



Fourth Quarter Fiscal Year 2022 Earnings Call

August 25, 2022

Forward-Looking Statements and Non-GAAP Financial Measures



Forward-Looking Statements

This presentation contains forward-looking statements within the meaning of 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; foreign exchange rates; our strategic initiatives, business strategy, supply chain, brand portfolio, pricing actions and product performance; current or future macroeconomic trends; and future corporate acquisitions or dispositions.

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; supply chain disruptions, cybersecurity risks and other risks arising from the Russia-Ukraine war; disruption of operations at our manufacturing facilities; reliance on independent contract manufacturers; challenges and uncertainty resulting from the COVID-19 pandemic; changes to consumer preferences; customer concentration; reliance on independent distributors; the availability of natural and 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 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; the reputation of our Company and our brands; our ability to use and protect trademarks; general economic conditions; foreign currency exchange risk; 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; 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 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, adjusted operating income and its related margin, adjusted gross profit and its related margin, adjusted net income, adjusted earnings per diluted share, net sales adjusted for the impact of foreign exchange, acquisitions, divestitures and discontinued brands, adjusted EBITDA and its related margin, adjusted EBITDA on a constant currency basis and operating free cash flow. The reconciliations of historic non-GAAP financial measures to the comparable GAAP financial measures are included in 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 the Company’s Consolidated Statements of Operations and Cash Flows 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 items that would be expected to impact GAAP measures but would not impact the non-GAAP measures. Such items may include 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.

Key Messages



Q4 2022

- North America delivered strong double-digit consumption and net sales growth
- In International, Hain UK sales improved in-line with total store sales, but continued challenges in plant-based beverage and protein categories, and foreign exchange drove overall International declines
- EBITDA declines driven by inflation and plant based softness, leading to manufacturing deleverage in international and higher than planned inflation, supply disruptions, and inventory write-offs of unprofitable SKUs in North America

FY2023

- Expecting overall sequential performance improvement throughout the year, with stabilizing international performance, inflation gradually improving, and continued pricing / productivity to help mitigate cost increases
- North America forecasting robust topline momentum and improved supply chain performance
- International in a very volatile and challenging environment with initial negative performance and sequential improvement throughout year

