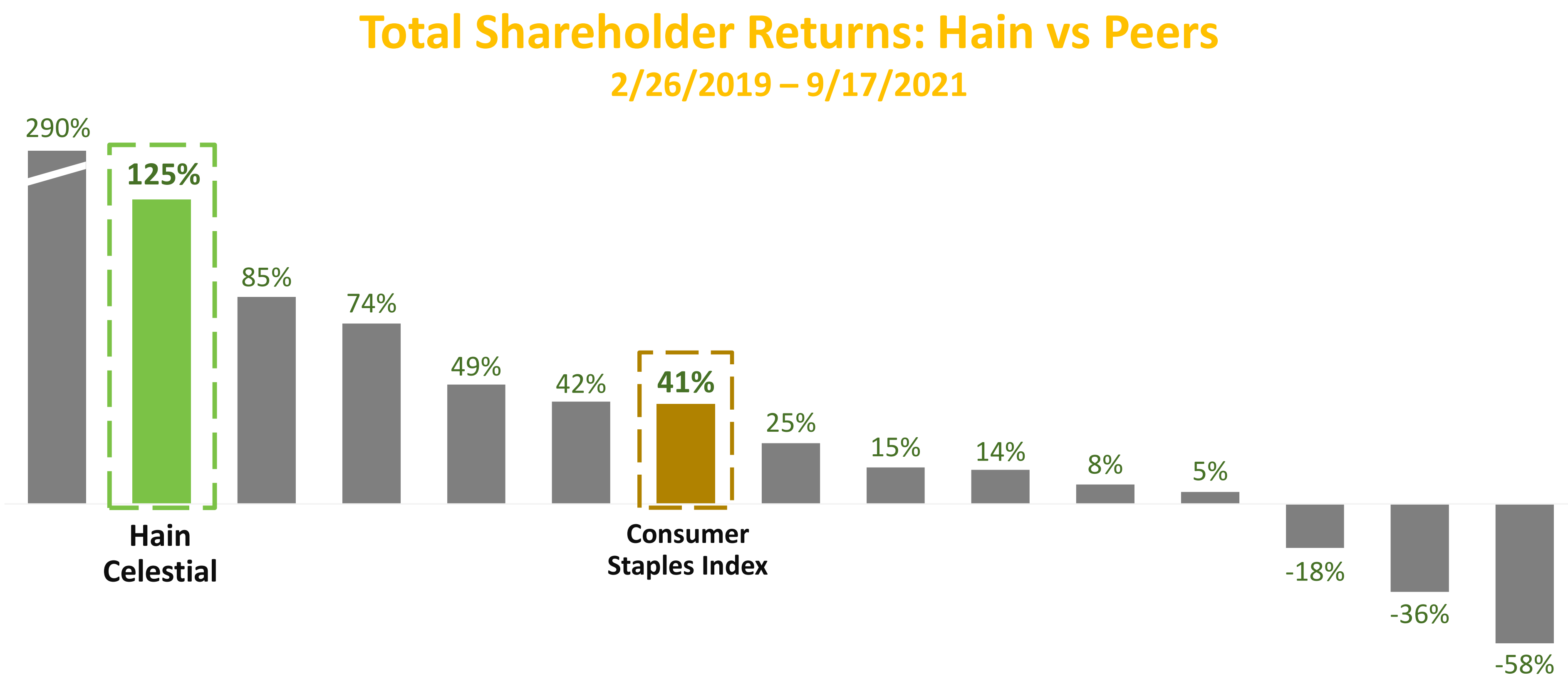
Notes: 1) Total Hain adjusted EBITDA margin includes Corporate Overhead; 2) Net sales growth adjusted for the impact of foreign exchange, divestitures and discontinued brands; 3) Adjusted EBITDA margin adjusted for divestitures and discontinued brands. See appendix for reconciliation between adjusted and GAAP figures.

Delivered Margin Improvement Every Quarter Since FY19



Note: See appendix pages for reconciliation between adjusted and GAAP figures

...Resulting in Industry Leading Shareholder Returns



Note: Peer set includes 13 companies: SunOpta, Prestige Consumer Healthcare, Simply Good Foods Company, B&G Foods, Hostess Brands, Lancaster Colony Corporation, Flowers Foods, Fresh Del Monte Produce, Post Holdings, J&J Snack Foods, Edgewell Personal Care, TreeHouse Foods, Revlon

Our North American Business - Strong Brands

Get Bigger

Get Better

Solid Foundation:

$1.1 Billion
Net Sales[1]

Mid Teens
EBITDA
Margin[1]

14 Leading
Share Brands

Get Bigger Brand Growth Momentum:

+3%
Household Penetration[2]

+16%
Consumption[3]

>600bps
Margin Expansion[4]

Note: 1) FY 21 net sales and FY 21 Adjusted EBITDA margin; 2) Get Bigger in All Outlets L52wk as of 8-7-21 vs 2-yr ago; 3) Get Bigger L52wk in MULO+C as of 8-8-21 vs 2-yr ago; Source: SPINs; 4) North America adjusted EBITDA margin improvement from FY 19 to FY 21. See appendix for reconciliation between adjusted and GAAP figures.

We are Well Positioned for Growth

Health and Wellness

- 91%: GMO free
- 100%: no artificial colors or flavors
- 35%: Certified Organic
- 90%: PC products free from parabens, petrolatum and phthalates

Ecommerce

- 11% of sales[1]
- 97% growth[2]
- Margin neutral
- Significant marketing expertise
- Strong customer relationships

Momentum

- Healthy living
- Significant new trial
- Strong innovation
- Distribution expansion
- Productivity for reinvestment

Note: 1) Percent of total US sales; 2) Calendar 2020 versus 2019

What I Want You to Take Away Today

1. We delivered 'Hain 2.0' transformation ahead of schedule, strengthening our North American business

2. **We have an exceptional, and often overlooked, international food business**

3. 'Hain 3.0' will firmly establish Hain as a high growth, highly profitable, global food company

Our International Business: Strong Brands

Linda McCartney's
Ella's kitchen
Natumi
Hartley's
New Covent Garden Soup Co
Joya
Yorkshire Provender
Cully & Sully
Robertson's
Clarks

Solid Foundation:

~$900MM
Sales[1]

High Teens
EBITDA
Margin[1]

10 Leading
Share Brands

Growth Momentum:

+4%
Household Penetration[2]

+16%
Consumption[3]

~400bps
Margin Expansion[4]

Note: 1) FY 21 net sales, Adjusted EBITDA margin excluding divestitures; 2) Weighted Average HH Pen Growth for Intl Brands in UK 1-yr ago; 3) L52wk in UK as of 8-7-21 vs 2-yr ago; Source: Nielsen; 4) EBITDA margin expansion from FY 19 to FY 21. See appendix for reconciliation between adjusted and GAAP figures.

Our International Business: Adopted the North American Playbook

Simplify	Strengthen	Expand	Reinvigorate
the portfolio & organization	capabilities	margins and cash flow	profitable topline growth

Our International Business: Adopted the North American Playbook

Simplify

- Consolidated divisions
- Sold 4 brands
- Eliminated ~300 unproductive SKUs

Strengthen

- Created one supply chain organization
- Adopted NA productivity playbook
- Leveraged marketing capability/ synergies across geographies

Expand

- Unified purchasing
- ROI focus
- Back office synergies
- Consolidated manufacturing sites
- Redesigned overengineered products

Reinvigorate

- Accelerated pace of innovation
- Reallocated marketing dollars to growth brands
- Increased capacity to support growth

What I Want You to Take Away Today

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3. **'Hain 3.0' will firmly establish Hain as a high growth, highly profitable, global food company**

Hain 3.0 Establishes Hain as a High Growth, Global Food Company

	Hain 1.0		Hain 2.0		Hain 3.0
Growth	*Growth at any cost*	→	*Profit growth*	→	*Leading sales, profit growth*
Simplicity	*Complexity encouraged*	→	*Simplification focused*	→	*Coherence and integration*
M&A & Divest	*Growth driven by M&A*	→	*Divest for coherence*	→	*Targeted, on-strategy M&A*
Productivity	*Productivity de-prioritized*	→	*Productivity for profit*	→	*Productivity for growth*
Demand	*Buy our way onto the shelf*	→	*Earn our way off the shelf*	→	*Higher spend to drive penetration*
Investment	*All brands equal*	→	*Disciplined and NA focused*	→	*Accelerated and global focused*

Hain 3.0 Algorithm Will Deliver Leading Sales and Profit Growth

	FY 19	FY 21	Achieve by FY 25
Adjusted Sales Growth[1]	**-2%**	**1%**	**6 to 9%**
Adjusted EBITDA Growth[2]	**-24%**	**24%**	**8 to 11%**

Note: 1) Net sales growth adjusted for the impact of foreign exchange, divestitures and discontinued brands. 2) Adjusted EBITDA growth excludes impact of divestitures and discontinued brands, and includes impact from Corporate Overhead. See appendix for reconciliation between adjusted and GAAP figures.

Hain 3.0 Redefines Our Portfolio with a Focus on Global Growth

Get Bigger

Growth

Turbocharge Growth
- 40% Hain Sales, 41% EBITDA[1]
- High growth categories
- Leading share brands
- High teens margin

Targeted Investment
- 33% Hain Sales, 37% EBITDA[1]
- Low growth categories
- Leading share brands
- High teens margin

