

# Hain Celestial First Quarter Fiscal Year 2025 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, including statements related to our ability to expand margins, improve net working capital, reduce debt and improve leverage; our strategic initiatives and business strategy, including statements related to Hain Reimagined and our Hain Reimagined goals; our supply of products contracted for with our contract manufacturers, including infant formula; our supply chain, including the availability and pricing of raw materials; our productivity pipeline; our brand portfolio; and pricing actions and product performance.

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 loss and its related margin, adjusted loss 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: 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.
- Adjusted operating income and its related margin: operating income (loss) before certain litigation expenses, net, plant closure related costs, net, productivity and transformation costs, costs associated with acquisitions, divestitures and other transactions, and long-lived asset impairment.
- Adjusted net loss and its related margin and diluted net loss per common share, as adjusted: net loss, adjusted to exclude the impact of certain litigation expenses, net, plant closure related costs, net, productivity and transformation costs, costs associated with acquisitions, divestitures and other transactions, losses on sales of assets, long-lived asset impairment, unrealized currency losses (gains) 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, costs associated with acquisitions, divestitures and other transactions, losses on sales of assets, transaction and integration costs, net, long-lived asset impairment and other adjustments.
- Free cash flow: net cash (used in) 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, discontinued brands, and exited product categories and foreign exchange, and believe organic net sales is useful to investors because it enables them to better understand the growth of our business from period to period.
- Adjusted results as important supplemental measures of our performance and believe they are frequently used by securities analysts, investors and other interested parties in the evaluation of our Company and companies in our industry.
- Free cash flow as one factor in evaluating the amount of cash available for discretionary investments.
- Net debt as a useful measure to monitor leverage and evaluate the balance sheet.

We discuss the Company's net secured leverage ratio as calculated under our credit agreement as a measure of our financial condition, liquidity and compliance with our credit agreement. For a description of the material terms of our credit agreement and risks of non-compliance with our credit agreement, see "Liquidity and Capital Resources" under "Management's Discussion and Analysis of Financial Condition and Results of Operations" and "Risk Factors" in our most recent Annual Report on Form 10-K and our subsequent quarterly reports on Form 10-Q filed with the U.S. Securities and Exchange Commission.

# Business Update

**Wendy Davidson**

President & Chief Executive Officer



# Key Takeaways

- **Building on momentum** generated in 1<sup>st</sup> year of Hain Reimagined
- New capabilities and strengthened global operating model; **positioned for growth in 2H FY25**
- Strategic initiatives targeting brands in stabilize bucket driving improving results
- **Expanded adjusted gross margin** in Q1
- Continued progress in **reducing net debt**
- **Acceleration in 2H FY25** expected to be driven by Snacks promo shift, full recovery of infant formula supply, distro gains and increased brand building
- **On track to achieve Hain Reimagined goals**
- **Reaffirming FY25 guidance**



# FOCUS: Continued to Shape a Winning Portfolio and Strengthened our Commercial Go-to-Market

## Driving More From Our Core Categories



## North America Commercial Acceleration

Holistic Redesign

Simplified Portfolio

Strategic Divestitures

Consumer Led Branding

Category Advisory

Customer Focus

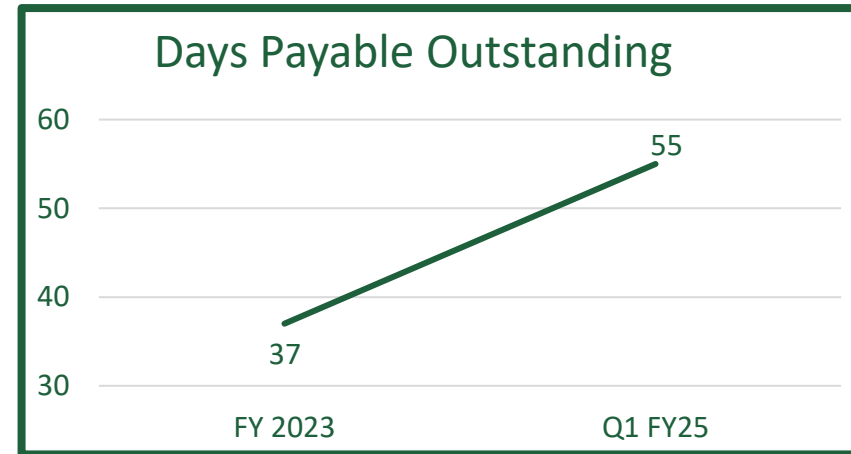
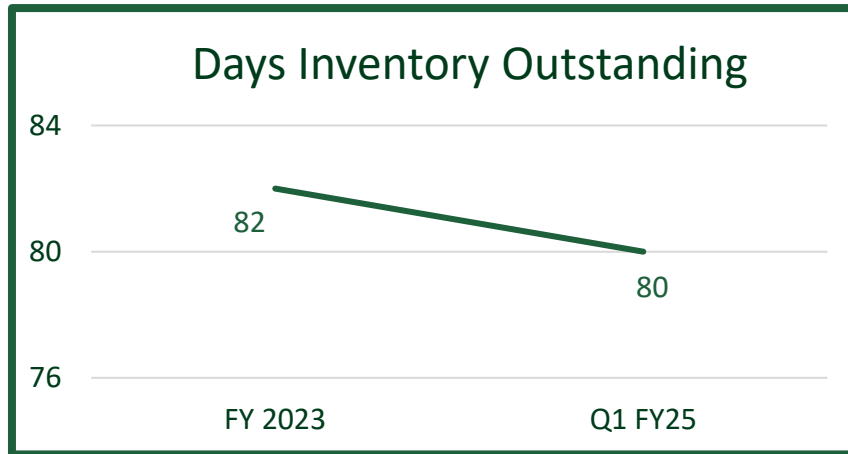
Increased Distribution