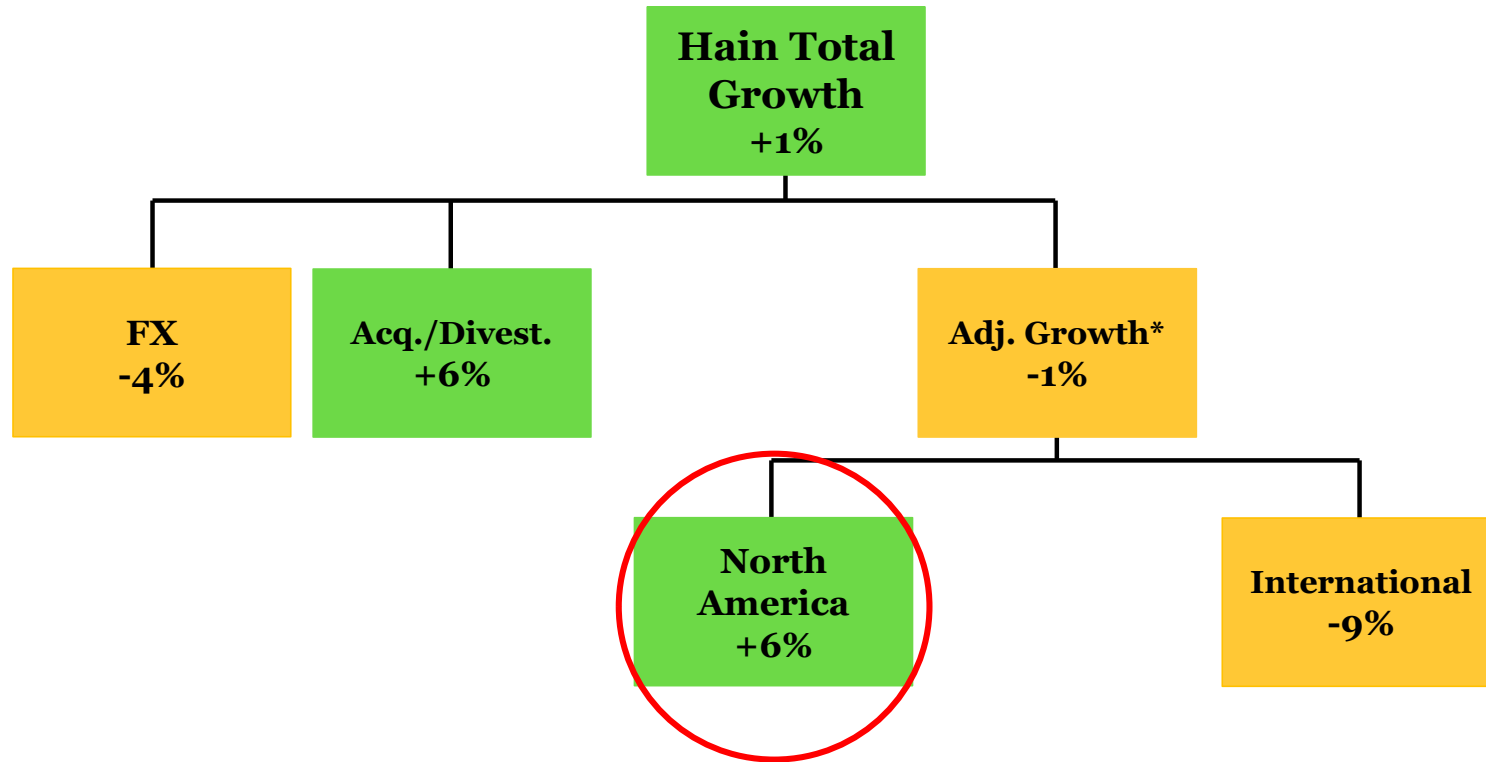
Q4 2022 Results vs. Guidance



	Full Year		Q4	
	Guidance	Actual vs. PY	Guidance	Actual vs. PY
Net Sales Growth	—	-4%	—	+1%
Adjusted Net Sales Growth ¹	Approximately Flat	-0.4%	Low to Mid Single Digit Growth	-1%
Adjusted Gross Margin ²	Modest Margin Reduction	-280 bps	Modest Margin Reduction	-630bps
Adjusted EBITDA ² \$ Growth	Low Double Digit Decline	-23%	Low to Mid Single Digit Decline	-48%

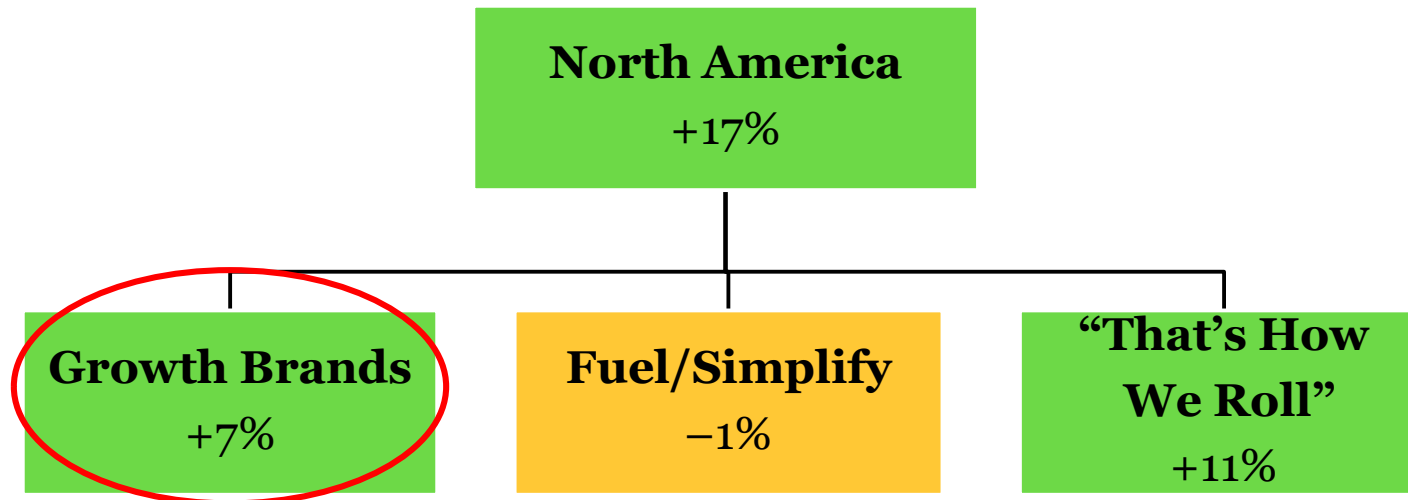
Notes: 1) Net sales growth adjusted for the impact of foreign exchange, acquisitions, divestitures and discontinued brands; 2) Adjusted Gross Margin and Adjusted EBITDA are non-GAAP financial measures. See Appendix for reconciliation between non-GAAP and comparable GAAP financial measures