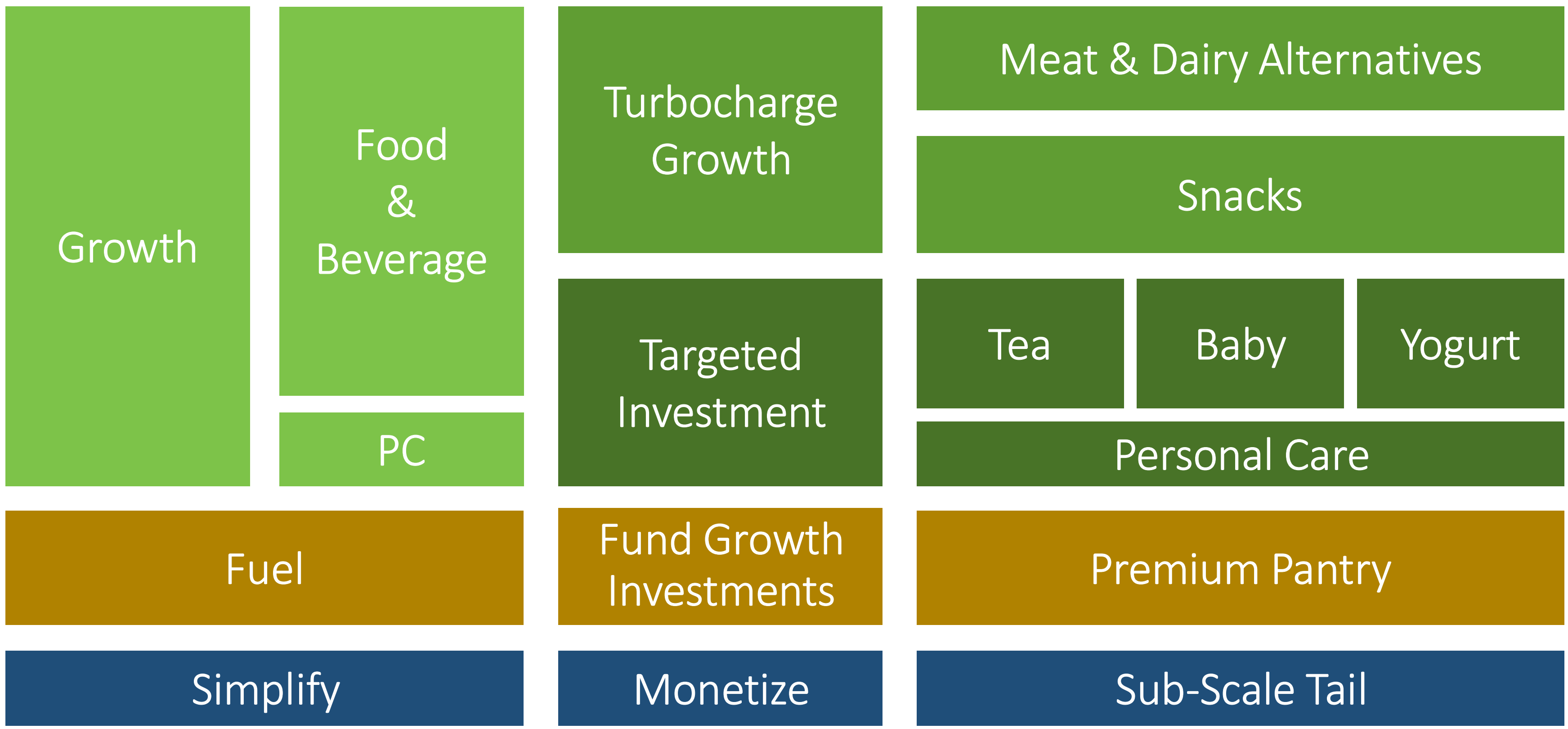
Get Better

Fuel
- 19% Hain Sales, 16% EBITDA[1]
- Stable sales, mid teens margins

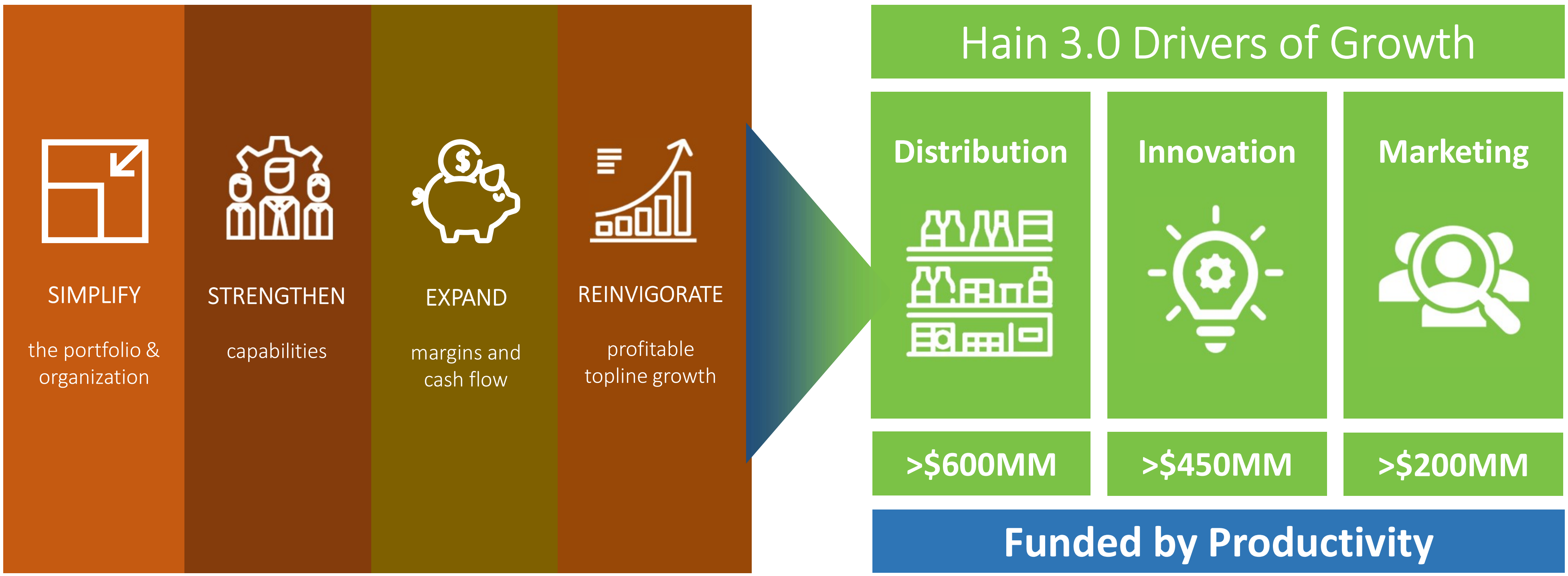
Simplify
- 8% Hain Sales, 7% EBITDA[1]
- Declining sales, low margins

Note: 1) EBITDA percentage calculations exclude corporate costs

Hain 3.0 Redefines Our Portfolio with a Focus on Global Growth



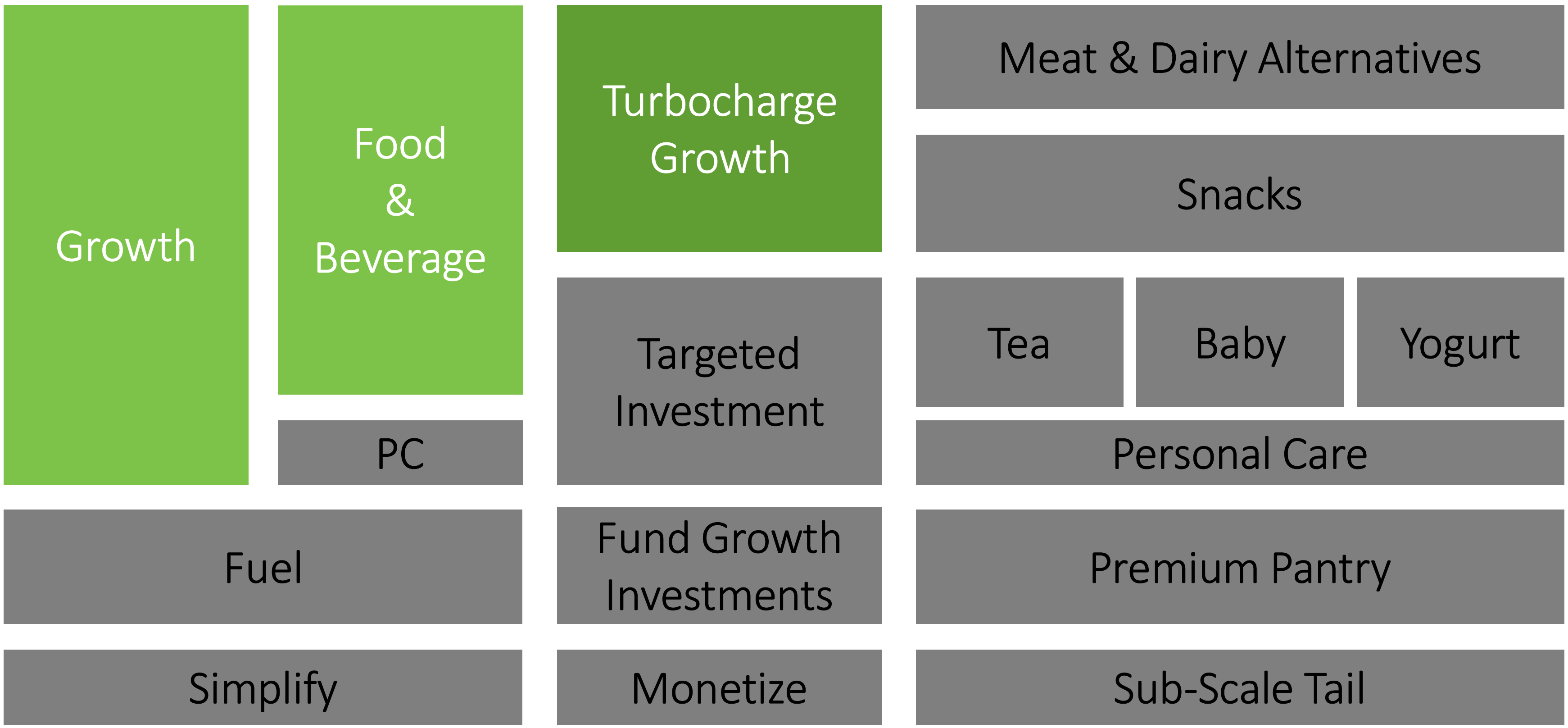
>$1 Billion of Uplift Opportunities Identified as Part of Hain 3.0



Wolfgang Goldenitsch

CEO, Hain Celestial Europe

Turbocharge Growth



Turbocharge Growth: Strong Brands

Strong Hain Brand Assets[1]

Strong Hain Performance

Annual Sales:
~$750MM[2]

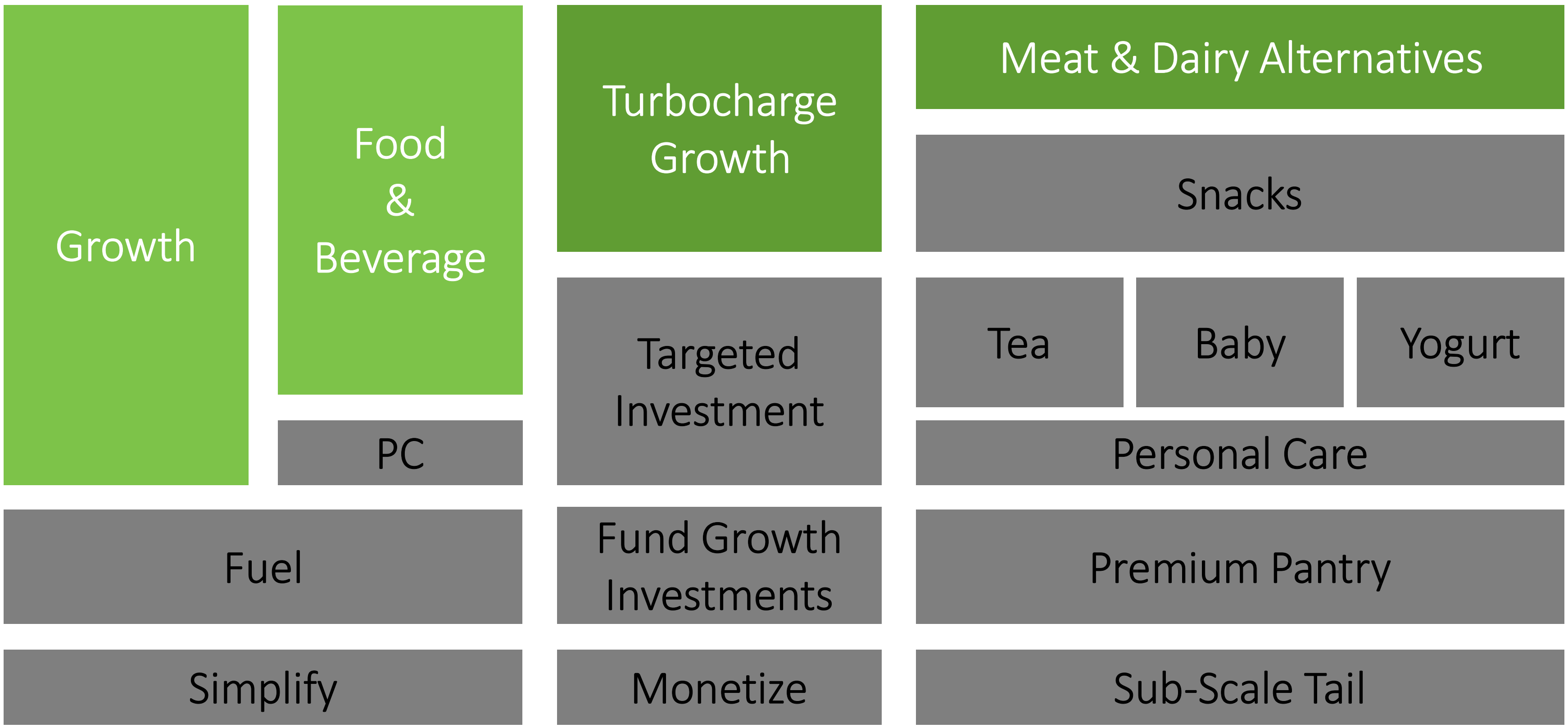
EBITDA Margin:
High Teens[3]

Sales Growth:
~18%[4]

Market Share Gain:
+1pp[5]

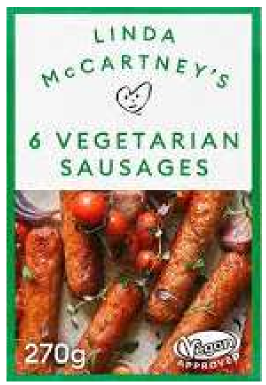
Note: 1) Based on Share in Natural Product Market; 2) FY 21 Net Sales; 3) FY 21 Adjusted EBITDA margin; 4) Cumulative constant currency growth from FY 19-FY 21: 5) L12wk as of 8-8-21 vs 2-yr ago; Source: SPINs, Nielsen, IRI

Turbocharge Growth: Meat & Dairy Alternatives



Plant-Based Meat: Leading Brands in Large and High Growth Markets with Expandability

Strong Hain Brand Assets



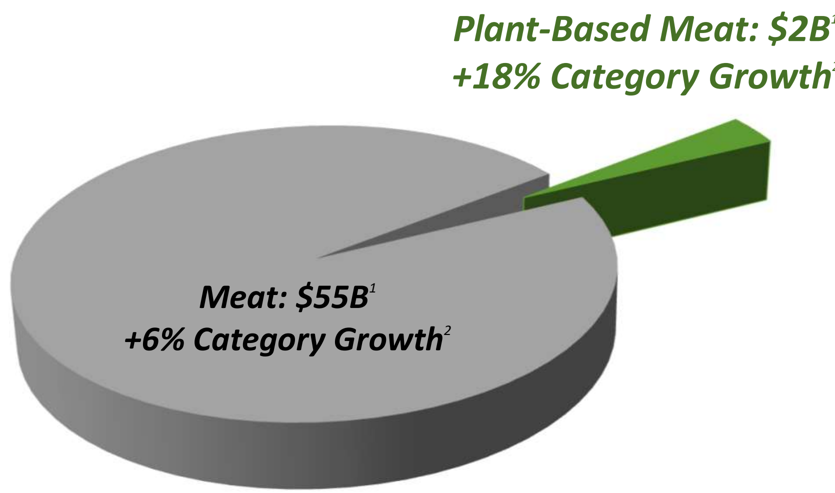
#1

Chilled Plant-Based Meat in Canada

#2

Plant-Based Meat in the UK

Attractive Category



Notes: 1) Western Europe Chilled & Frozen in 2020; 2) Western Europe Chilled & Frozen 2019-2020 growth; Source: Euromonitor, IRI