Route to Market

Synergies of Scale



# FUEL: Growth Generated by Revenue Growth Management, Working Capital Management & Operational Efficiency



**Robust Productivity Pipeline for Fiscal 2025**

**Global RGM Efforts Unlocked 20 bps Trade Spend Efficiency in Q1**



# BUILD: Enhanced Brand Building, Channel Expansion & Innovation

## Brand Building



## Channel Expansion AFH & Ecommerce

GVS C-Stores Dollar Sales +41% and +44% TDPs



**garden Veggie Snacks**

Ecommerce Double-Digit Growth on Key Brands



**garden Veggie Snacks**



Ecommerce +3pt Share Across Soup



## Innovation



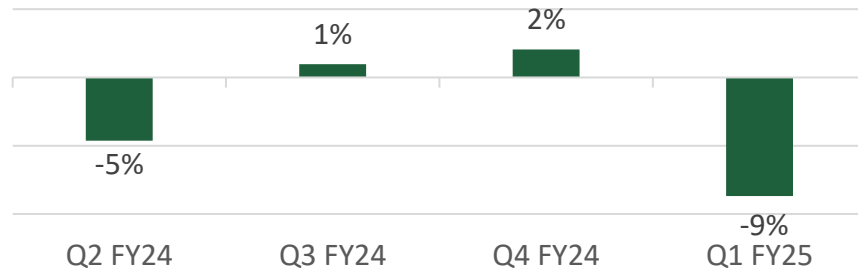


# GROW: ≥70% Brand Awareness Across Key Brands



# Snacks Performance

Organic Net Sales Growth Y/Y



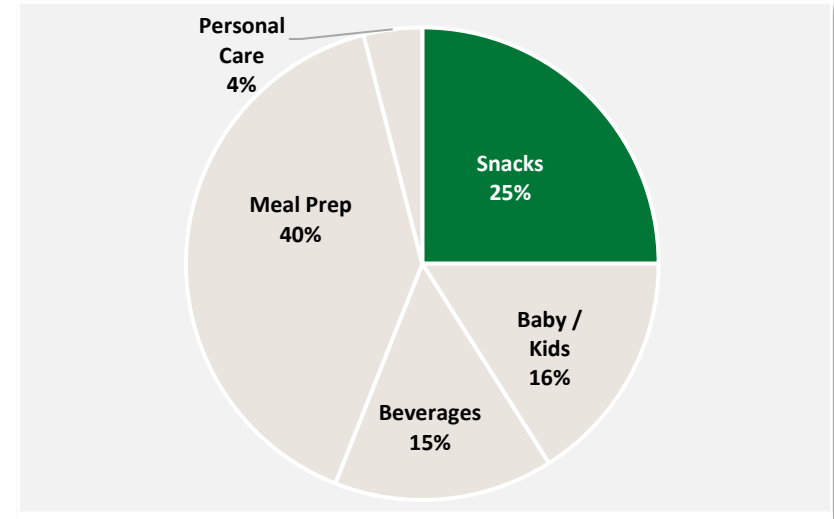
## Q1 Highlights

- Garden Veggie saw mid-single digit % TDP growth y/y<sup>1</sup>
- Flavor Burst innovation launch is the #1 launch in BFY Salty Snacks<sup>2</sup>
  - Flavor Burst sales ~80% incremental to the brand
- Terra velocities up double-digits % y/y<sup>1</sup>
- Promotional timing shift the primary driver of y/y decline

## Looking Ahead

- Garden Veggie promo shift into Q3
- New Garden Veggie masterbrand campaign, “YUMbelievably Delicious”
- Hartley’s PPA relaunch leading to new listings w/ major UK retailers in H2

Revenue % YTD FY25

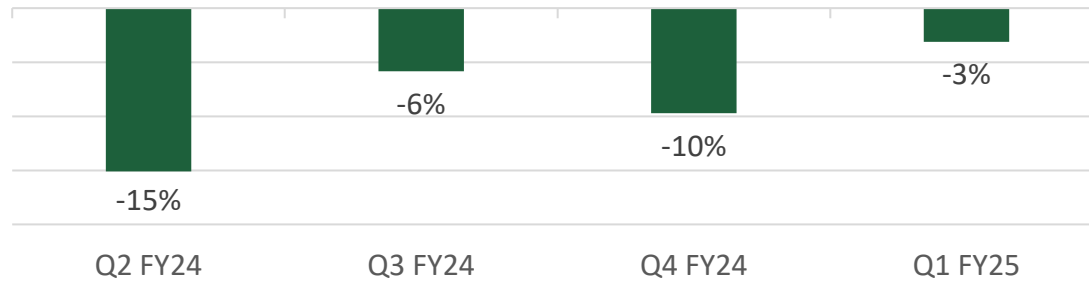


<sup>1</sup> Circana, MULO + C 12 W/E 10/6/24

<sup>2</sup> SPINS MULO + C YTD Ending 10/6/24, based on BFY Salty Snack definition

# Baby & Kids Performance

Organic Net Sales Growth Y/Y



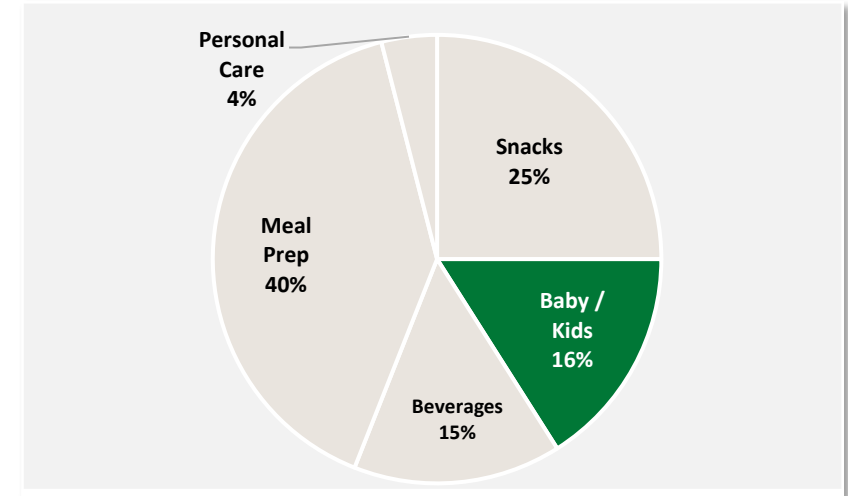
## Q1 Highlights

- Sequential improvement in y/y organic net sales trend
- Earth's Best infant formula supply recovery progressing well, as expected
  - Online formula sales grew double-digits in Q1
  - Distro at largest retailers showing velocities on key SKUs are  $\geq$  historical levels
- Earth's Best snacks and cereal each grew dollar sales double-digits in Q1<sup>1</sup>
- Ella's Kitchen outperformed the market in volume in Q1<sup>2</sup>

## Looking Ahead

- Full recovery of Earth's Best infant formula supply expected to drive back half growth
- Ella's Kitchen gained ~5,000 distribution points for Q2
- Increased brand building on both brands