Q4 Hain Topline Growth vs. FY21 driven by strong North America performance



*Adjusted for the impact of foreign currency changes, acquisition, divestitures and discontinued brands

YoY Q4 North America Topline driven by Growth Brands and That's How We Roll acquisition



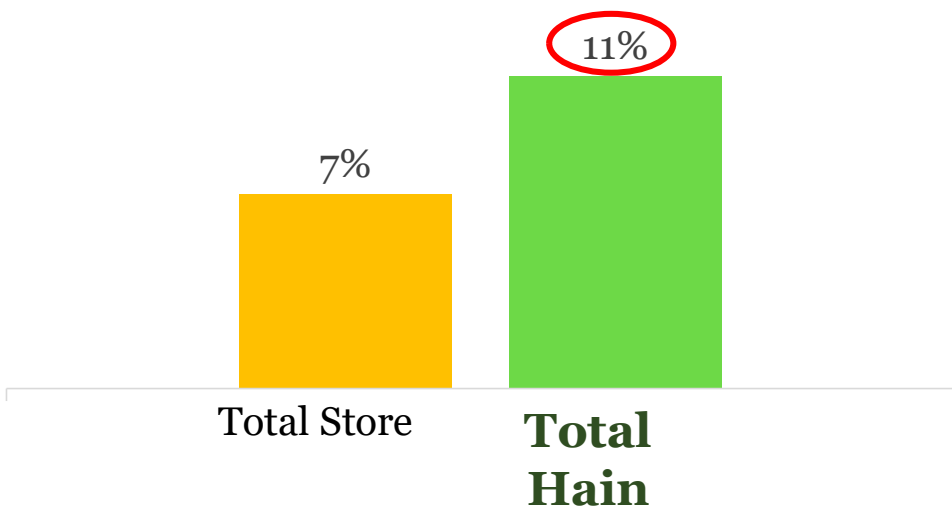
Percentages shown as decomposition of the total growth

Note: Growth Brands are the combination of Turbocharge and Targeted Investment Brands (snacks, plant-based meat, non-dairy beverages, Tea, Baby, yogurt and personal care products)

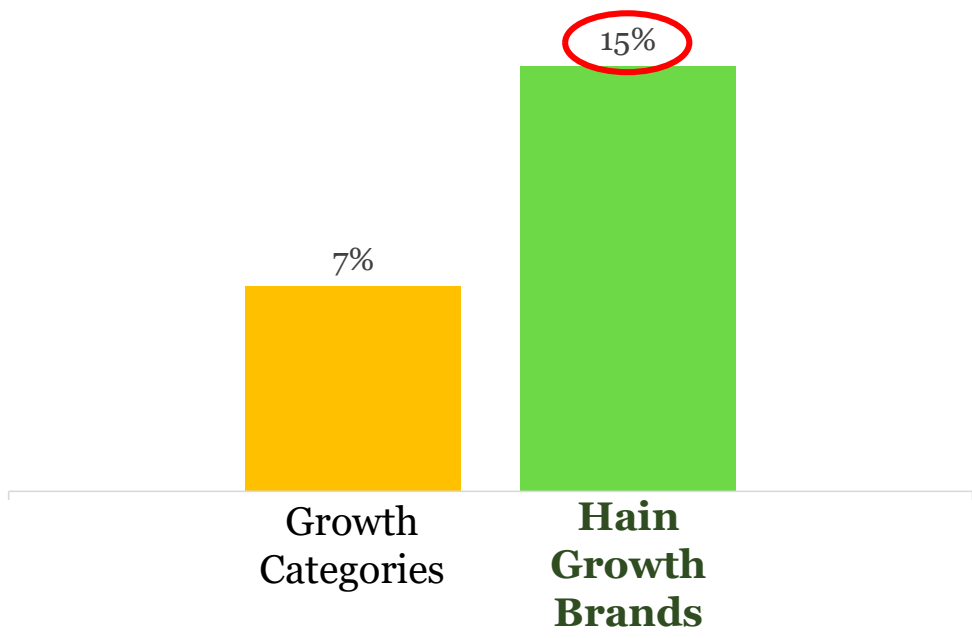
U.S. Consumption Sales Strong, Outgrowing Total Store and Priority Growth Categories



Total Hain (US)
\$ Sales % chg. vs. YAG



Hain US Growth Brands
\$ Sales % chg. vs. YAG



Source: IRI 12 WE 07.10.22; Total US MULO + C, Total Hain compared to Total Store