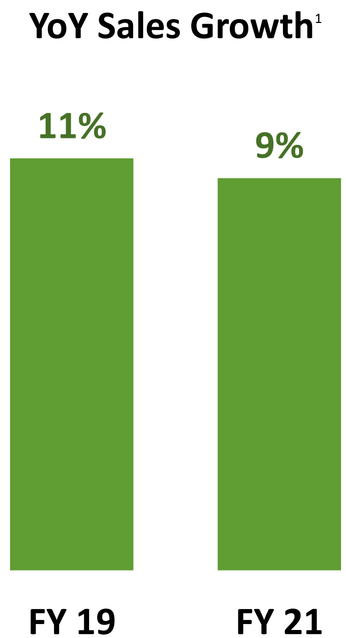
Plant-Based Meat: Strong Revenue and Margin Growth

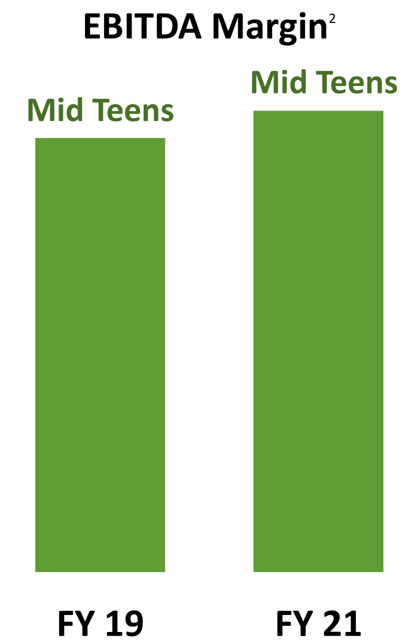
What We Did

Expanded Forms and Flavors

Increased Marketing

What We Achieved





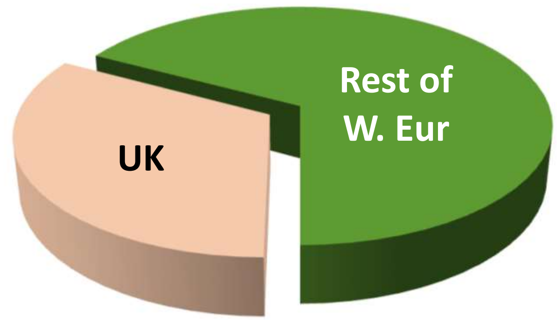
Notes: 1) Growth in constant currency; 2) Adjusted EBITDA margin

Plant-Based Meat: Clear Path to Accelerate Growth via DISTRIBUTION

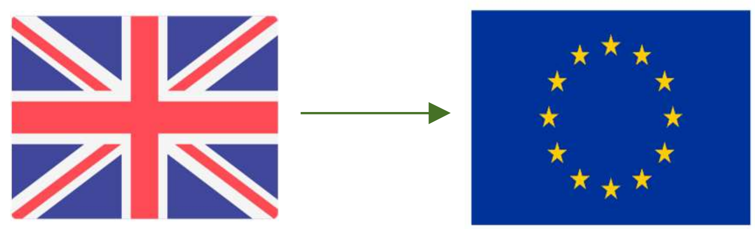
~$150MM of DISTRIBUTION Opportunity Identified

Grow # of Stores and Shelf Space

Expansion into Europe



$2B Market with 13% forecast growth



Source: 1) Euromonitor; CY 20-25 CAGR

Plant-Based Meat: Clear Path to Accelerate Growth via INNOVATION

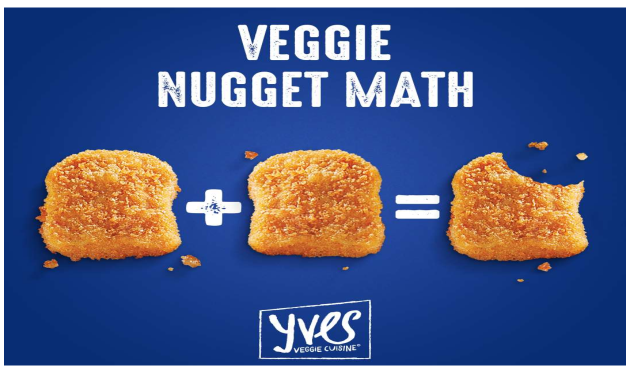
~$100MM of INNOVATION Opportunity Identified

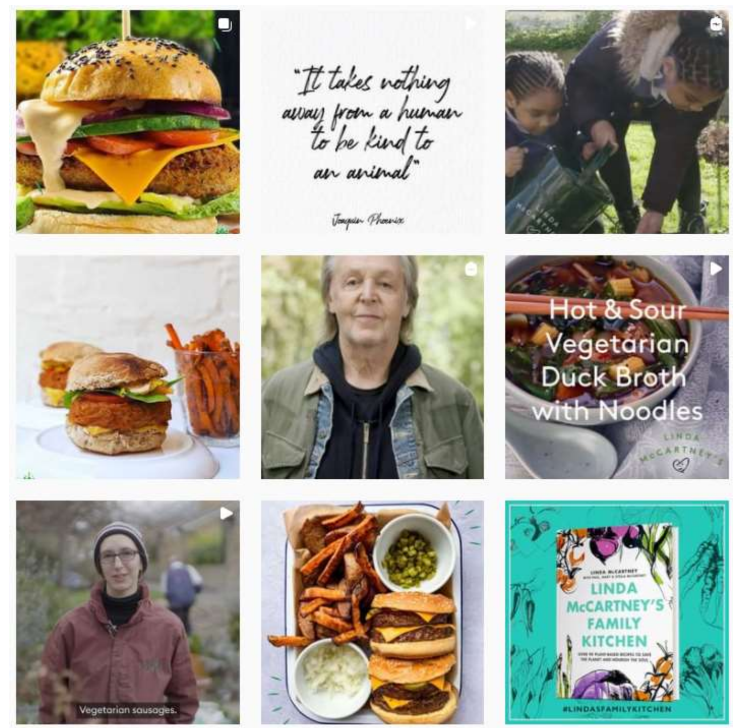
Expanding Frozen Range

Launching Chilled Range

Plant-Based Meat: Clear Path to Accelerate Growth Via MARKETING

~$50MM of MARKETING Opportunity Identified





Dairy Alternatives: Leading Provider in Large and High Growth Markets

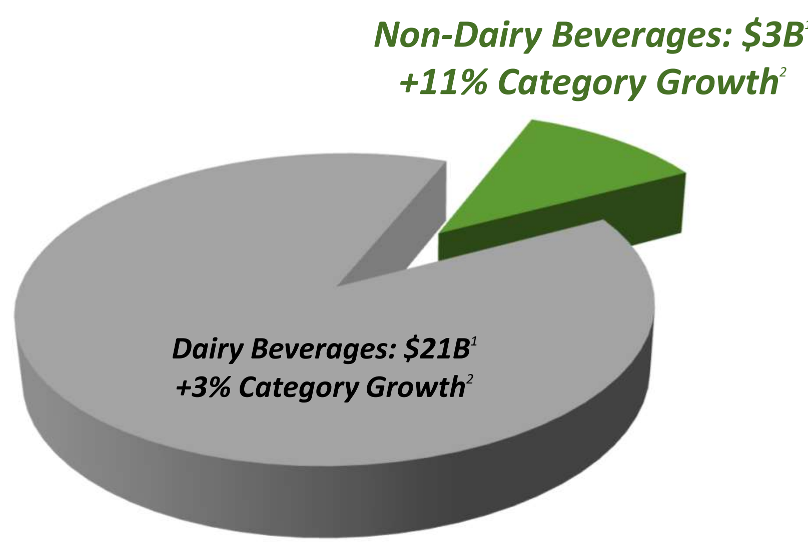
Strong Hain Brand Assets[1]

#3

Non-Dairy Beverage in Western Europe

(including Private Label)

Attractive Category



Notes: 1) Assume 20% retail markup for branded, 35% markup for non-branded and $3Bn total Western European Dairy Alternative market; 2) Western Europe Milk, Soy Drinks & Other Alternatives in 2020; 2) Western Europe Milk, Soy Drinks & Other Alternatives 2019-2020 growth; Source: Euromonitor, Nielsen

Dairy Alternatives: Accelerating Growth and Significant Margin Expansion

What We Did

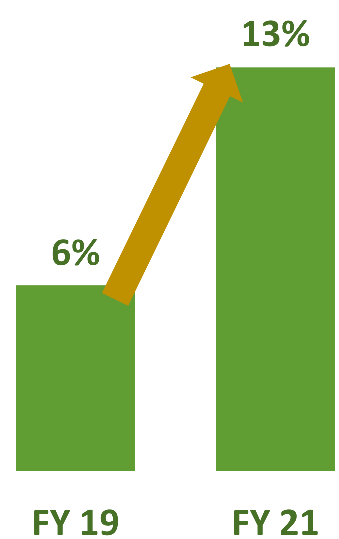
New Flavors

New Forms

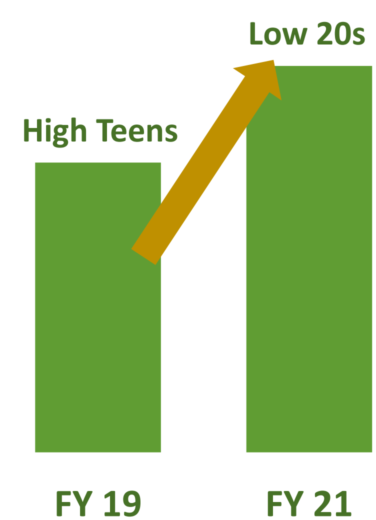
New Benefits

What We Achieved

YoY Sales Growth[1]



EBITDA Margin[2]



Notes: 1) Growth in constant currency; 2) Adjusted EBITDA margin

Dairy Alternatives: Clear Path to Accelerate Growth via <u>DISTRIBUTION</u>

~$150MM of DISTRIBUTION Opportunity Identified

European Union Expansion

Enter New Markets - UK

Dairy Alternatives: Clear Path to Accelerate Growth via INNOVATION

~$100MM of INNOVATION Opportunity Identified

New Flavors

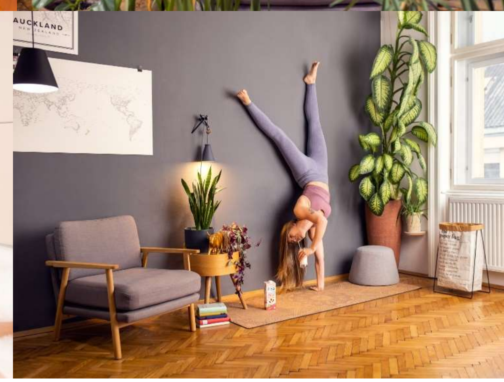
New Formats

New Benefits

Dairy Alternatives: Clear Path to Accelerate Growth via <u>MARKETING</u>

~$50MM of MARKETING Opportunity Identified



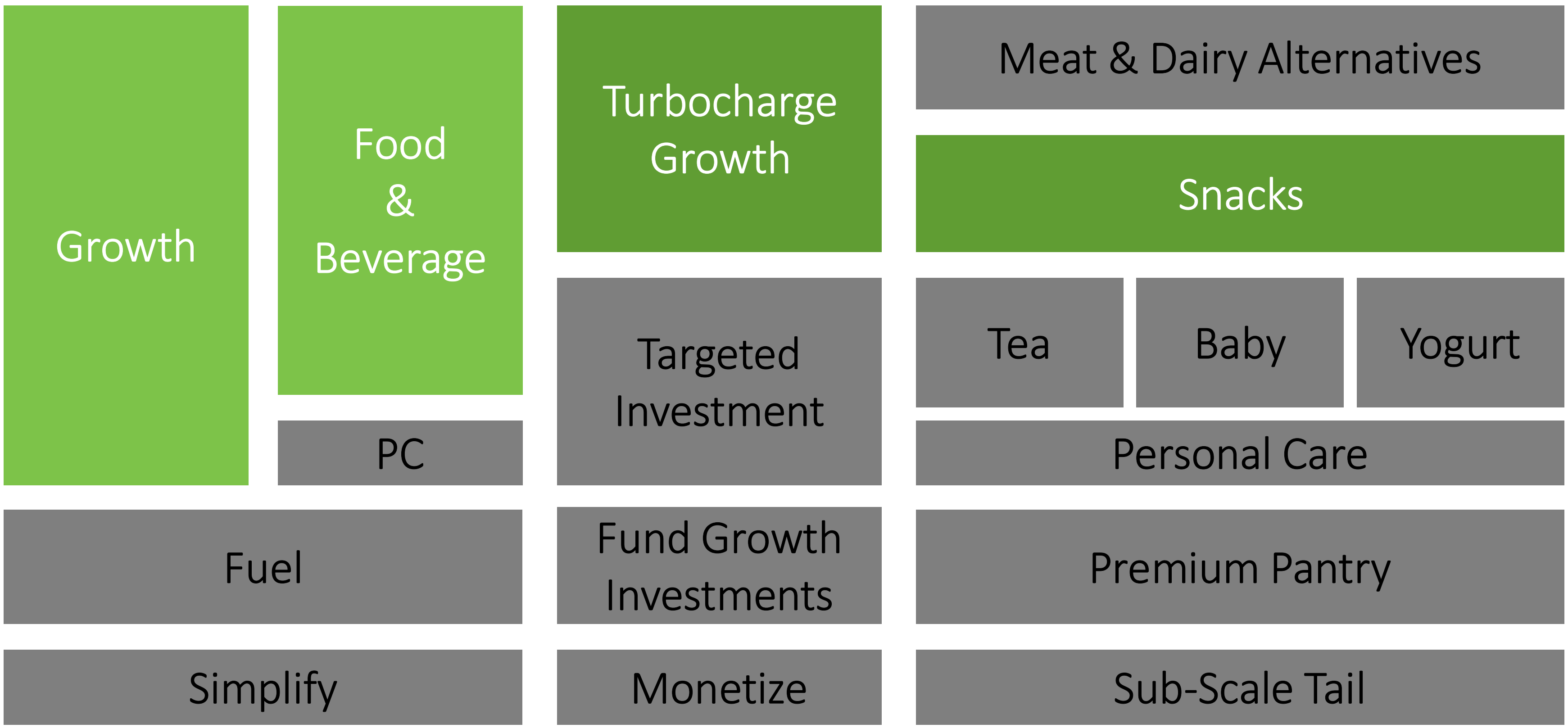




Chris Boever

EVP and Chief Commercial Officer

HAIN
CELESTIAL

Turbocharge Growth: Snacks



Snacks: Leading Hain Brands with Strong Momentum and Expandability

Strong Hain Brand Assets[1]