Revenue % YTD FY25

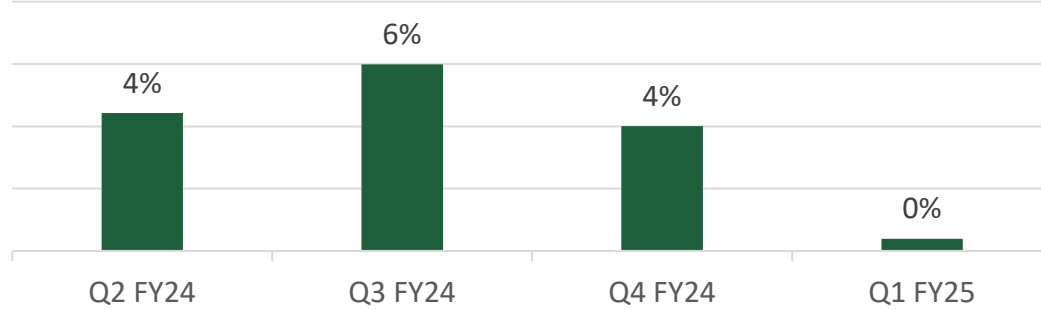


<sup>1</sup> Circana, MULO + C 12 W/E 10/6/24

<sup>2</sup> Circana, Major Multiples, 12 W/E 10/5/24

# Beverages Performance

Organic Net Sales Growth Y/Y



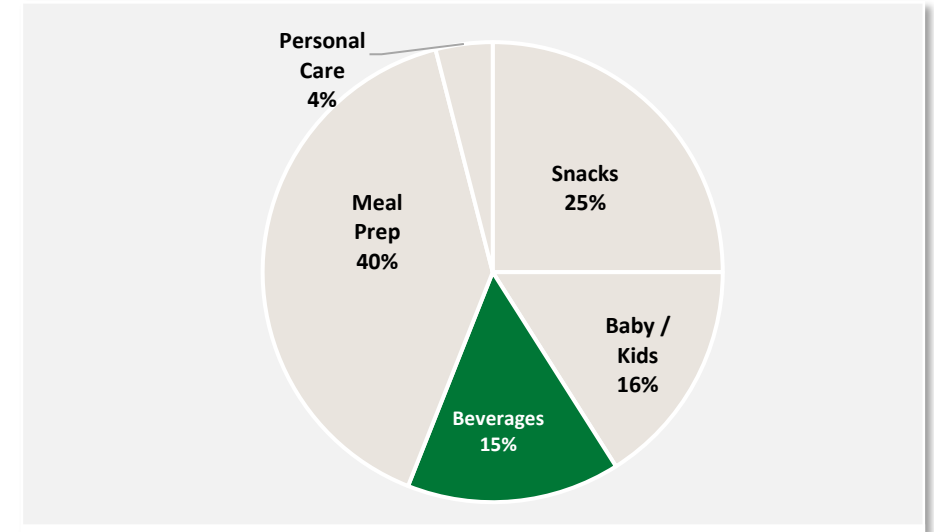
## Q1 Highlights

- Celestial Seasonings bagged tea grew dollar sales low-single digits % y/y<sup>1</sup>
- Premium non-dairy beverage brand, Natumi, grew organic share by more than 300 bps in the natural channel<sup>2</sup>
- For the second year in a row, Natumi earned the “Bestes Bio” Award recognizing best organic brands

## Looking Ahead

- Shifted marketing timing to support new “Taste Our World” masterbrand campaign, launched ahead of hot tea season
- Gained new non-dairy beverage listings at key retailers for 2H FY25

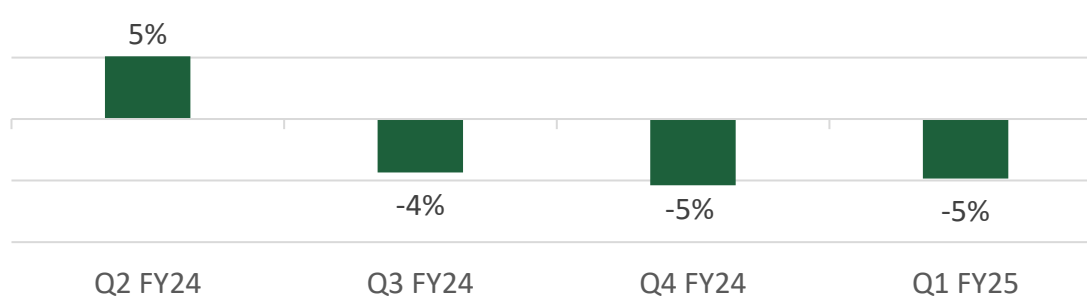
Revenue % YTD FY25



<sup>1</sup> Circana, MULO + C 12 W/E 10/6/24  
<sup>2</sup> Bio Vista September 2024

# Meal Prep Performance

Organic Net Sales Growth Y/Y



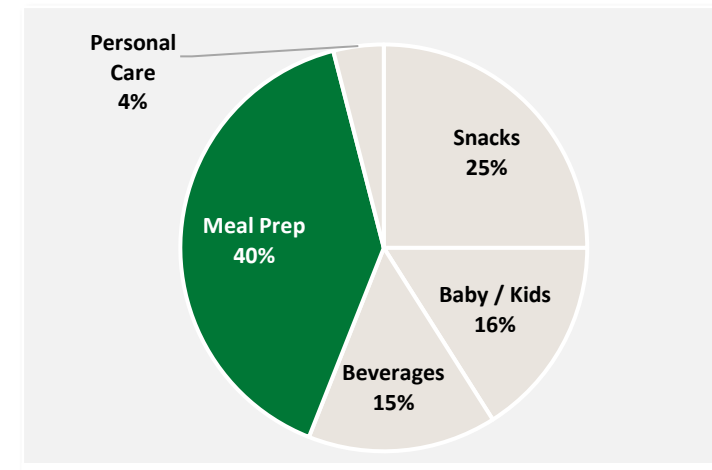
## Q1 Highlights

- Double-digit organic net sales growth in UK soups where we hold #1, #2, #3 positions
- Greek Gods showing strong velocities in customers with distribution
- Strong brands in challenged plant-based meat industry
  - Yves, #1 brand in Canada, grew share in frozen and continues to grow velocities<sup>1</sup>
  - Linda McCartney, #2 brand in the UK, growing TDPs and share<sup>2</sup>

## Looking Ahead

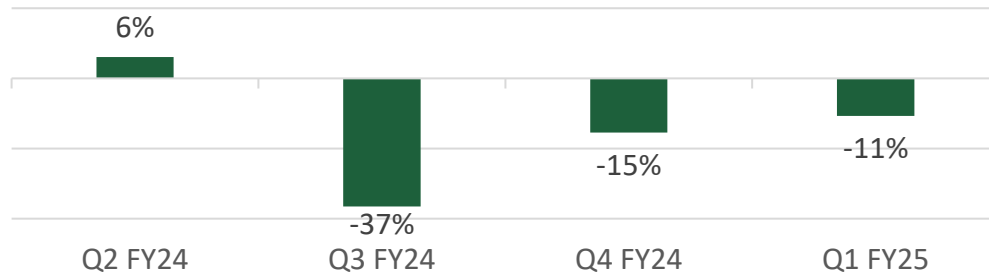
- “Destination Lunch” w/ risottos, jacket potato & toast toppers, hot lunch bowls
- Greek Gods incremental brand building
- Linda McCartney marketing campaign “Van on the Run”
- Soups double-digit TDP wins across key retailers and new private label launches
- Lapping private label spreads and drizzles loss

Revenue % YTD FY25



# Personal Care Performance

Organic Net Sales Growth Y/Y



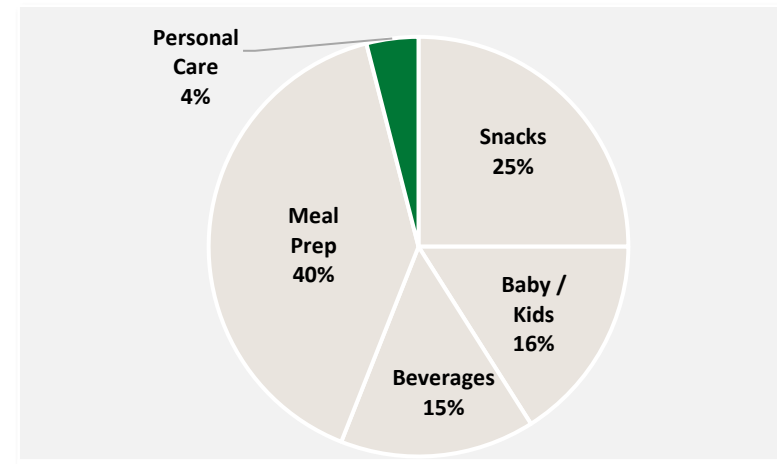
## Q1 Highlights

- Sequential improvement in y/y trend
- Execution of “shrink to grow” plan driving moderating declines and margin improvement
- Momentum in core Natural and Ecommerce channels