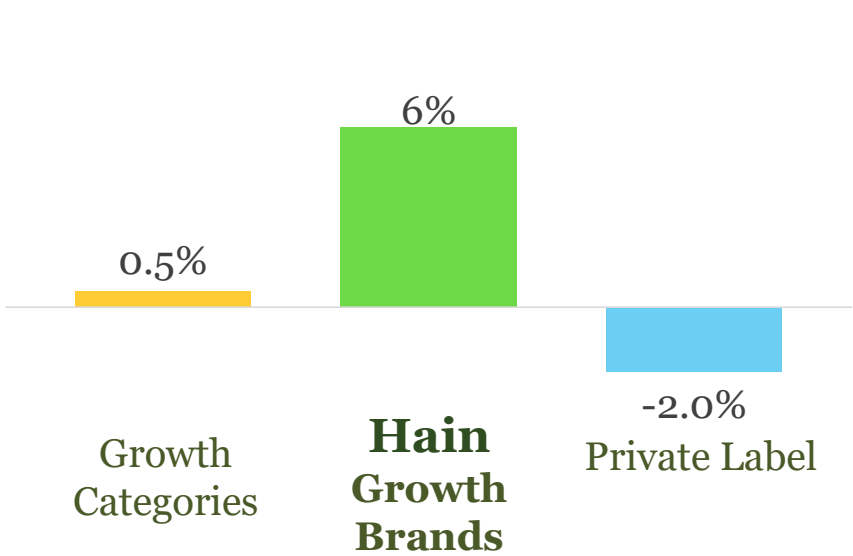
Note: Growth Brands are the combination of Turbocharge and Targeted Investment Brands (snacks, plant-based meat, non-dairy beverages, Tea, Baby, yogurt and personal care products); Excludes THWR