#1
US Vegetable Straw

#1
US Vegetable Chip

#3
US Natural Tortilla Chip

#1
UK Everyday Pudding

#3
UK Baby Finger Food

#2
US Baby Snacks

Strong Hain Performance

Annual Sales: ~$425MM[2]

EBITDA Margin: **Mid Teens**[3]

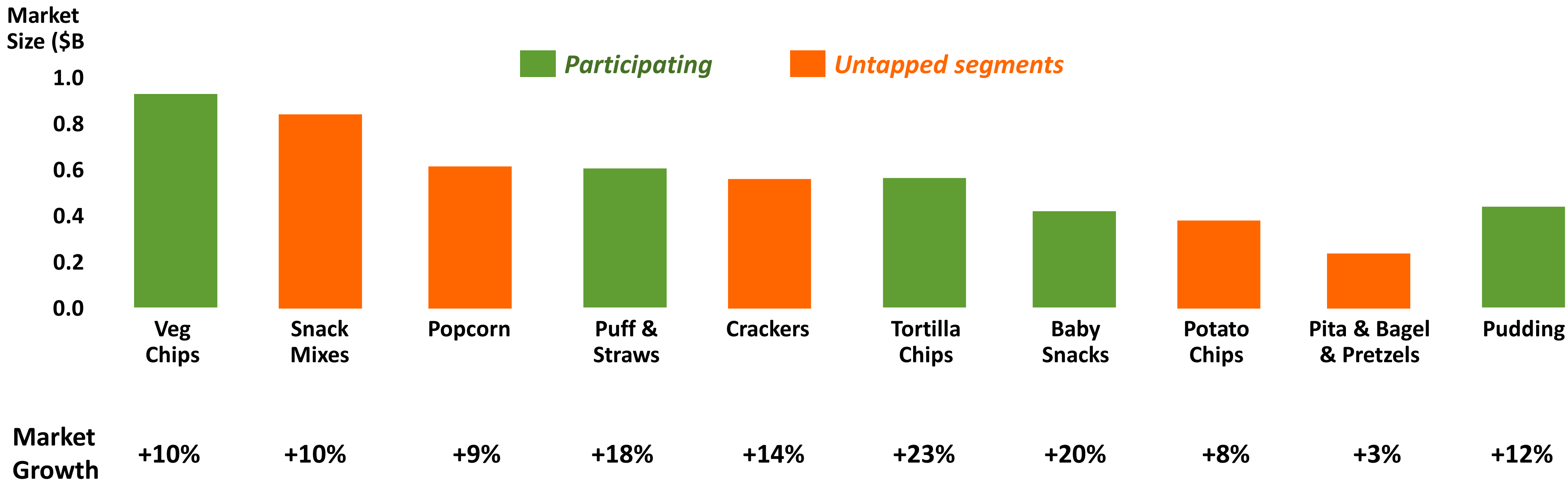
Sales Growth: ~10%[4]

Market Share Gain: +2pp[5]

Note: 1) Based on Share in Natural Product Market; 2) FY 21 Net Sales; 3) FY 21 Adjusted EBITDA margin; 4) Cumulative constant currency growth from FY 19-FY 21: 5) L12wk as of 8-8-21 vs 2-yr ago; Source: SPINs, Nielsen, IRI

Snacks: We Compete in High Growth, Health and Wellness Segments with Further Expansion Opportunities

Global Health & Wellness Snacks



Note: US market size based on MULO+C L52wk as of 8-8-21, UK market size based on L52wk as of 8-7-2021, all growth rates vs 2-yr ago; NPI market size for Popcorn, Puff & Straws, Tortilla, Potato chips, Pita & Bagel Chips, Pretzels and TPL market size for rest of the segments; Source: SPINs, IRI

Snacks - What We Did:
Built Distribution with Breakthrough Innovation

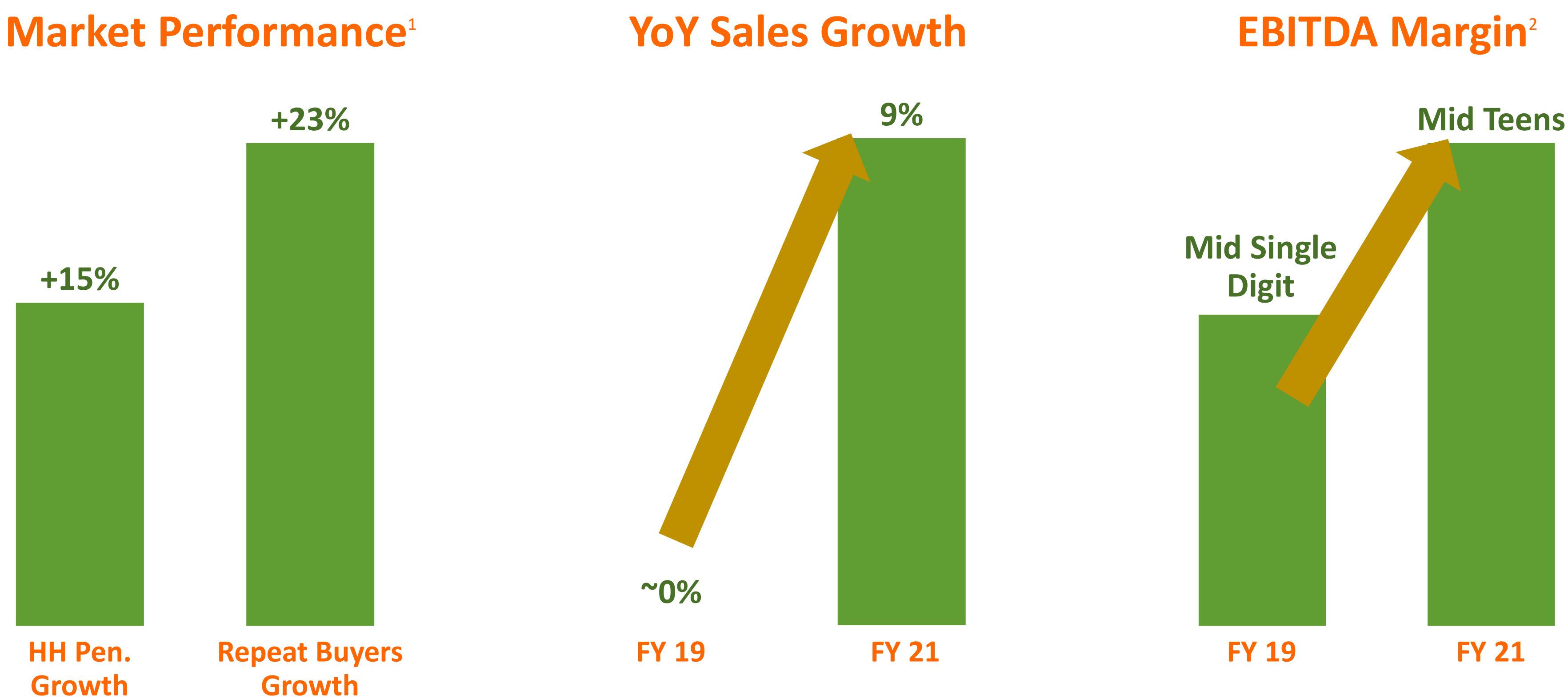
New Flavors

New Segments

Formats/Occasions

Renovation

Snacks: Achieved Strong Market and Financial Performance

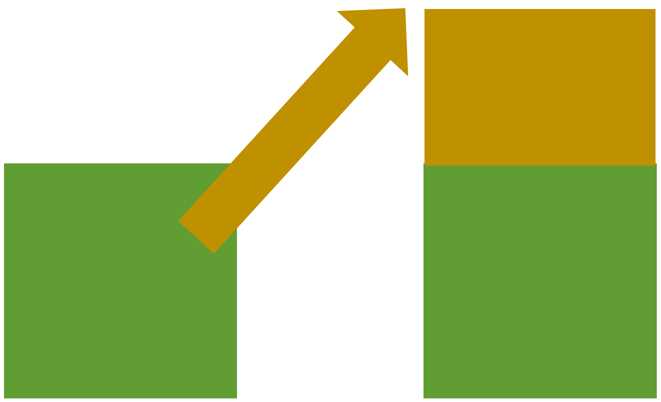


Notes: 1) HH Pen and Repeat Rate based on L12WK as of 8-8-21 vs 2-yr ago in US All Outlets; Source: SPINs; 2) Adjusted EBITDA margin

Snacks: Clear Path to Accelerate Growth Via DISTRIBUTION

~$200MM of DISTRIBUTION Opportunity Identified

Grow # of MULO Stores and Shelf Space



Current ACV **Target ACV**

Extend into Under Penetrated Channels

Convenience Channel

Source: SPINs

Snacks: Clear Path to Accelerate Growth Via INNOVATION

~$150MM of INNOVATION Opportunity Identified

New Flavors

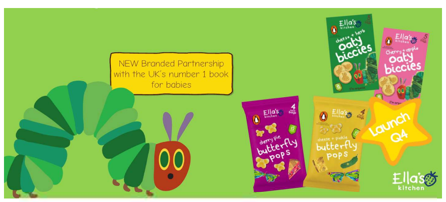
New Formats & Size

Adjacent Segments

Snacks: Clear Path to Accelerate Growth Via Increased MARKETING

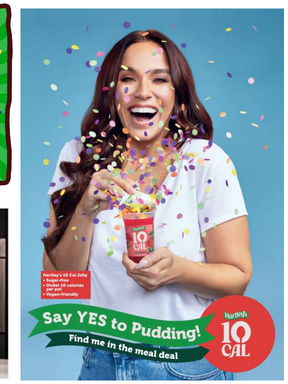
~$50MM of MARKETING Opportunity Identified

Partnerships

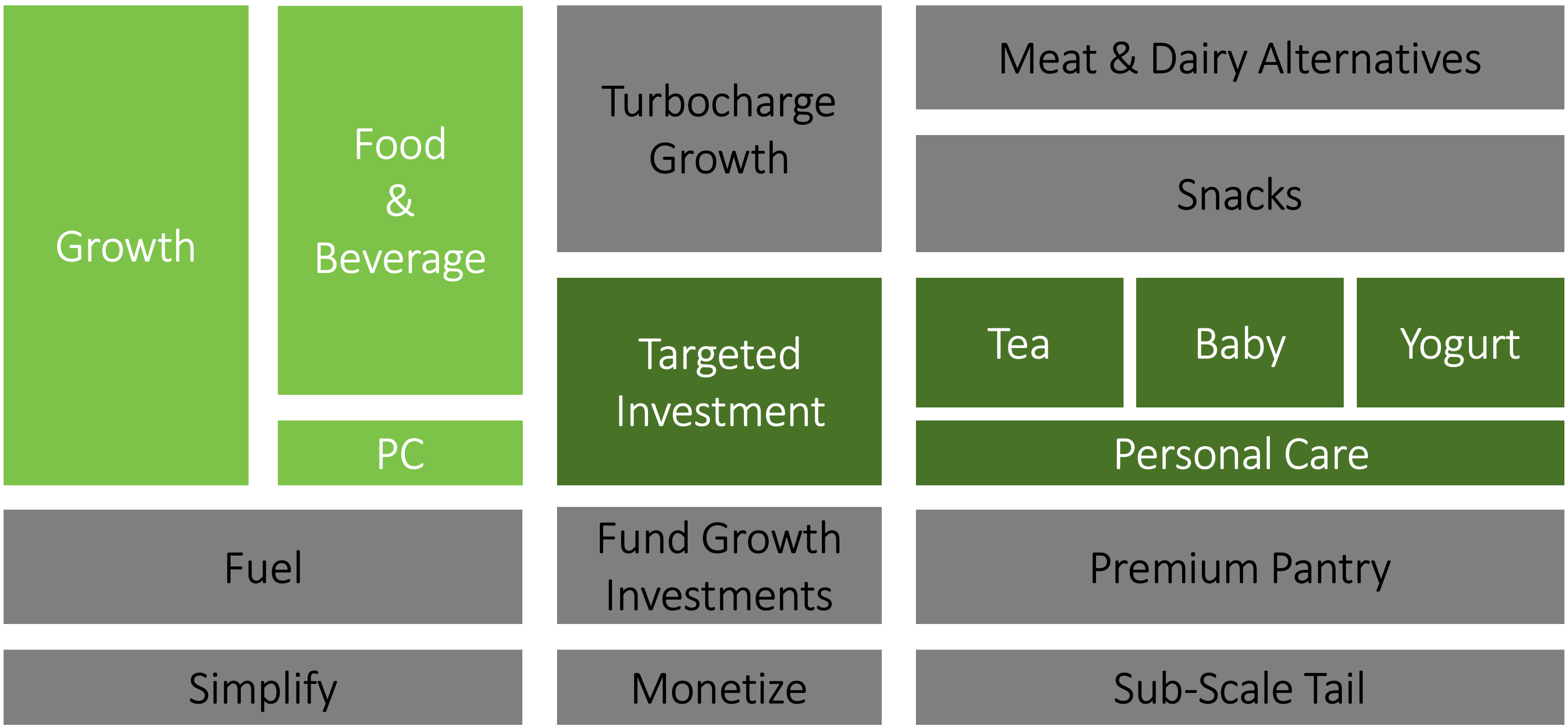


Seasonal Promotion

Digital, Social, Mobile



Targeted Investment



Targeted Investment: Strong Brand Assets Growing Faster than Market

Strong Hain Brand Assets[1]