## Looking Ahead

- Continued execution of “shrink to grow” plan expected to deliver 1100 bps of gross margin improvement in FY26

Revenue % FY25



# Fiscal 2025 and Beyond

## Reset the Foundation FY24

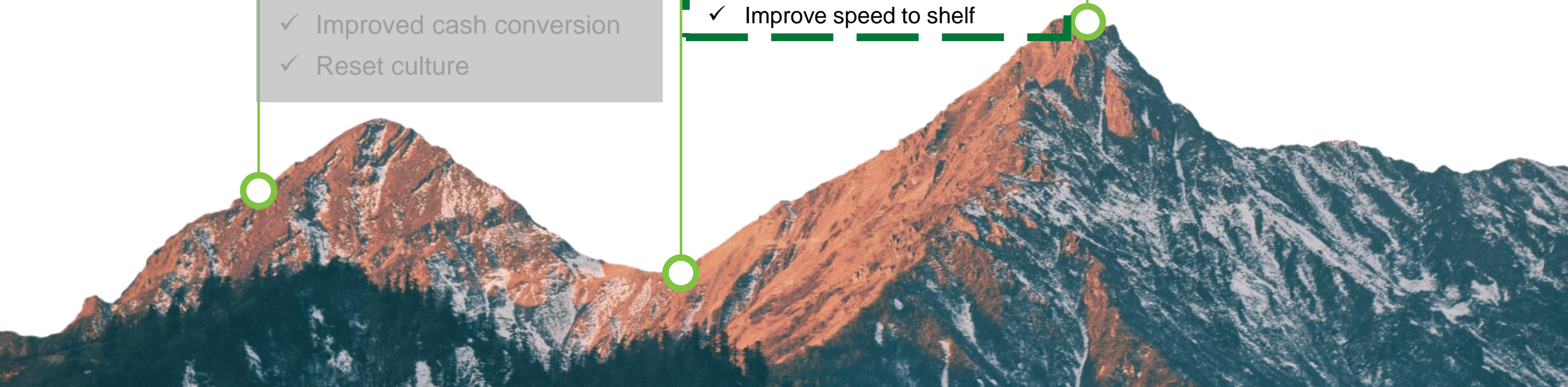
- ✓ Global operating model
- ✓ Investments for growth
- ✓ Improved cash conversion
- ✓ Reset culture

## 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

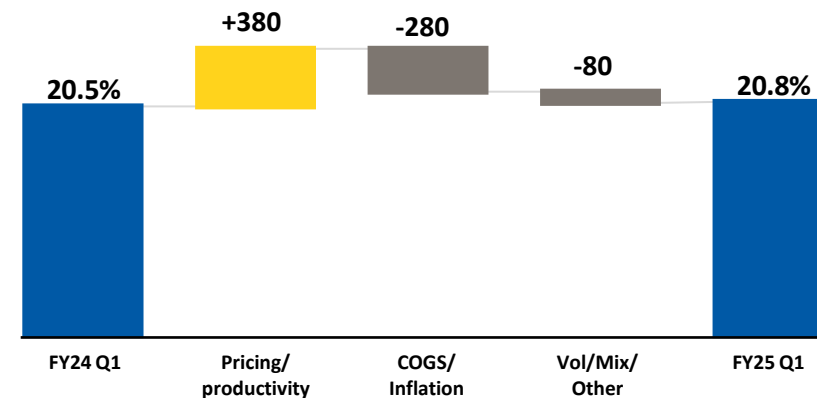




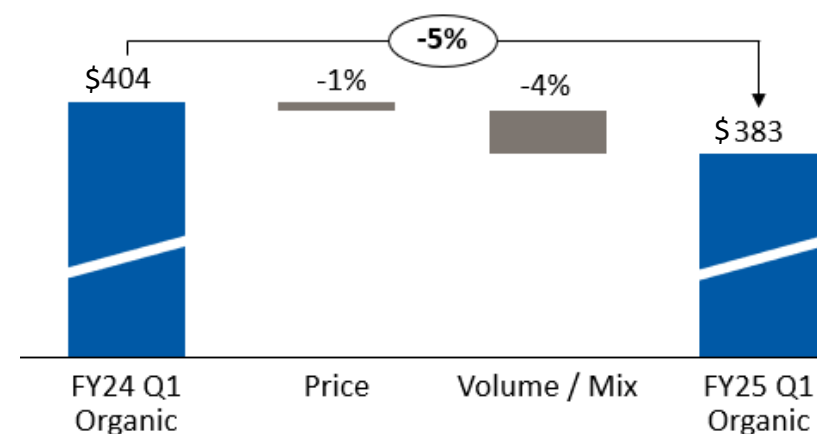
# Performance Summary

\$'s in millions	Q1 2025	Q1 2025 vs. LY
Net Sales	\$395	-7%
Organic Net Sales	\$383	-5%
Adjusted Gross Margin	20.8%	+20 bps
Adjusted EBITDA	\$22	-7%
Adjusted EBITDA Margin	5.7%	flat
Adjusted Net Loss	\$4	flat
Adjusted Loss per Share	\$0.04	flat

## Adjusted Gross Margin Bridge



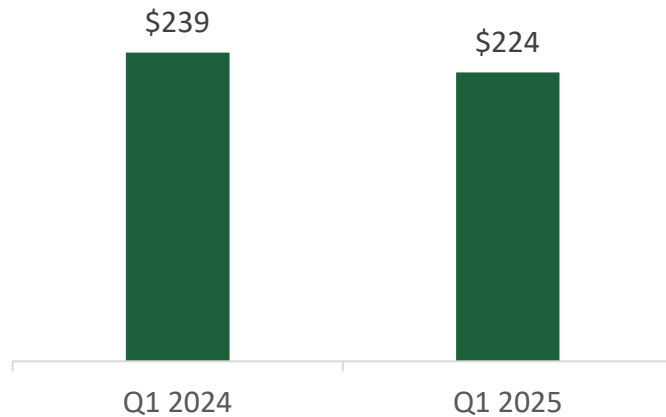
## Organic Net Sales Growth Decomposition (\$'s millions)



# Q1 FY25 Segment Results – North America

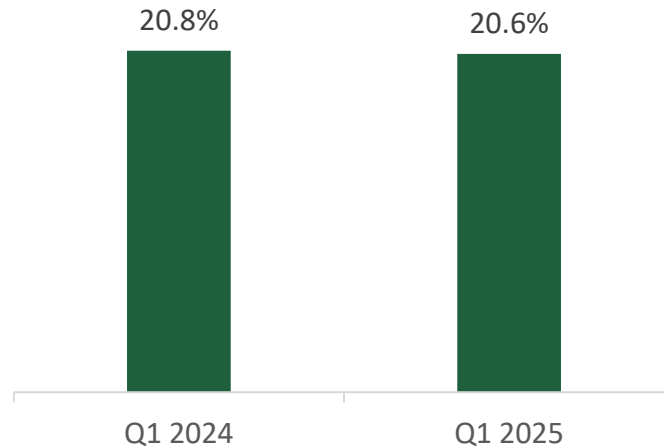
-6%

Organic Net Sales  
(\$'s millions)