HAIN Growing Buyers and Sales Faster than the Competition and Private Label

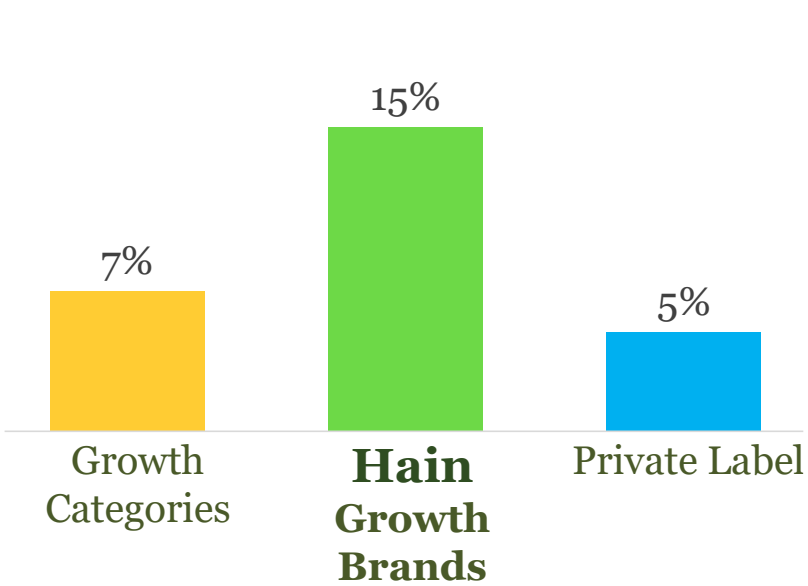


US Growth Categories

% Buyers Change Category vs Hain



\$ Sales % Change vs YAG



Source: IRI 12 WE 7.10.22; Total US Panel

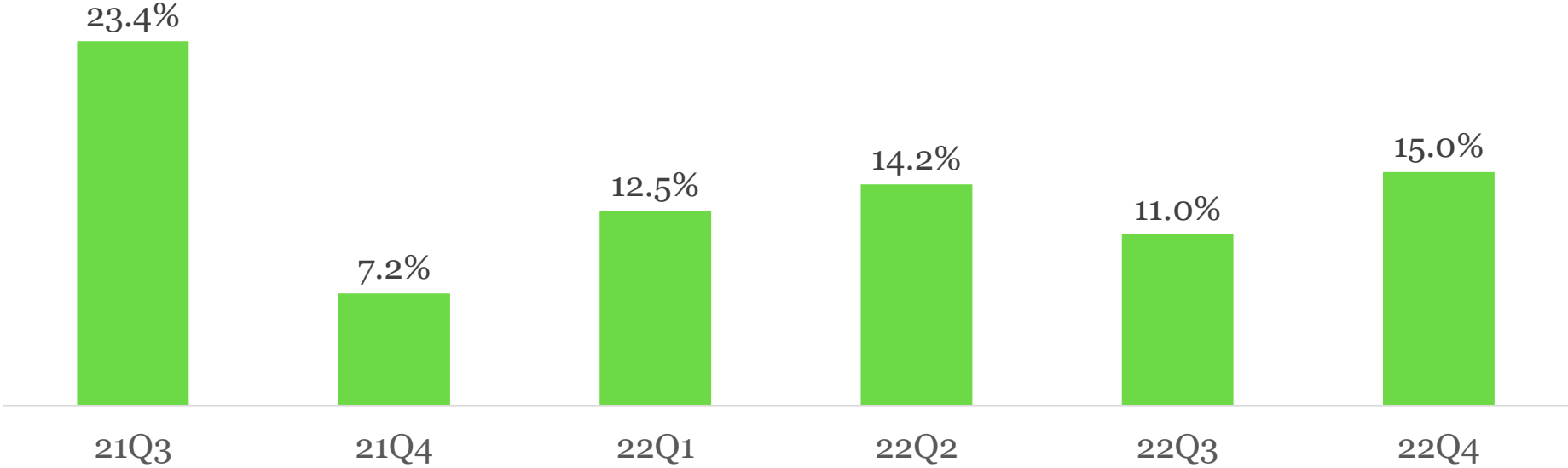
Source: IRI MULO + C 12 WE 07.10.22

Note: Growth Brands are the combination of Turbocharge and Targeted Investment Brands (snacks, plant-based meat, non-dairy beverages, Tea, Baby, yogurt and personal care products); Excludes THWR

US Growth Brands Consistently Delivering Strong Revenue Consumption Momentum



U.S. Growth Brands Dollar Consumption Growth vs. YAG

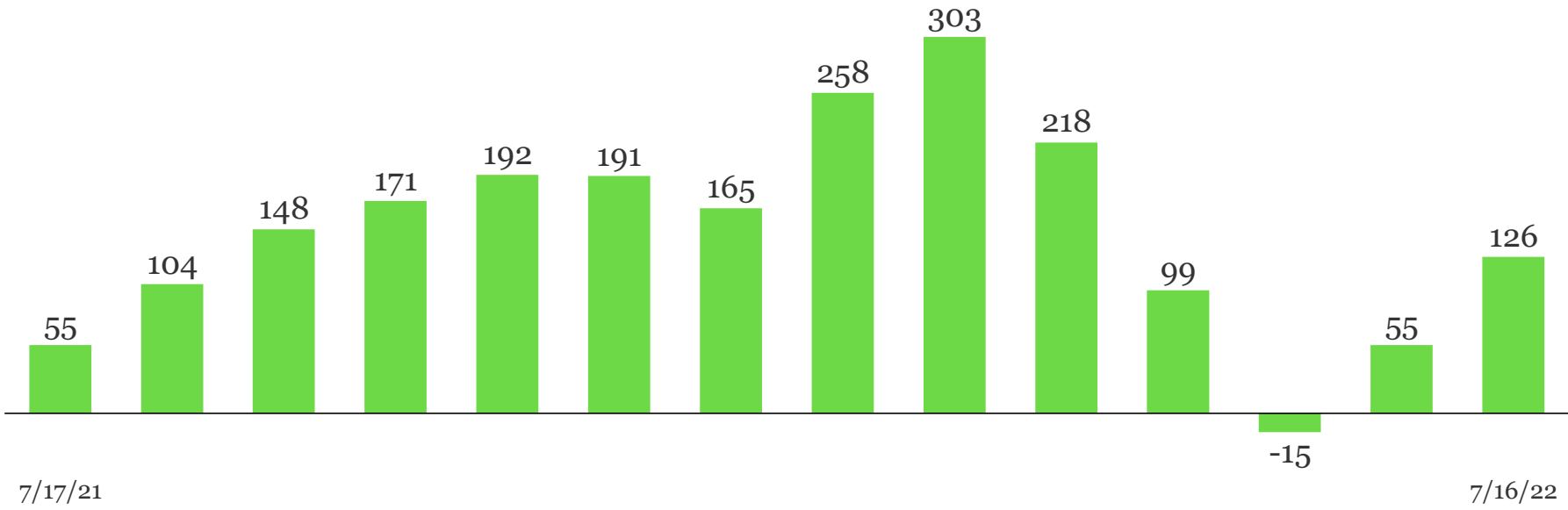


Source: US IRI MULO+C, 12-week quarterly data ending 7/10/22 for Q3; US Growth Brand Dataset includes all brands in the Snack, Baby Food, Tea, Yogurt and Personal Care categories