Celestial Seasonings	**#1**	*NA Herbal Tea*
Earth's Best Organic	**#1**	*US Baby Formula*
Ella's Kitchen	**#1**	*UK Baby Food*
live clean. Hand Sanitizer	**#2**	*Canada Hand Sanitizer*
alba Botanica	**#1**	*US Suncare, Acne Cleanser*
Jāsön	**#2**	*US Body Wash*
Avalon Organics	**#2**	*US Shampoo & Conditioner*
The Greek Gods	**#3**	*US Multi-Serve Yogurt*

Strong Hain Performance

Annual Sales: **~$625MM**[2]

EBITDA Margin: **High Teens**[3]

Sales Growth: **~2%**[4]

Market Share Gain: **+2pp**[5]

Notes: 1) Market share rank within natural products; 2) FY 21 Net Sales; 3) FY 21 Adjusted EBITDA margin; 4) Cumulative constant currency growth from FY 19-FY 21: 5) L12wks as of 8-8-21 in MULO+C & Natural Enhanced Channel vs 2yr ago; Source: SPINs, IRI

Targeted Investment: Gained Shares through Well-Focused Actions

Renovation

Innovation

New Flavors/Scents

New Sublines

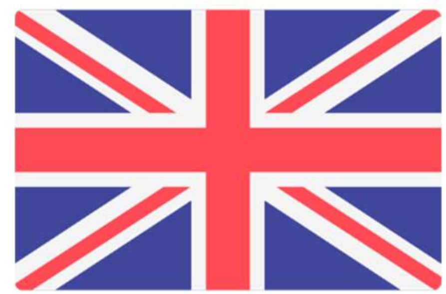
Targeted Investment: Clear Path to Accelerate Growth Via DISTRIBUTION

~$100MM of DISTRIBUTION Opportunity Identified

Leverage Partnerships

New Channels

New Regions



Targeted Investment: Clear Path to Accelerate Growth Via INNOVATION

~$100MM of INNOVATION Opportunity Identified

Personal Care

Tea

Baby

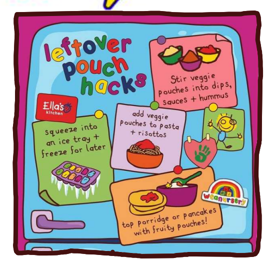
Targeted Investment: Clear Path to Accelerate Growth Via Increased MARKETING

~$50MM of MARKETING Opportunity Identified

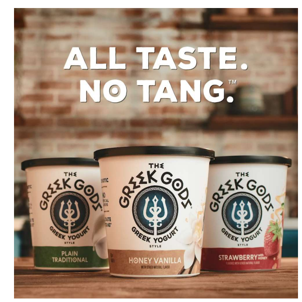
Personal Care

Tea

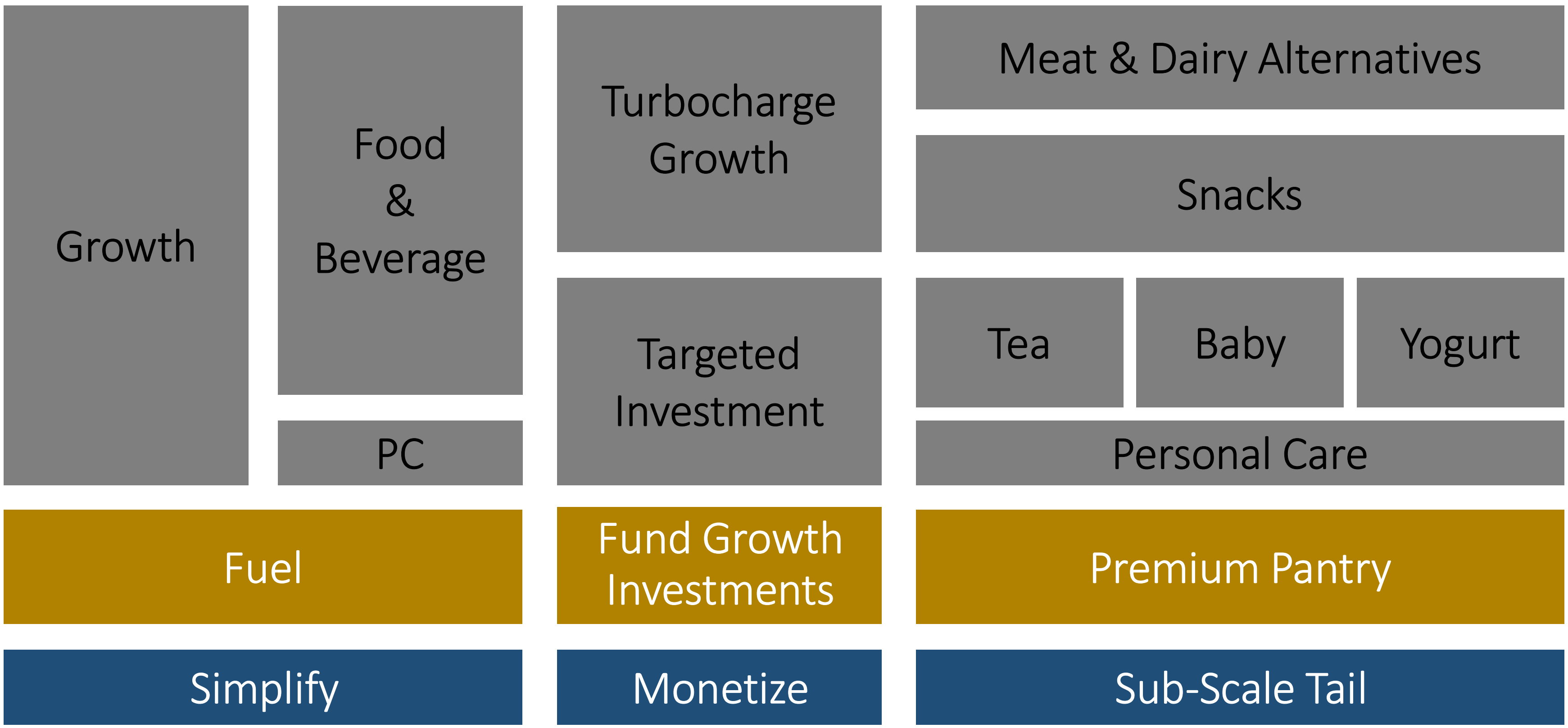
Baby



Yogurt

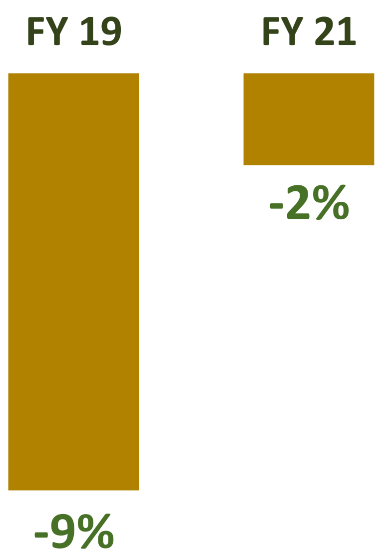


Fuel and Simplify



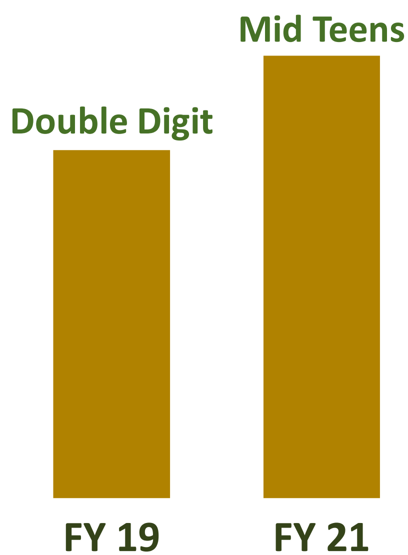
Fuel: Stabilized Brands and Improved Margins

Stabilized Topline Growth[1]

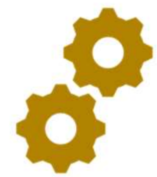


Profitable Businesses

EBITDA Margin[2]



Preserve Reliable Fuel for Growth



Productivity:
Margin Improvements

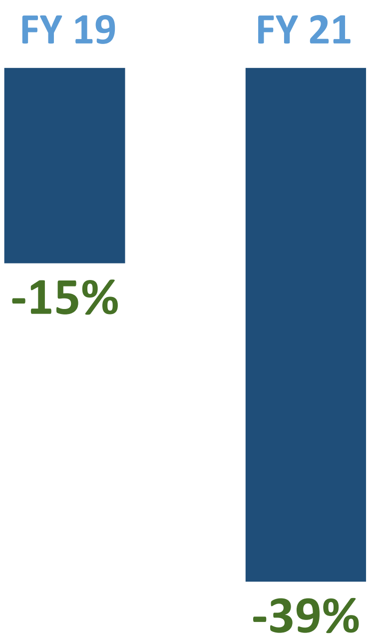
Scrappy Innovation

Space Optimization

Note: 1) Year over Year net sales growth; 2) Adjusted EBITDA margin

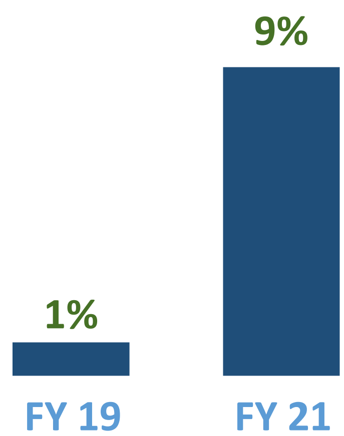
Simplify: Sell, Shut or Transfer $150MM Brands with Limited Potential

Declining Topline[1]



Low Margins

EBITDA Margin[2]



Exiting declining brands materially enhances our total company growth rate and maximizes shareholder value

Note: 1) Year over Year net sales growth. Includes divested and discontinued businesses; 2) Adjusted EBITDA margin including divested and discontinued businesses

Hain 3.0 Algorithm: Assumes Only a Fraction of the Potential

$1Billion+ of clearly identified opportunity

Distribution	Innovation	Marketing
>$600MM	>$450MM	>$200MM

We have way more ideas than we need to achieve our 3.0 algorithm

David Karch

EVP and Chief Transformation Officer

Growth will be Funded through Industry Leading Productivity

Hain 3.0 Drivers of Growth

Distribution	Innovation	Marketing
>$600MM	>$450MM	>$200MM

Funded by Productivity

Hain 2.0 Established a Performance-Driven Culture

Transformation Processes		Key Results
• Organization structure	→	• Accountability
• Productivity Management System		• Customer Focused
• Continuous improvement		• Disciplined/Repeatable
• Productivity Ideation Sessions		• Alignment
• Cross functional ownership		• Improved Cost

$100MM of Projects Delivered FY 20-21

FY 20-21 Completed

$100MM

Supply Chain: $60MM
SG&A: $40MM

FY 20-21 Total # Projects

300

Hain 2.0 Accomplishments

- ↑ 500+ Basis Points margin
- ↓ $60MM Supply Chain cost
- ↓ $40MM SG&A cost

Another $100MM of Projects Already Identified for FY 22-23

FY 22-23 Pipeline

$100MM

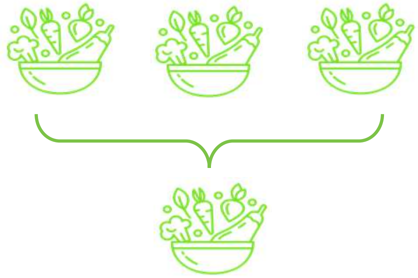
Supply Chain: $90MM
SG&A: $10MM

FY 22-23 Total # Projects

300

Hain 3.0 Focus Areas

- Global Sourcing
- Global Baby and plant- based meat synergies
- Manufacturing footprint automation and process efficiencies
- Product design
- D&W efficiency



Javier Idrovo

EVP and Chief Financial Officer

The Growth Brands in Hain 3.0 Will Drive our Top and Bottom Line Algorithm

		Growth Achieved by FY 25		
	FY 21	Turbocharge	Targeted	Total Growth
Adjusted Sales Growth[1]	**1%**	**10 to 13%**	**3 to 6%**	**7 to 10%**
Adjusted EBITDA Growth[2]	**24%**	**11 to 14%**	**4 to 7%**	**9 to 12%**

Notes: 1) Net sales growth adjusted for the impact of foreign exchange, divestitures and discontinued brands. 2) Adjusted EBITDA growth excludes impact of divestitures and discontinued brands. See appendix for reconciliation between adjusted and GAAP figures.