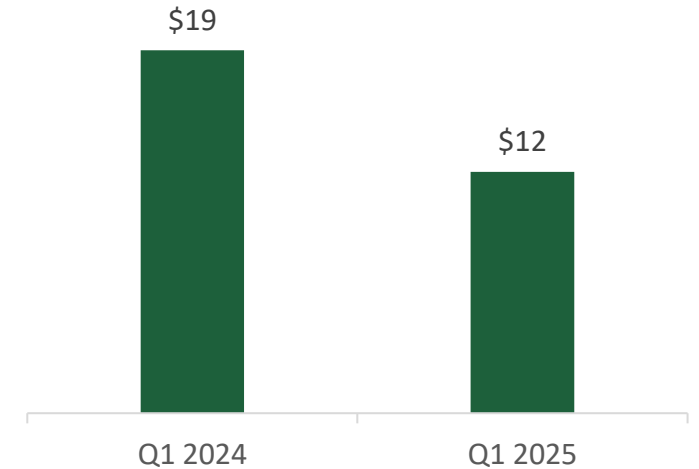
-20 bps

Adjusted Gross Margin



-33%

Adjusted EBITDA  
(\$'s millions)

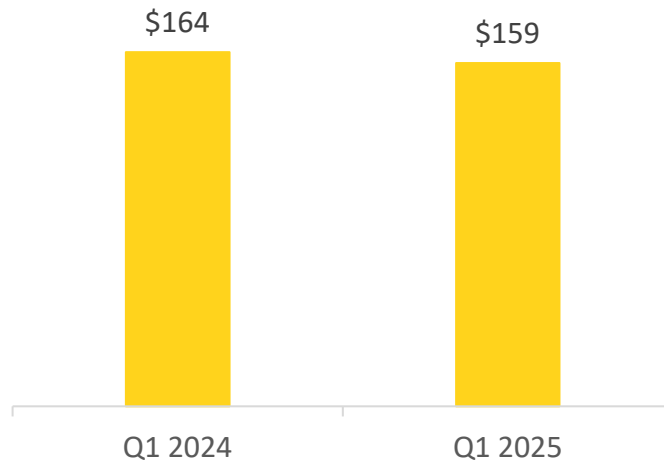


See Appendix for reconciliation between non-GAAP and comparable GAAP financial measures.

# Q1 FY25 Segment Results – International

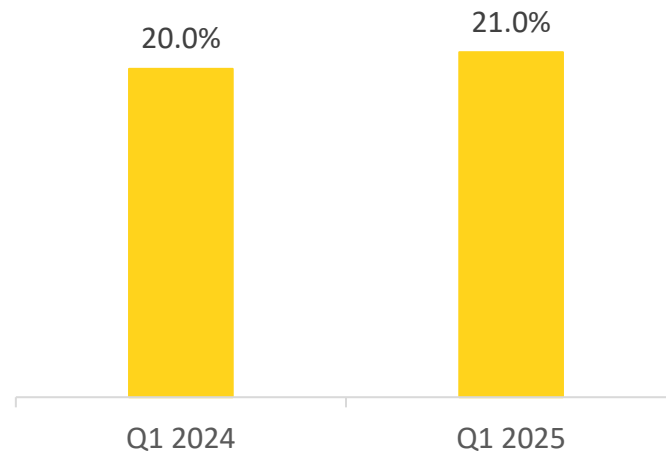
-3%

Organic Net Sales  
(\$'s millions)



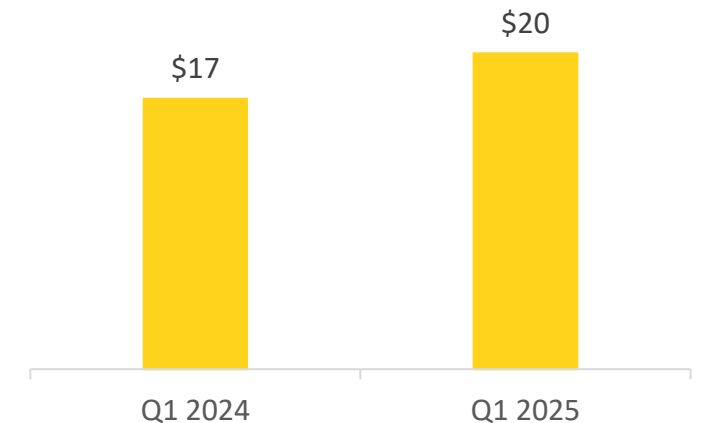
+100 bps

Adjusted Gross Margin

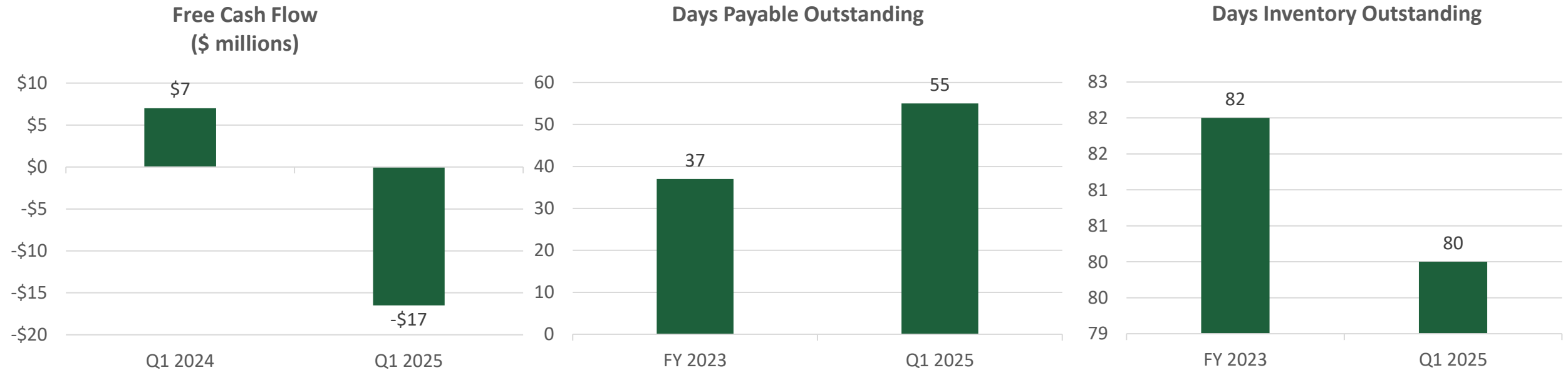


+17%

Adjusted EBITDA  
(\$'s millions)