HAIN US Delivering Consistent Market Share Growth

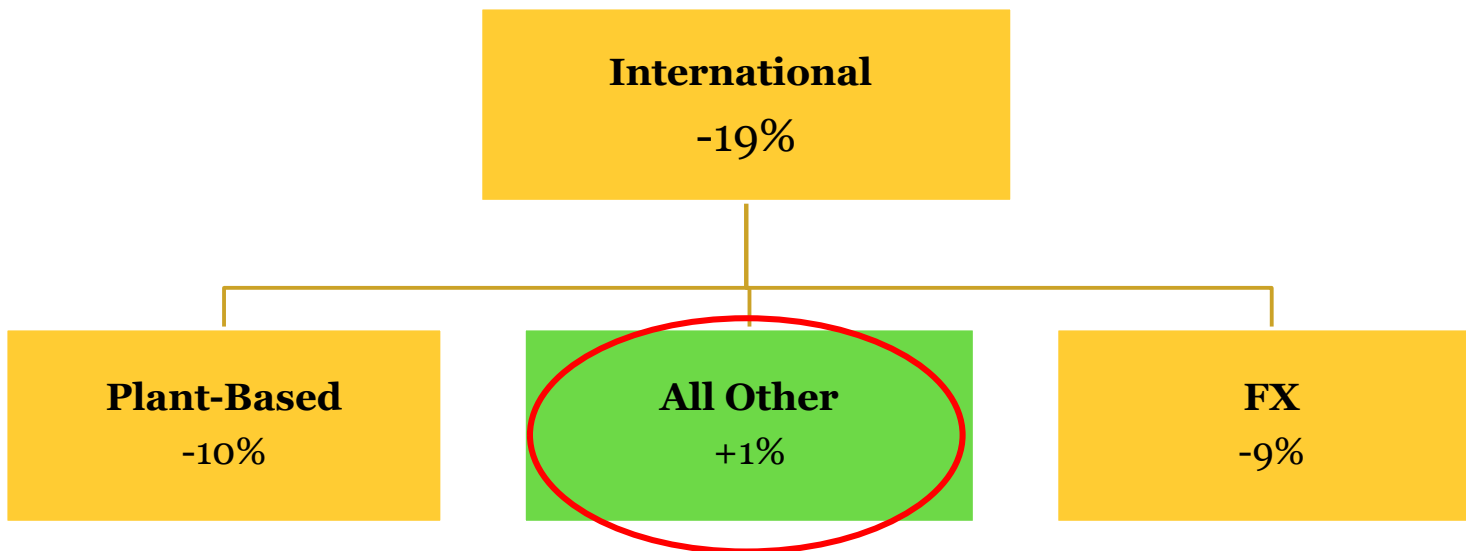


U.S. Total Hain Dollar Share Change vs YAG (Basis Point Change)



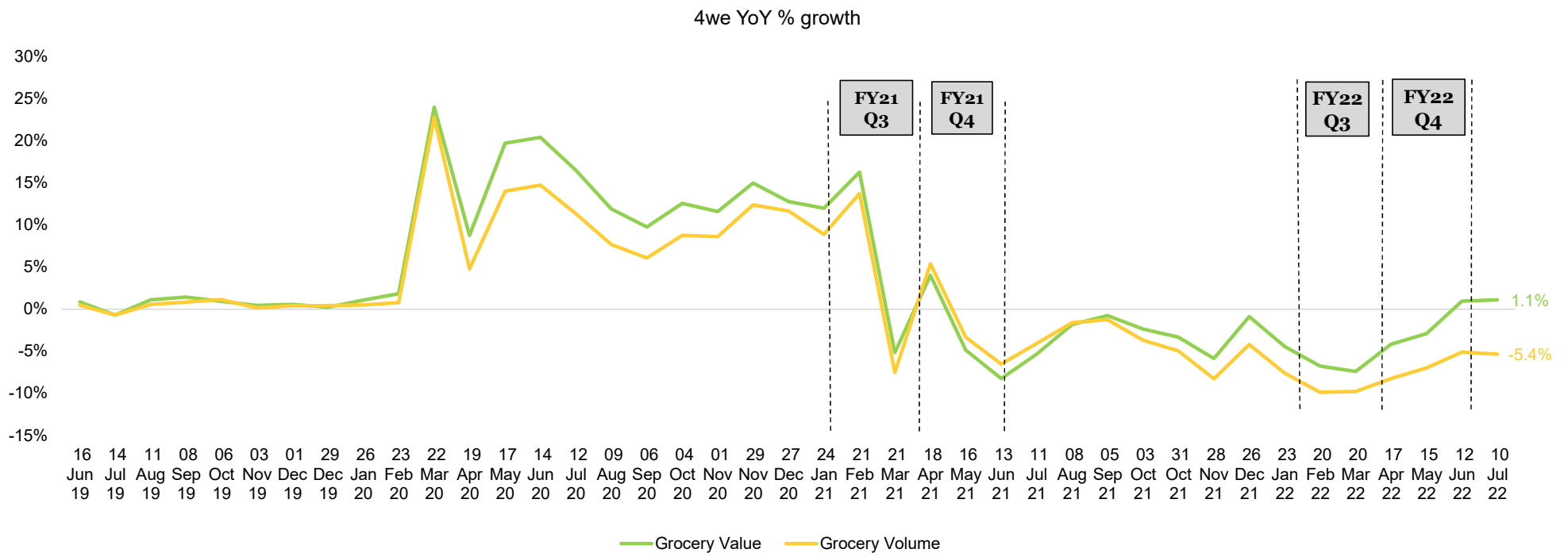
Source: Jefferies Research. Nielsen xAOC incl. Convenience: Latest 4-week period ending 7/16/2022