Our Hain 3.0 Algorithm Will Drive Profitable Growth

	FY 21	Growth Achieved by FY 25			
		Total Growth	Fuel	Simplify	Total Hain
Adjusted Sales Growth[1]	1%	7 to 10%	-1 to 2%	N/A	6 to 9%
Adjusted EBITDA Growth[2]	24%	9 to 12%	2 to 5%	N/A	8 to 11%

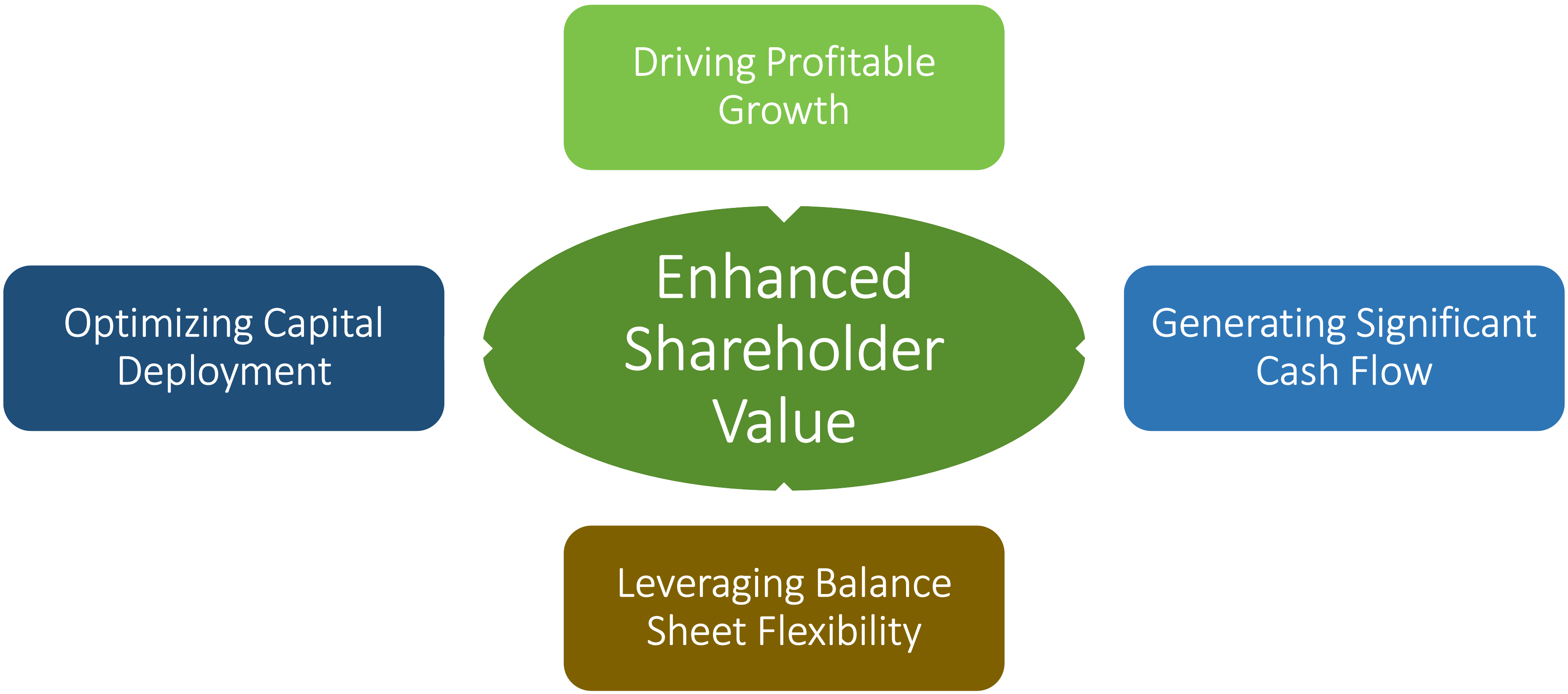
Notes: 1) Net sales growth adjusted for the impact of foreign exchange, divestitures and discontinued brands; 2) Adjusted EBITDA growth excludes impact of divestitures and discontinued brands. Total Hain reflects impact from Corporate Overhead. See appendix for reconciliation between adjusted and GAAP figures.

New Portfolio Segmentation Reflects Focus on Building the Growth Categories

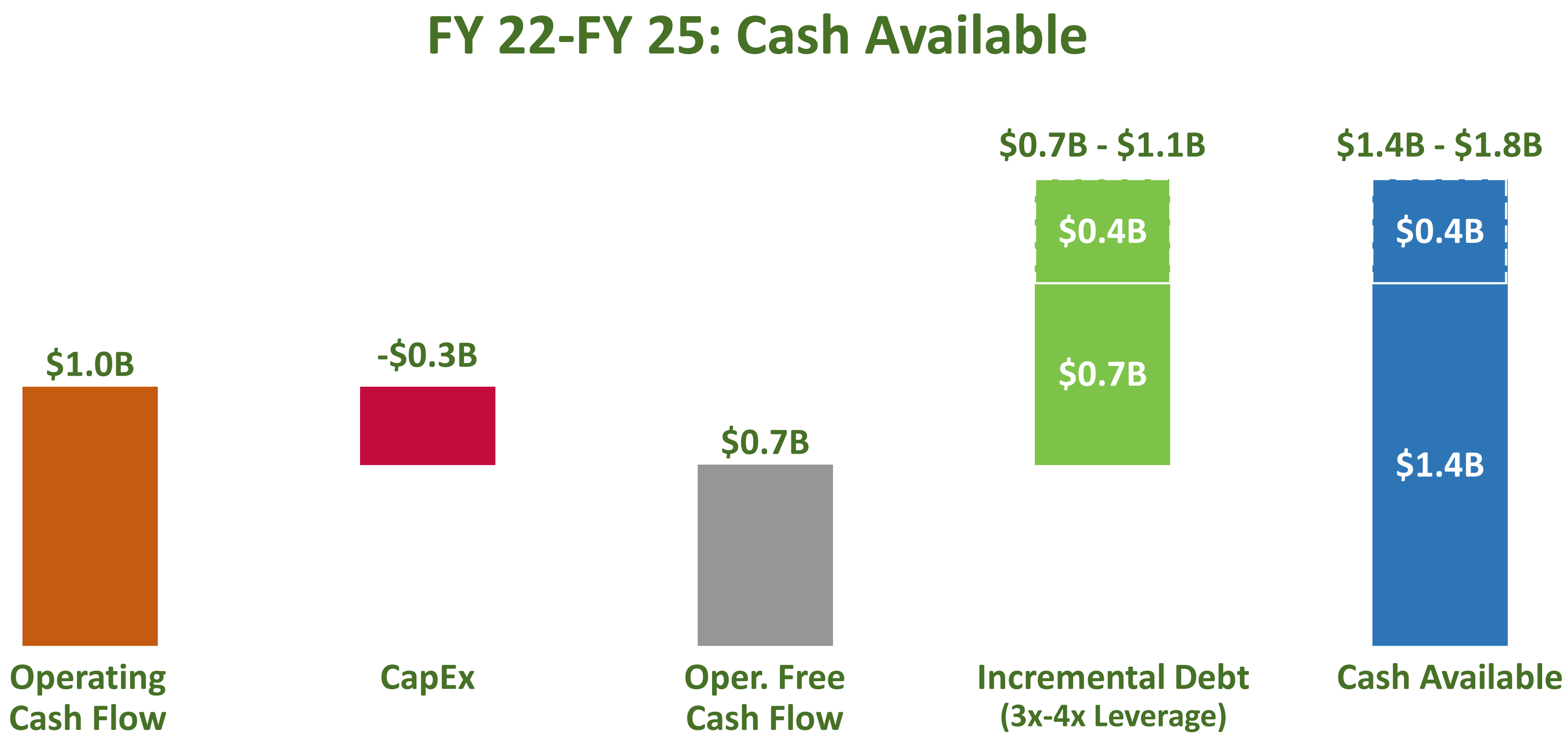
		% of Sales			% of EBITDA[1]		
		Hain 1.0	Hain 2.0	Hain 3.0	Hain 1.0	Hain 2.0	Hain 3.0
Growth	Turbocharge Growth	28%	40%	50%	37%	41%	53%
Growth	Targeted Investment	28%	33%	34%	42%	37%	34%
Growth	Total Growth	**56%**	**73%**	**84%**	**78%**	**77%**	**87%**
Fuel		**18%**	**19%**	**16%**	**19%**	**16%**	**13%**
Simplify		**26%**	**8%**	**-**	**3%**	**7%**	**-**

Note: Numbers may not sum to 100% due to rounding. 1) Refers to Adjusted EBITDA. EBITDA percentage calculations exclude corporate costs

Hain 3.0 Continues to Focus on Enhancing Shareholder Value



Close to $2B Available to Strategically Invest and Enhance Shareholder Returns



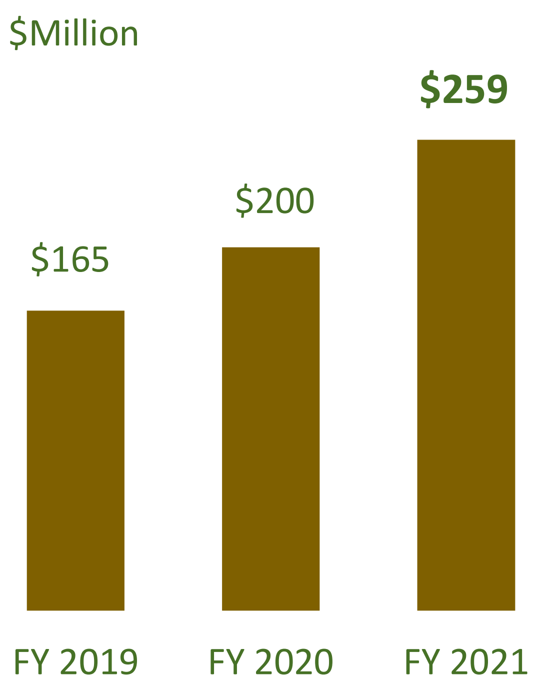
Note: Figures represent projections for FY 22 through FY 25 from organic growth (no M&A or Divestitures). Incremental debt adjusted to reflect Share Repurchases done in Q1 FY 22 and assumes 3x-4x net debt leverage

Capital Allocation Priorities Focus on Delivering Highest Risk-Adjusted Shareholder Returns

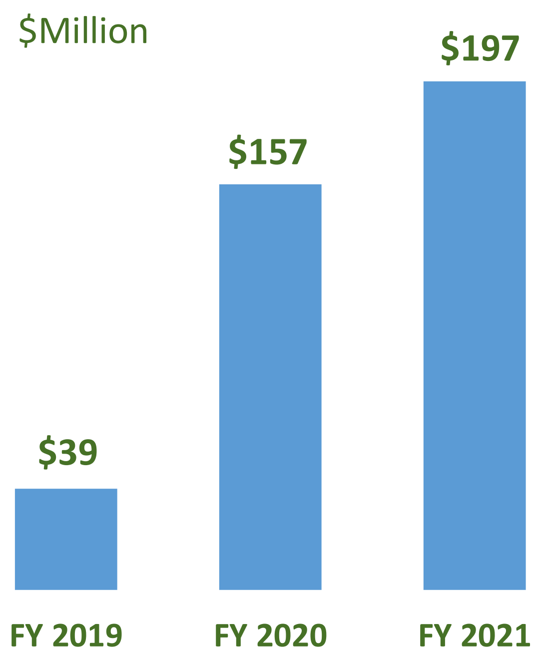
Capital Structure	• Target Net Debt Leverage of 3-4x
Internal Investments	• Drive Capacity Increases • Improve Operational Efficiencies • Fulfill Regulatory Requirements
External Investments	• Focused M&A in Growth Categories • Accelerate Top & Bottomline growth rate • Address capacity needs
Capital Returned to Shareholders	• Share Repurchases • Dividends