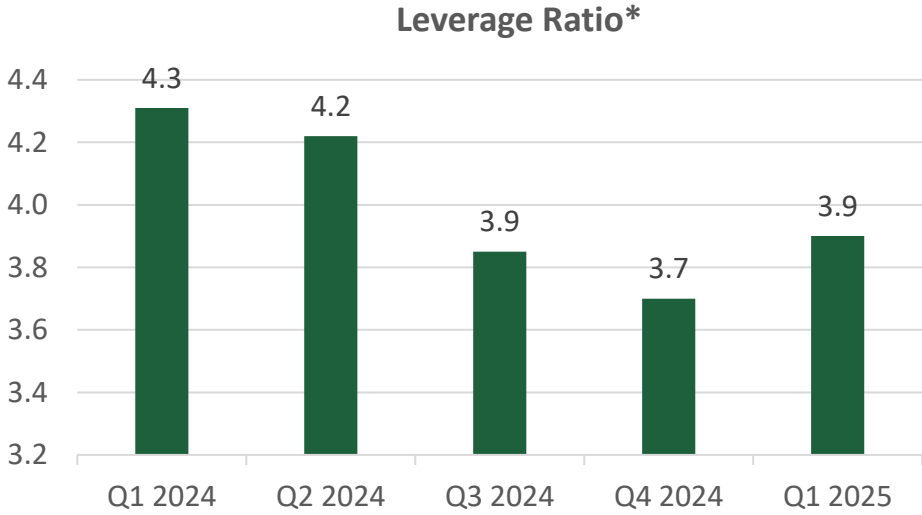
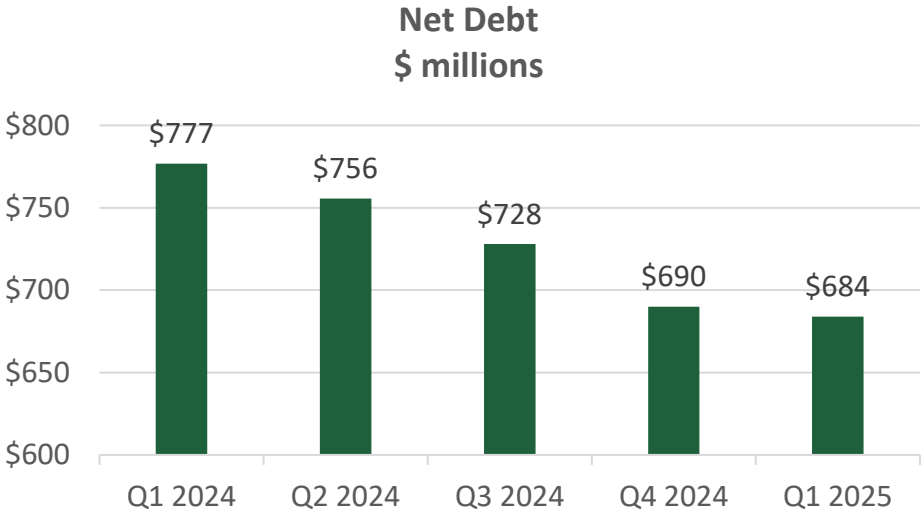


# Free Cash Flow and Working Capital Mgmt.



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

# Continued Improvement in Net Debt



**Reduced Net Debt by \$6 Million in Q1  
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

# Reaffirming Full Year Guidance\*

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

## Notes:

- Our current estimate of baseline organic net sales for FY24 is \$1,662 million
  - Q1 FY24: \$404 million
  - Q2 FY24: \$433 million
  - Q3 FY24: \$420 million
  - Q4 FY24: \$405 million

*\*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

- **Building on momentum** generated in 1<sup>st</sup> year of Hain Reimagined
- New capabilities and strengthened global operating model; **positioned for growth in 2H FY25**
- Strategic initiatives targeting brands in stabilize bucket **driving improving results**
- **Expanded adjusted gross margin** in Q1
- Continued progress in **reducing net debt**
- **Acceleration in 2H FY25** expected to be driven by Snacks promo shift, full recovery of infant formula supply, distro gains and increased brand building
- **On track to achieve Hain Reimagined goals**
- **Reaffirming FY25 guidance**

# Q&A





# Appendix



# Historical Organic Net Sales Growth Decomposition

	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q1 2025
Volume / Mix y/y	-8%	-2%	-4%	-3%	-4%
Price y/y	4%	1%	-1%	-1%	-1%
Organic Net Sales Growth y/y	-5%	-1%	-5%	-4%	-5%

# Net Sales, Gross Profit, Adjusted Gross Profit & Adjusted EBITDA by Segment (Q1 FY25 and Q1 FY24)

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

	North America	International	Corporate/Other	Hain Consolidated
<b>Net Sales</b>				
Net sales - Q1 FY25	\$ 231,140	\$ 163,456	\$ -	\$ 394,596
Net sales - Q1 FY24	\$ 260,054	\$ 164,975	\$ -	\$ 425,029
% change - FY25 net sales vs. FY24 net sales	(11.1)%	(0.9)%		(7.2)%
<b>Gross Profit</b>				
Q1 FY25				
Gross profit	\$ 47,284	\$ 34,326	\$ -	\$ 81,610
Non-GAAP adjustments <sup>(1)</sup>	329	-	-	329
Adjusted gross profit	\$ 47,613	\$ 34,326	\$ -	\$ 81,939
% change - FY25 gross profit vs. FY24 gross profit	(7.1)%	3.9%		(2.8)%
% change - FY25 adjusted gross profit vs. FY24 adjusted gross profit	(12.2)%	3.9%		(6.1)%
Gross margin	20.5%	21.0%		20.7%
Adjusted gross margin	20.6%	21.0%		20.8%
Q1 FY24				
Gross profit	\$ 50,896	\$ 33,047	\$ -	\$ 83,943
Non-GAAP adjustments <sup>(1)</sup>	3,320	-	-	3,320
Adjusted gross profit	\$ 54,216	\$ 33,047	\$ -	\$ 87,263
Gross margin	19.6%	20.0%		19.7%
Adjusted gross margin	20.8%	20.0%		20.5%
<b>Adjusted EBITDA</b>				
Q1 FY25				
Adjusted EBITDA	\$ 12,459	\$ 20,370	\$ (10,454)	\$ 22,375
% change - FY25 adjusted EBITDA vs. FY24 adjusted EBITDA	(33.5)%	16.8%	13.4%	(7.1)%
Adjusted EBITDA margin	5.4%	12.5%		5.7%
Q1 FY24				
Adjusted EBITDA	\$ 18,727	\$ 17,438	\$ (12,075)	\$ 24,090
Adjusted EBITDA margin	7.2%	10.6%		5.7%

<sup>(1)</sup> See accompanying table "Adjusted Gross Profit, Adjusted Operating Income, Adjusted Net Loss and Adjusted Loss per Diluted Share"

# Adjusted Gross Profit, Adjusted Operating Income, Adjusted Net Loss and Adjusted Loss per Diluted Share (Q1 FY25 and Q1 FY24)

## THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES

### Adjusted Gross Profit, Adjusted Operating Income, Adjusted Net Loss and Adjusted Loss per Diluted Share

(unaudited and in thousands, except per share amounts)

#### Reconciliation of Gross Profit, GAAP to Gross Profit, as Adjusted:

	First Quarter	
	2025	2024
Gross profit, GAAP	\$ 81,610	\$ 83,943
<i>Adjustments to Cost of sales:</i>		
Plant closure related costs, net	329	3,320
Gross profit, as adjusted	<u>\$ 81,939</u>	<u>\$ 87,263</u>

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

	First Quarter	
	2025	2024
Operating income (loss), GAAP	\$ 3,053	\$ (2,278)
<i>Adjustments to Cost of sales:</i>		
Plant closure related costs, net	329	3,320
<i>Adjustments to Operating expenses<sup>(a)</sup>:</i>		
Productivity and transformation costs	5,018	6,403
Certain litigation expenses, net <sup>(b)</sup>	827	1,524
Plant closure related costs, net	47	(53)
Long-lived asset impairment	31	694
Transaction and integration costs, net	(318)	118
Operating income, as adjusted	<u>\$ 8,987</u>	<u>\$ 9,728</u>

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

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

# Adjusted Gross Profit, Adjusted Operating Income, Adjusted Net Loss and Adjusted Loss per Diluted Share (Q1 FY25 and Q1 FY24) cont.

**THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES**  
**Adjusted Gross Profit, Adjusted Operating Income, Adjusted Net Loss and Adjusted Loss per Diluted Share**  
(unaudited and in thousands, except per share amounts)

Reconciliation of Net Loss, GAAP to Net Loss, as Adjusted:

	First Quarter	
	2025	2024
Net loss, GAAP	\$ (19,663)	\$ (10,376)
<i>Adjustments to Cost of sales:</i>		
Plant closure related costs, net	329	3,320
<i>Adjustments to Operating expenses <sup>(a)</sup>:</i>		
Productivity and transformation costs	5,018	6,403
Certain litigation expenses, net <sup>(b)</sup>	827	1,524
Plant closure related costs, net	47	(53)
Long-lived asset impairment	31	694
Transaction and integration costs, net	(318)	118
<i>Adjustments to Interest and other expense, net <sup>(c)</sup>:</i>		
Loss on sale of assets	3,934	62
Unrealized currency losses (gains)	1,194	(796)
<i>Adjustments to Provision (benefit) for income taxes:</i>		
Net tax impact of non-GAAP adjustments	4,793	(4,427)
Net loss, as adjusted	<u>\$ (3,808)</u>	<u>\$ (3,531)</u>
Net loss margin	(5.0)%	(2.4)%
Adjusted net loss margin	(1.0)%	(0.8)%
Diluted shares used in the calculation of net loss per common share:	89,861	89,512
Diluted shares used in the calculation of adjusted net loss per common share:	89,861	89,512
Diluted net loss per common share, GAAP	\$ (0.22)	\$ (0.12)
Diluted net loss per common share, as adjusted	\$ (0.04)	\$ (0.04)

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

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

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

# Organic Net Sales by Segment (Q1 FY25 and Q1 FY24)

## THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES

### Organic Net Sales Growth by Segment

(unaudited and in thousands)

	North America	International	Hain Consolidated
<b>Q1 FY25</b>			
Net sales	\$ 231,140	\$ 163,456	\$ 394,596
Less: Impact of divestitures, discontinued brands and exited product categories	8,110	218	8,328
Less: Impact of foreign currency exchange	(529)	3,835	3,306
Organic net sales	<u>\$ 223,559</u>	<u>\$ 159,403</u>	<u>\$ 382,962</u>
<b>Q1 FY24</b>			
Net sales	\$ 260,054	\$ 164,975	\$ 425,029
Less: Impact of divestitures, discontinued brands and exited product categories	20,973	476	21,449
Organic net sales	<u>\$ 239,081</u>	<u>\$ 164,499</u>	<u>\$ 403,580</u>
Net sales decline	(11.1)%	(0.9)%	(7.2)%
Less: Impact of divestitures, discontinued brands and exited product categories	(4.4)%	(0.1)%	(2.9)%
Less: Impact of foreign currency exchange	(0.2)%	2.3%	0.8%
Organic net sales decline	<u>(6.5)%</u>	<u>(3.1)%</u>	<u>(5.1)%</u>

# Organic Net Sales by Category (Q1 FY25 and Q1 FY24)

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

	<u>Snacks</u>	<u>Baby &amp; Kids</u>	<u>Beverages</u>	<u>Meal Prep</u>	<u>Personal Care</u>	<u>Hain Consolidated</u>
<b>Q1 FY25</b>						
Net sales	\$ 99,475	\$ 60,768	\$ 56,676	\$ 159,392	\$ 18,285	\$ 394,596
Less: Impact of divestitures, discontinued brands and exited product categories	3,293	109	-	2,445	2,481	8,328
Less: Impact of foreign currency exchange	(19)	710	309	2,403	(97)	3,306
Organic net sales	<u>\$ 96,201</u>	<u>\$ 59,949</u>	<u>\$ 56,367</u>	<u>\$ 154,544</u>	<u>\$ 15,901</u>	<u>\$ 382,962</u>
<b>Q1 FY24</b>						
Net sales	\$ 117,088	\$ 62,528	\$ 56,148	\$ 165,196	\$ 24,069	\$ 425,029
Less: Impact of divestitures, discontinued brands and exited product categories	11,733	656	-	2,797	6,263	21,449
Organic net sales	<u>\$ 105,355</u>	<u>\$ 61,872</u>	<u>\$ 56,148</u>	<u>\$ 162,399</u>	<u>\$ 17,806</u>	<u>\$ 403,580</u>
Net sales (decline) growth	(15.0)%	(2.8)%	0.9%	(3.5)%	(24.0)%	(7.2)%
Less: Impact of divestitures, discontinued brands and exited product categories	(6.3)%	(0.8)%	0.0%	(0.2)%	(12.8)%	(2.9)%
Less: Impact of foreign currency exchange	(0.0)%	1.1%	0.5%	1.5%	(0.5)%	0.8%
Organic net sales (decline) growth	<u>(8.7)%</u>	<u>(3.1)%</u>	<u>0.4%</u>	<u>(4.8)%</u>	<u>(10.7)%</u>	<u>(5.1)%</u>

# Organic Net Sales by Category (Q4 FY24 and Q4 FY23)

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

	<u>Snacks</u>	<u>Baby &amp; Kids</u>	<u>Beverages</u>	<u>Meal Prep</u>	<u>Personal Care</u>	<u>Hain Consolidated</u>
<b>Q4 FY24</b>						
Net sales	\$ 121,143	\$ 64,022	\$ 55,892	\$ 149,113	\$ 28,629	\$ 418,799
Less: Impact of divestitures, discontinued brands and exited product categories	6,339	205	-	2,725	4,375	13,644
Less: Impact of foreign currency exchange	(168)	197	(390)	288	(102)	(175)
Organic net sales	<u>\$ 114,972</u>	<u>\$ 63,620</u>	<u>\$ 56,282</u>	<u>\$ 146,100</u>	<u>\$ 24,356</u>	<u>\$ 405,330</u>
<b>Q4 FY23</b>						
Net sales	\$ 128,987	\$ 71,072	\$ 54,113	\$ 157,484	\$ 36,185	\$ 447,841
Less: Impact of divestitures, discontinued brands and exited product categories	16,341	598	-	3,053	7,377	27,369
Organic net sales	<u>\$ 112,646</u>	<u>\$ 70,474</u>	<u>\$ 54,113</u>	<u>\$ 154,431</u>	<u>\$ 28,808</u>	<u>\$ 420,472</u>
Net sales (decline) growth	(6.1)%	(9.9)%	3.3%	(5.3)%	(20.9)%	(6.5)%
Less: Impact of divestitures, discontinued brands and exited product categories	(8.1)%	(0.5)%	(0.0)%	(0.1)%	(5.1)%	(2.9)%
Less: Impact of foreign currency exchange	(0.1)%	0.3%	(0.7)%	0.2%	(0.3)%	(0.0)%
Organic net sales (decline) growth	<u>2.1%</u>	<u>(9.7)%</u>	<u>4.0%</u>	<u>(5.4)%</u>	<u>(15.5)%</u>	<u>(3.6)%</u>