Excluding foreign exchange and plant-based categories, International showed topline growth



Note: Percentages shown as decomposition of the total growth

UK Total Store Sales Declined in the quarter with units down high single digits. Overlaps get easier on a forward basis

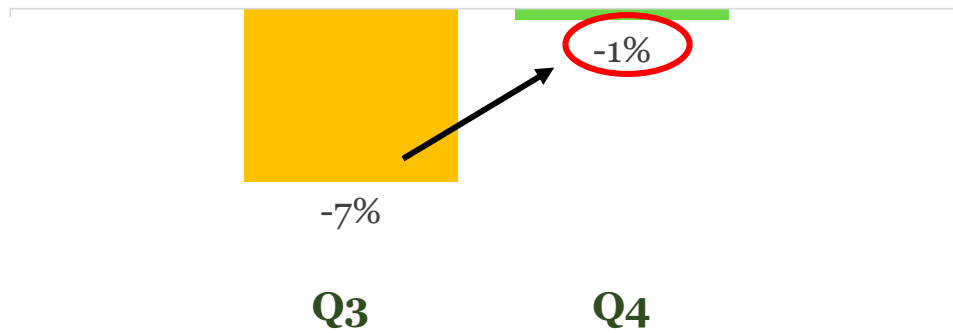


Kantar, FMCG panel, Grocery, 4we 10 Jul 2022

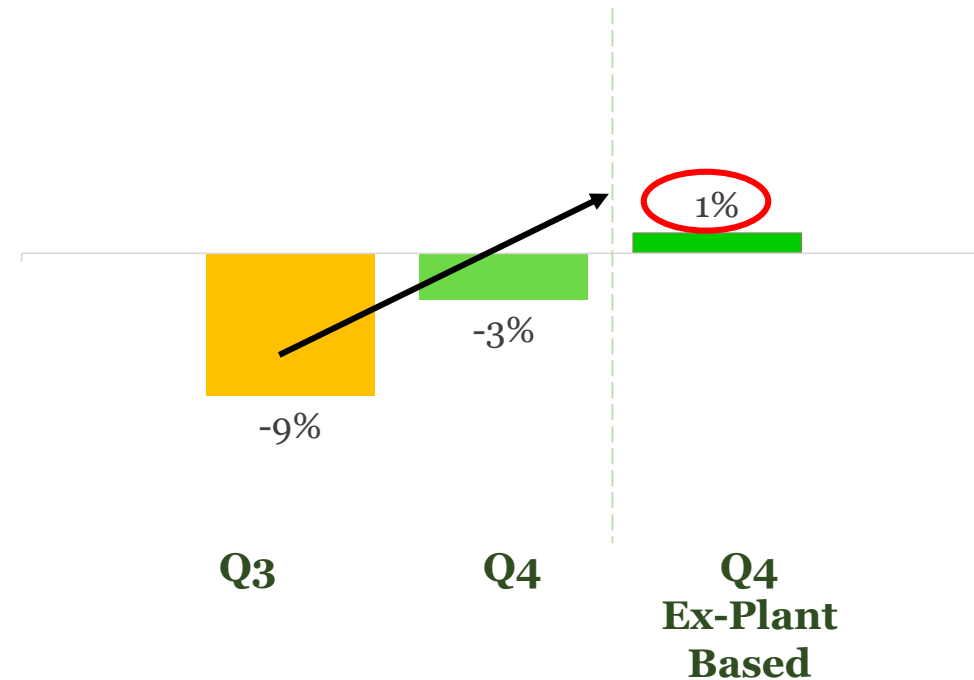
UK Total Store Sales and Hain Rebounding. Excluding plant-based categories, Hain showing growth