We have Created Balance Sheet Flexibility to Enhance Shareholder Returns

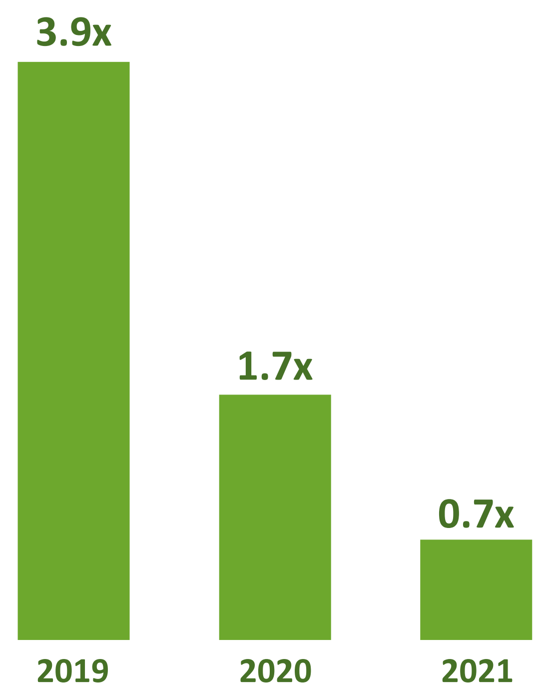
Consolidated Adjusted EBITDA



Operating Cash Flow

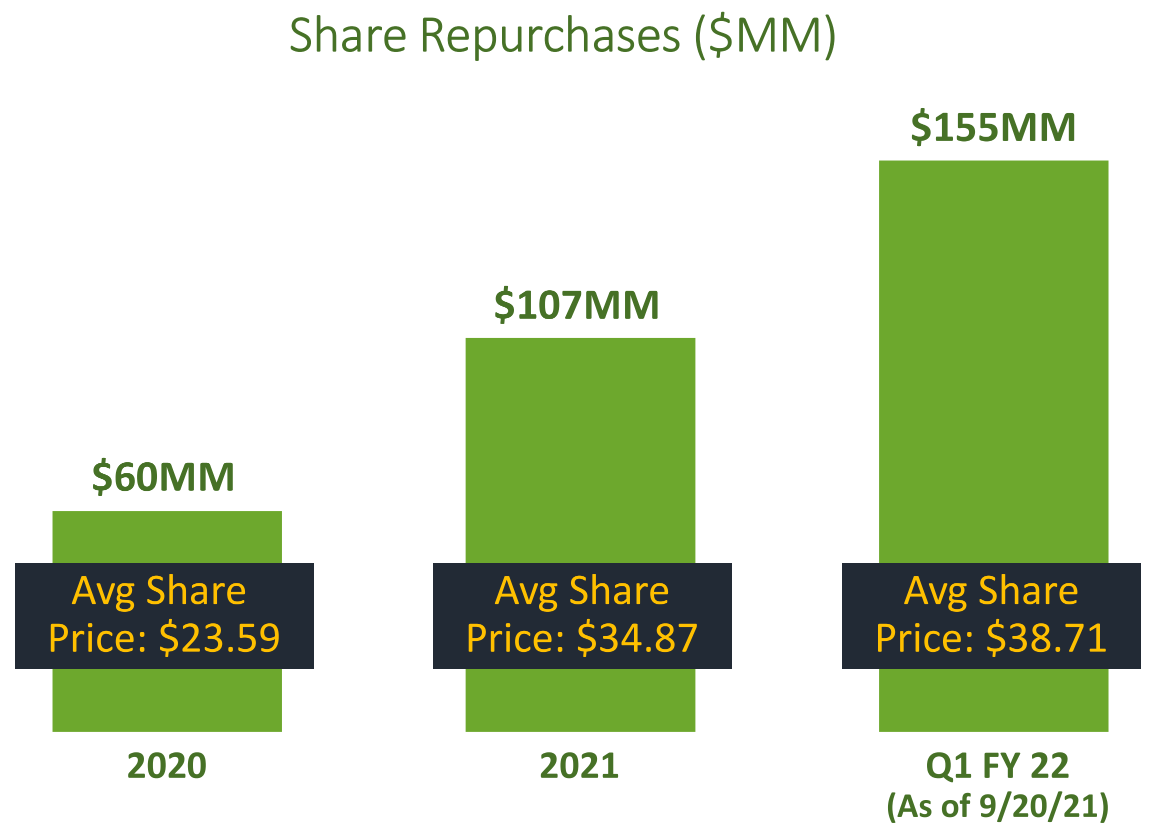


Net Debt Leverage
(Net Debt/EBITDA)



Note: See appendix for reconciliation between adjusted and GAAP figures. EBITDA used in the Net Debt Leverage calculation conforms to Hain's credit agreement calculation method

We have Created Balance Sheet Flexibility to Enhance Shareholder Returns



Note: Average share repurchase price excludes commissions.

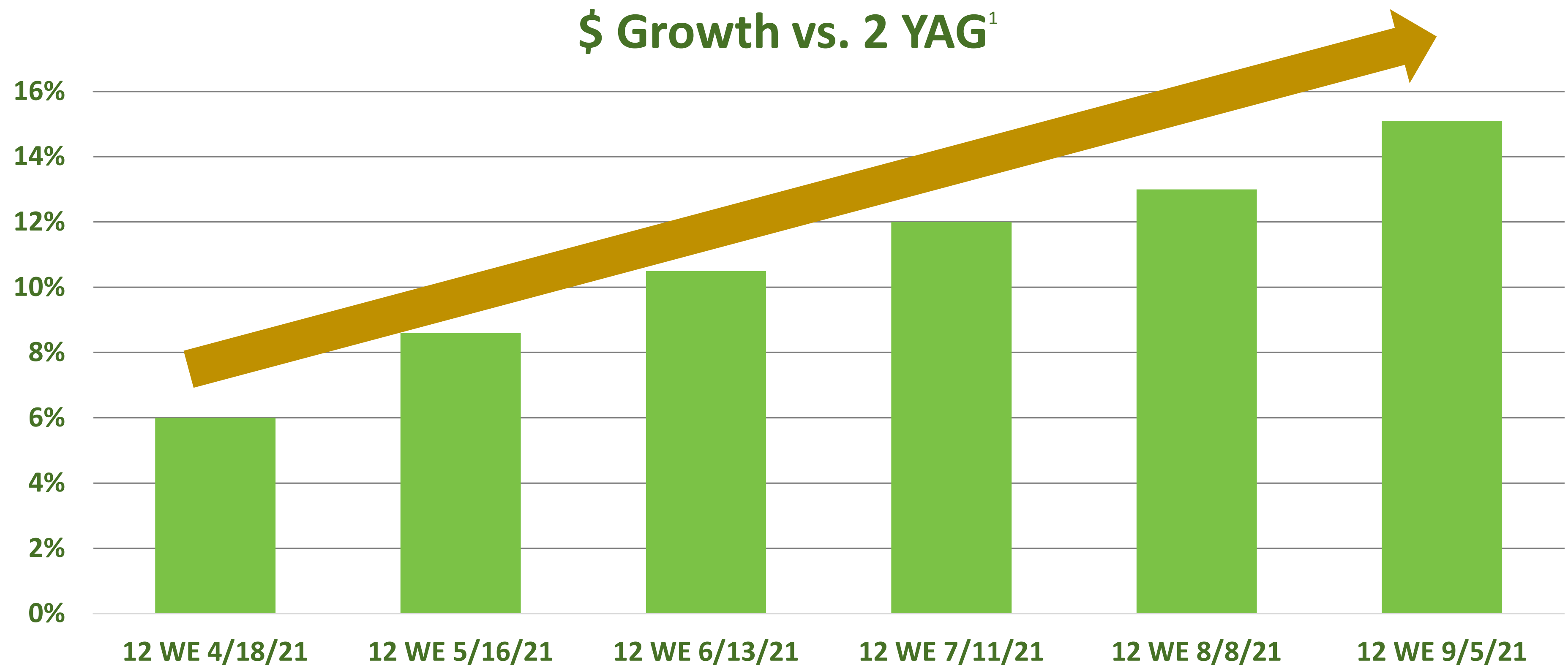
FY 22 is a Bridge Year as we Pivot to Hain 3.0 Spanning FY 23-25

Hain 3.0 Builds on Strong Momentum in FY 22 H2

	FY 22 H1	FY 22 H2	Achieve by FY 25
Adjusted Sales Growth[1]	Decline Low to Mid Single Digits	↑ Mid to High Single Digits	**6% to 9%**
Adjusted EBITDA Growth[2]	Close to Flat	↑ High Single Digits to Low Double Digits	**8% to 11%**

Notes: 1) Net sales growth adjusted for the impact of foreign exchange, divestitures and discontinued brands; 2) Reflects impact from Corporate Overhead

Growth Brands Showing Strong Consumption Momentum



Notes: 1) IRI Source: IRI MULO + C, PE 9/5/21

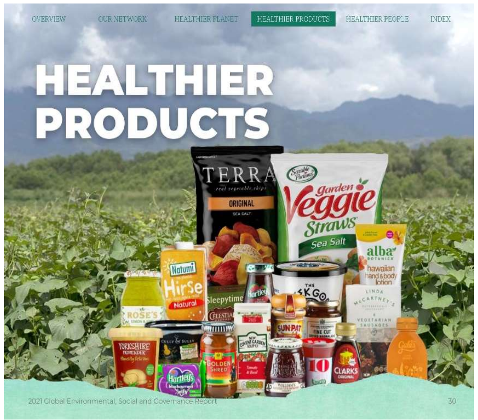
Kristy Meringolo

EVP, General Counsel, Chief Compliance Officer and Corporate Secretary

Environmental, Social & Governance Program

Mission: Create and inspire a *Healthier Way of Life*® for our employees, consumers, customers, stockholders and global communities in which we work and live

Reduce environmental footprint and resource usage



Provide affordable and accessible products and purpose driven brands

Positively impact the lives of our employees and communities

Significant Progress to Date

Progress in FY 21:

- Published our 2021 Global ESG Report
- Publicly declared commitment to setting a science-based target
- Completed global carbon footprint assessment
- Established baseline for setting FY 22 goals
- Embedded ESG goals into all processes, projects, and performance metrics

FY 22 ESG Goals

Goal	*Scope*	*Year (CY)*
Develop scope 1,2,3 emissions targets and achieve validation by the Science Based Targets initiative	*Global*	*2023*
100% renewable electricity for Hain Celestial operated facilities	*Global*	*2025*
Zero food waste for Hain Celestial manufactured product	*Global*	*2025*
Zero waste to landfill for Hain Celestial operated facilities	*Global*	*2027*
100% of products have standardized recycling labeling system	*Global*	*2025*
Publish a global sustainable packaging strategy	*Global*	*2023*
Adopt and implement Hain Celestial Healthier Product Standards	*Global, brand-specific initiatives*	*2025*
Increase female representation in leadership positions globally and diverse representation in leadership in the U.S., reporting progress annually	*Global, U.S.*	*Annual*
Adopt a global volunteering program offering paid time off for all employees	*Global*	*2022*
100% of unsold food and personal care products that are fit to use goes to someone in need	*Global*	*2025*

Healthier Planet **Healthier Products** **Healthier People**

Mark Schiller

President and Chief Executive Officer

Hain 3.0 Will Create a Differentiated and Advantaged Company

	Average CPG	Hain 3.0
Positioning	*Healthy eating not core*	*Singular focus on healthy eating*
Markets	*Mature categories with low potential*	*High growth categories with expandability*
Portfolio	*Conventional, undifferentiated brands*	*Differentiated, H&W brands*
Scale	*Mature brands with limited growth*	*Small wins create step-change growth*
Algorithm	*Low Single Digit Sales Growth* *Mid-Single Digit Profit Growth*	***High Single Digit Sales Growth*** ***Double Digit Profit Growth***

Thank You

Appendix

Adjusted Net Sales Growth – Total Hain

$ in thousands	FY 19	FY 20	FY 21
Net sales as reported	$ 2,104,606	$ 2,053,904	$ 1,970,302
Divestitures and discontinued brands	(379,701)	(272,952)	(110,857)
Impact of foreign currency exchange	44,525	27,470	(61,307)
Net sales on a constant currency basis adjusted for divestitures and discontinued brands	$ 1,769,430	$ 1,808,422	$ 1,798,138
Net sales - prior year	$ 2,265,670	$ 2,104,606	$ 2,053,904
Divestitures and discontinued brands	(453,522)	(379,701)	(272,952)
Net sales adjusted for divestitures and discontinued brands	$ 1,812,147	$ 1,724,905	$ 1,780,952
Net sales (decline) growth on a constant currency basis adjusted for divestitures and discontinued brands	-2.4%	4.8%	1.0%

Adjusted Net Sales Growth – North America

$ in thousands	FY 19	FY 20	FY 21
Net sales as reported	$ 1,195,979	$ 1,171,478	$ 1,104,128
Divestitures and discontinued brands	(148,650)	(93,447)	(35,314)
Impact of foreign currency exchange	6,047	2,227	(6,083)
Net sales on a constant currency basis adjusted for divestitures and discontinued brands	$ 1,053,377	$ 1,080,259	$ 1,062,731
Net sales - prior year	$ 1,295,413	$ 1,195,979	$ 1,171,478
Divestitures and discontinued brands	(179,796)	(148,650)	(93,447)
Net sales adjusted for divestitures and discontinued brands	$ 1,115,617	$ 1,047,329	$ 1,078,031
Net sales (decline) growth on a constant currency basis adjusted for divestitures and discontinued brands	-5.6%	3.1%	-1.4%

Adjusted Net Sales Growth – International

$ in thousands	FY 19	FY 20	FY 21
Net sales as reported	$ 908,627	$ 882,425	$ 866,174
Divestitures and discontinued brands	(231,051)	(179,505)	(75,543)
Impact of foreign currency exchange	38,478	25,243	(55,224)
Net sales on a constant currency basis adjusted for divestitures and discontinued brands	$ 716,053	$ 728,163	$ 735,407
Net sales - prior year	$ 970,257	$ 908,627	$ 882,425
Divestitures and discontinued brands	(273,727)	(231,051)	(179,505)
Net sales adjusted for divestitures and discontinued brands	$ 696,530	$ 677,576	$ 702,920
Net sales growth on a constant currency basis adjusted for divestitures and discontinued brands	2.8%	7.5%	4.6%