# Organic Net Sales by Category (Q3 FY24 and Q3 FY23)

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

	<u>Snacks</u>	<u>Baby &amp; Kids</u>	<u>Beverages</u>	<u>Meal Prep</u>	<u>Personal Care</u>	<u>Hain Consolidated</u>
<b>Q3 FY24</b>						
Net sales	\$ 111,157	\$ 64,317	\$ 68,384	\$ 165,675	\$ 28,825	\$ 438,358
Less: Impact of divestitures, discontinued brands and exited product categories	8,629	278	-	3,675	5,475	18,057
Less: Impact of foreign currency exchange	379	1,124	459	3,790	39	5,791
Organic net sales	<u>\$ 102,149</u>	<u>\$ 62,915</u>	<u>\$ 67,925</u>	<u>\$ 158,210</u>	<u>\$ 23,311</u>	<u>\$ 414,510</u>
<b>Q3 FY23</b>						
Net sales	\$ 111,646	\$ 66,976	\$ 64,089	\$ 169,217	\$ 43,315	\$ 455,243
Less: Impact of divestitures, discontinued brands and exited product categories	10,483	155	-	3,833	6,585	21,056
Organic net sales	<u>\$ 101,163</u>	<u>\$ 66,821</u>	<u>\$ 64,089</u>	<u>\$ 165,384</u>	<u>\$ 36,730</u>	<u>\$ 434,187</u>
Net sales (decline) growth	(0.4)%	(4.0)%	6.7%	(2.1)%	(33.5)%	(3.7)%
Less: Impact of divestitures, discontinued brands and exited product categories	(1.7)%	0.1%	0.0%	0.0%	2.9%	(0.5)%
Less: Impact of foreign currency exchange	0.3%	1.7%	0.7%	2.2%	0.1%	1.3%
Organic net sales (decline) growth	<u>1.0%</u>	<u>(5.8)%</u>	<u>6.0%</u>	<u>(4.3)%</u>	<u>(36.5)%</u>	<u>(4.5)%</u>

# Organic Net Sales by Category (Q2 FY24 and Q2 FY23)

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

	<u>Snacks</u>	<u>Baby &amp; Kids</u>	<u>Beverages</u>	<u>Meal Prep</u>	<u>Personal Care</u>	<u>Hain Consolidated</u>
<b>Q2 FY24</b>						
Net sales	\$ 113,873	\$ 61,613	\$ 72,583	\$ 182,134	\$ 23,897	\$ 454,100
Less: Impact of divestitures, discontinued brands and exited product categories	11,395	476	-	3,244	5,755	20,870
Less: Impact of foreign currency exchange	401	1,367	1,786	6,399	2	9,955
Organic net sales	<u>\$ 102,077</u>	<u>\$ 59,770</u>	<u>\$ 70,797</u>	<u>\$ 172,491</u>	<u>\$ 18,140</u>	<u>\$ 423,275</u>
<b>Q2 FY23</b>						
Net sales	\$ 123,541	\$ 70,577	\$ 67,796	\$ 168,593	\$ 23,701	\$ 454,208
Less: Impact of divestitures, discontinued brands and exited product categories	16,488	186	-	4,462	6,604	27,740
Organic net sales	<u>\$ 107,053</u>	<u>\$ 70,391</u>	<u>\$ 67,796</u>	<u>\$ 164,131</u>	<u>\$ 17,097</u>	<u>\$ 426,468</u>
Net sales (decline) growth	(7.8)%	(12.7)%	7.1%	8.0%	0.8%	(0.0)%
Less: Impact of divestitures, discontinued brands and exited product categories	(3.5)%	0.5%	0.0%	(0.9)%	(5.3)%	(1.5)%
Less: Impact of foreign currency exchange	0.3%	1.9%	2.7%	3.8%	0.0%	2.2%
Organic net sales (decline) growth	<u>(4.6)%</u>	<u>(15.1)%</u>	<u>4.4%</u>	<u>5.1%</u>	<u>6.1%</u>	<u>(0.7)%</u>

# Adjusted EBITDA (Q1 FY25 and Q1 FY24)

## THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES

### Adjusted EBITDA

(unaudited and in thousands)

	First Quarter	
	2025	2024
Net loss	\$ (19,663)	\$ (10,376)
Depreciation and amortization	11,427	12,305
Equity in net loss of equity-method investees	155	498
Interest expense, net	12,995	12,623
Provision (benefit) for income taxes	3,523	(5,379)
Stock-based compensation, net	2,876	3,742
Unrealized currency losses	1,194	35
Certain litigation expenses, net <sup>(a)</sup>	827	1,524
Restructuring activities		
Productivity and transformation costs	5,018	6,403
Plant closure related costs, net	376	1,841
Acquisitions, divestitures and other		
Loss on sale of assets	3,934	62
Transaction and integration costs, net	(318)	118
Impairment charges		
Long-lived asset impairment	31	694
Adjusted EBITDA	<u>\$ 22,375</u>	<u>\$ 24,090</u>

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

# Net Debt (Q1 FY25 – Q1 FY24)

**THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES**  
**Net Debt**  
(unaudited and in thousands)

	<u>September 30, 2024</u>	<u>June 30, 2024</u>	<u>March 31, 2024</u>	<u>December 31, 2023</u>	<u>September 30, 2023</u>
Debt					
Long-term debt, less current portion	\$ 732,799	\$ 736,523	\$ 769,948	\$ 801,675	\$ 807,401
Current portion of long-term debt	7,567	7,569	7,569	7,569	7,568
Total debt	<u>740,366</u>	<u>744,092</u>	<u>777,517</u>	<u>809,244</u>	<u>814,969</u>
Less: Cash and cash equivalents	<u>56,853</u>	<u>54,307</u>	<u>49,549</u>	<u>53,672</u>	<u>38,280</u>
Net debt	<u>\$ 683,513</u>	<u>\$ 689,785</u>	<u>\$ 727,968</u>	<u>\$ 755,572</u>	<u>\$ 776,689</u>

# Free Cash Flow (Q1 FY25 and Q1 FY24)

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

	<b>First Quarter</b>	
	<b>2025</b>	<b>2024</b>
Net cash (used in) provided by operating activities	\$ (10,787)	\$ 14,030
Purchases of property, plant and equipment	(5,757)	(6,906)
Free cash flow	<u>\$ (16,544)</u>	<u>\$ 7,124</u>

# Thank You!