Adjusted EBITDA Margin by Segment – FY 19

$ in thousands	North America	International	Corporate/Other	Hain Consolidated
FY 19				
Operating income (loss)	$ 32,682	$ 58,808	$ (123,983)	$ (32,493)
Depreciation and amortization	16,993	31,515	2,390	50,898
Stock-based compensation, net	1,517	970	6,984	9,471
Stock-based compensation expense in connection with Former Chief Executive Officer Succession Plan	-	-	429	429
Productivity and transformation costs	8,333	3,186	28,439	39,958
Former Chief Executive Officer Succession Plan expense, net	-	-	29,727	29,727
Accounting review and remediation costs, net of insurance proceeds	-	-	4,334	4,334
Proceeds from insurance claim	-	-	(4,460)	(4,460)
Long-lived asset and intangibles impairment	7,120	8,698	17,901	33,719
SKU rationalization and inventory write-down	12,111	271	(1)	12,381
Warehouse/manufacturing consolidation and other costs	17,661	-	(25)	17,636
Plant closure related costs	1,205	3,467	62	4,734
Litigation and related expenses	-	87	1,430	1,517
Other	780	(1,039)	(2,480)	(2,739)
Adjusted EBITDA	$ 98,402	$ 105,963	$ (39,253)	$ 165,112
Divestitures and discontinued brands	(1,399)	(6,094)	-	(7,493)
Adjusted EBITDA excluding impact of divestitures and discontinued brands	$ 97,003	$ 99,869	$ (39,253)	$ 157,619
Net sales adjusted for divestitures and discontinued brands	$ 1,047,329	$ 677,576	$ -	$ 1,724,905
Adjusted EBITDA margin	9.3%	14.7%		9.1%

Adjusted EBITDA Margin by Segment – FY 20

$ in thousands	North America	International	Corporate/Other	Hain Consolidated
FY 20				
Operating income (loss)	$ 95,934	$ 55,333	$ (95,225)	$ 56,042
Depreciation and amortization	16,890	31,437	3,761	52,088
Stock-based compensation, net	2,716	1,316	9,046	13,078
Goodwill impairment	-	394	-	394
Productivity and transformation costs	9,053	7,034	31,509	47,596
Proceeds from insurance claim	-	-	(2,962)	(2,962)
Long-lived asset and intangibles impairment	8,499	8,454	10,540	27,493
SKU rationalization and inventory write-down	3,996	179	-	4,175
Warehouse/manufacturing consolidation and other costs	3,440	-	-	3,440
Plant closure related costs	75	2,282	-	2,357
Litigation and related expenses	-	-	48	48
Other	283	(733)	(3,306)	(3,756)
Adjusted EBITDA	$ 140,886	$ 105,696	$ (46,589)	$ 199,993
Divestitures and discontinued brands	(4,456)	2,098	-	(2,358)
Adjusted EBITDA excluding impact of divestitures and discontinued brands	$ 136,430	$ 107,795	$ (46,589)	$ 197,635
Net sales adjusted for divestitures and discontinued brands	$ 1,078,031	$ 702,920	$ -	$ 1,780,952
Adjusted EBITDA margin	12.7%	15.3%		11.1%

Adjusted EBITDA Margin by Segment – FY 21

$ in thousands	North America	International	Corporate/Other	Hain Consolidated
FY 21				
Operating income (loss)	$ 129,010	$ 38,036	$ (59,666)	$ 107,380
Depreciation and amortization	16,816	29,915	2,838	49,569
Stock-based compensation, net	3,410	1,535	10,714	15,659
Productivity and transformation costs	5,388	3,880	6,595	15,863
Proceeds from insurance claim	-	-	(592)	(592)
Long-lived asset impairment	(11)	56,348	1,583	57,920
Warehouse/manufacturing consolidation and other costs	7,809	3,565	-	11,374
Plant closure related costs	34	24	-	58
SKU rationalization and inventory write-down	(421)	-	-	(421)
Litigation and related expenses	-	-	1,587	1,587
Other	10	579	(48)	541
Adjusted EBITDA	$ 162,045	$ 133,882	$ (36,989)	$ 258,938
Divestitures and discontinued brands	(6,757)	3,259	-	(3,498)
Adjusted EBITDA excluding impact of divestitures and discontinued brands	$ 155,288	$ 137,141	$ (36,989)	$ 255,440
Net sales adjusted for divestitures and discontinued brands	$ 1,068,814	$ 790,631	$ -	$ 1,859,445
Adjusted EBITDA margin	14.5%	17.3%		13.7%

Adjusted EBITDA Growth – Total Hain

$ in thousands	FY 19	FY 20	FY 21
Adjusted EBITDA as reported	$ 165,112	$ 199,993	$ 258,938
Divestitures and discontinued brands	(7,493)	(2,358)	(3,498)
Impact of foreign currency exchange	5,715	3,427	(10,704)
Adjusted EBITDA on a constant currency basis excluding impact of divestitures and discontinued brands	$ 163,334	$ 201,063	$ 244,736
Adjusted EBITDA - prior year	$ 228,892	$ 165,112	$ 199,993
Divestitures and discontinued brands	(15,337)	(7,493)	(2,358)
Adjusted EBITDA excluding impact of divestitures and discontinued brands	$ 213,556	$ 157,619	$ 197,635
Adjusted EBITDA (decline) growth on a constant currency basis excluding impact of divestitures and discontinued brands	-23.5%	27.6%	23.8%

Adjusted EBITDA & Margin Growth – Total Hain (FY 18 & FY 19)

$ in thousands	Q1 FY18	Q2 FY18	Q3 FY18	Q4 FY18	FY 18	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	FY 19
Net Sales	$ 547,090	$ 567,770	$ 582,563	$ 568,247	$ 2,265,670	$ 518,478	$ 533,566	$ 547,257	$ 505,305	$ 2,104,606
Net income (loss)	19,846	47,103	12,686	(69,941)	9,695	(37,425)	(66,501)	$ (65,837)	$ (13,551)	(183,314)
Net income (loss) from discontinued operations, net of tax	2,599	6,515	(10,847)	(63,317)	(65,050)	(14,338)	(34,714)	(74,620)	(6,215)	(129,887)
Net income (loss) from continuing operations	$ 17,247	$ 40,588	$ 23,533	$ (6,624)	$ 74,744	$ (23,087)	$ (31,787)	$ 8,783	$ (7,336)	$ (53,427)
Provision (benefit) for income taxes	7,168	(18,049)	(1,497)	10,407	(1,970)	(9,966)	5,097	2,943	(1,306)	(3,232)
Interest expense, net	2,987	3,201	3,482	4,240	13,909	3,804	4,884	5,278	5,484	19,450
Depreciation and amortization	13,551	13,315	13,412	13,999	54,277	12,860	12,205	12,483	13,350	50,898
Equity in net (income) loss of equity-method investees	(11)	(194)	101	(235)	(339)	175	11	205	264	655
Stock-based compensation, net	3,164	4,158	2,936	3,122	13,381	(214)	1,776	3,927	3,982	9,471
Stock-based compensation expense in connection with Former Chief Executive Officer Succession Plan	-	-	-	(2,203)	(2,203)	312	117	-	-	429
Goodwill impairment	-	-	-	7,700	7,700	-	-	-	-	-
Long-lived asset and intangibles impairment	-	3,449	4,841	5,743	14,033	4,236	19,473	-	10,010	33,719
Unrealized currency (gains) losses	(3,419)	(286)	(1,465)	3,143	(2,027)	590	439	1,522	(3,401)	(850)
Productivity and transformation costs	3,796	4,008	4,753	4,276	16,833	10,333	9,872	9,259	10,494	39,958
Former Chief Executive Officer Succession Plan expense, net	-	-	-	2,723	2,723	19,241	10,031	455	-	29,727
Proceeds from insurance claim	-	-	-	-	-	-	-	-	(4,460)	(4,460)
Accounting review and remediation costs, net of insurance proceeds	(1,358)	4,451	3,313	2,887	9,293	3,414	920	-	-	4,334
Gain on sale of businesses	-	-	-	-	-	-	-	-	(534)	(534)
Warehouse/manufacturing consolidation and other costs	737	418	-	3,024	4,179	4,599	1,708	3,222	8,107	17,636
Plant closure related costs	-	700	3,246	1,567	5,513	1,828	1,490	184	1,232	4,734
SKU rationalization and inventory write-down	-	-	4,913	-	4,913	-	1,530	505	10,346	12,381
Litigation and related expenses	-	-	235	780	1,015	569	122	371	455	1,517
Realized currency loss on repayment of international loans	-	-	-	-	-	-	-	-	2,706	2,706
Losses on terminated chilled desserts contract	1,472	2,143	2,938	-	6,553	-	-	-	-	-
Co-packer disruption	1,173	1,567	826	-	3,566	-	-	-	-	-
Regulated packaging change	-	1,007	-	-	1,007	-	-	-	-	-
Toys “R” Us bad debt	-	-	897	-	897	-	-	-	-	-
Recall and other related costs	-	-	273	307	580	-	-	-	-	-
Machine break-down costs	-	-	317	-	317	-	-	-	-	-
Adjusted EBITDA	$ 46,508	$ 60,476	$ 67,054	$ 54,855	$ 228,892	$ 28,694	$ 37,888	$ 49,137	$ 49,393	$ 165,112
Adjusted EBITDA margin	8.5%	10.7%	11.5%	9.7%	10.1%	5.5%	7.1%	9.0%	9.8%	7.8%
Adjusted EBITDA growth (%)						-38%	-37%	-27%	-10%	-28%
Adjusted EBITDA margin growth (bps)						(297)	(355)	(253)	12	(226)

Adjusted EBITDA & Margin Growth – Total Hain (FY 20 & FY 21)

$ in thousands	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	FY 20	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	FY 21
Net Sales	$ 482,076	$ 506,784	$ 553,297	$ 511,746	$ 2,053,904	$ 498,627	$ 528,418	$ 492,604	$ 450,653	$ 1,970,302
Net (loss) income	$ (107,021)	$ (964)	$ 24,339	$ 3,239	(80,407)	$ 485	$ 2,140	$ 34,254	$ 40,485	77,364
Net (loss) income from discontinued operations, net of tax	(102,068)	(2,816)	(697)	(460)	(106,041)	11,266	(11)	-	-	11,255
Net (loss) income from continuing operations	$ (4,953)	$ 1,852	$ 25,036	$ 3,699	$ 25,634	$ (10,781)	$ 2,151	$ 34,254	$ 40,485	$ 66,109
(Benefit) provision for income taxes	(531)	1,020	(10,242)	15,958	6,205	12,962	8,438	11,797	7,896	41,093
Interest expense, net	4,552	4,000	3,332	2,467	14,351	2,154	1,300	1,327	1,099	5,880
Depreciation and amortization	13,923	13,219	12,927	12,019	52,088	13,761	11,193	12,814	11,801	49,569
Equity in net loss (income) of equity-method investees	317	338	564	770	1,989	19	1,076	(70)	566	1,591
Stock-based compensation, net	2,737	3,083	3,761	3,497	13,078	4,367	3,823	3,698	3,771	15,659
Goodwill impairment	-	-	-	394	394	-	-	-	-	-
Long-lived asset and intangibles impairment	-	1,889	13,525	12,079	27,493	32,497	25,179	-	244	57,920
Unrealized currency losses (gains)	1,684	(485)	(1,011)	355	543	(1,202)	225	442	1,287	752
Productivity and transformation costs	14,175	12,260	10,967	10,194	47,596	1,150	5,363	3,915	5,435	15,863
Proceeds from insurance claim	(2,562)	-	(400)	-	(2,962)	-	-	(592)	-	(592)
Gain on sale of assets	-	-	-	-	-	-	-	-	(4,900)	(4,900)
Loss (gain) on sale of businesses	-	1,783	332	1,448	3,564	(620)	9	1,904	(3,897)	(2,604)
Warehouse/manufacturing consolidation and other costs	1,879	639	537	385	3,440	390	3,325	3,598	4,061	11,374
Plant closure related costs	832	1,522	-	3	2,357	(6)	2	21	41	58
SKU rationalization and inventory write-down	(11)	3,927	1,362	(1,103)	4,175	204	107	-	(732)	(421)
Litigation and related expenses	48	-	-	-	48	-	-	644	943	1,587
Adjusted EBITDA	$ 32,090	$ 45,047	$ 60,690	$ 62,165	$ 199,993	$ 54,895	$ 62,191	$ 73,752	$ 68,100	$ 258,938
Adjusted EBITDA margin	6.7%	8.9%	11.0%	12.1%	9.7%	11.0%	11.8%	15.0%	15.1%	13.1%
Adjusted EBITDA growth (%)	12%	19%	24%	26%	21%	71%	38%	22%	10%	29%
Adjusted EBITDA margin growth (bps)	112	179	199	237	189	435	288	400	296	340

Net Debt Leverage

$ in thousands	FY 19	FY 20	FY 21
Long-term debt, less current portion	$ 613,537	$ 281,118	$ 230,492
Current portion of long-term debt	17,232	1,656	530
Total debt	630,769	282,774	231,022
Less: Cash and cash equivalents	31,017	37,771	75,871
Net debt	$ 599,752	$ 245,003	$ 155,151
Adjusted (Bank) EBITDA[1]	$ 154,178	$ 143,129	$ 223,198
Net debt leverage	3.9	1.7	0.7

[1] EBITDA calculated as per Hain's credit agreement