Total Store
Value % chg. vs. YAG



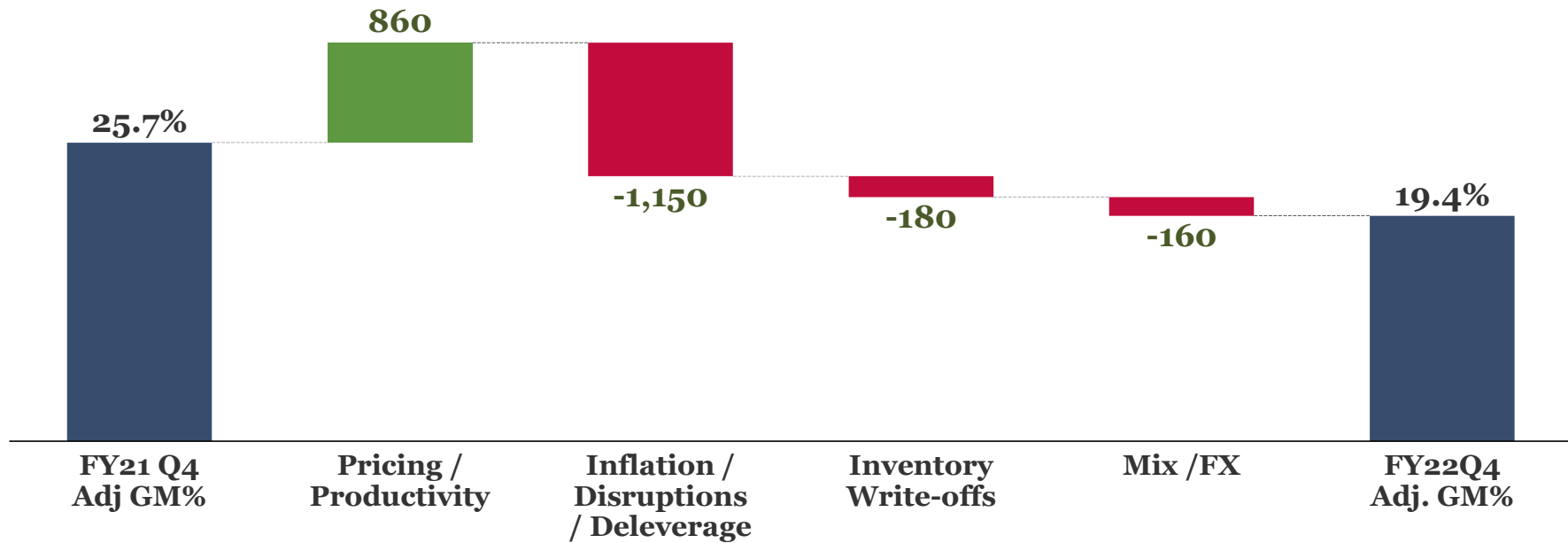
Hain Brands
Value % chg. vs. YAG



Total Hain: Pricing and Productivity did not fully offset inflation, deleverage and supply disruptions



FY22 Q4 Gross Margin Bridge versus YAG
(Basis point change)



Note: See Appendix for reconciliation between Non-GAAP and comparable GAAP financial measures

Full Year FY23 Guidance



	FY 2023 Guidance Compared to FY 2022
Adjusted Net Sales ¹	-1% to +4%
Adjusted EBITDA on a Constant Currency Basis ²	-1% to +4%

1) Net sales adjusted for the impact of foreign exchange, acquisition and divestitures

2) Adjusted EBITDA on a constant currency basis reflects adjusted EBITDA excluding the impact of foreign currency changes. Adjusted EBITDA is defined as net income before net interest expense, income taxes, depreciation and amortization, equity in net loss of equity-method investees, stock-based compensation, net, unrealized currency gains and losses, litigation and related costs, plant closure related costs, net, productivity and transformation costs, warehouse and manufacturing consolidation and other costs, costs associated with acquisitions, divestitures and other transactions, gains or losses on sales of assets and businesses, inventory write-downs, impairment of long-lived assets and intangibles and other adjustments.



APPENDIX

Net Sales, Gross Profit & Operating Income (Loss) by Segment (FY22 and FY21 Q4)



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

	North America	International	Corporate/Other	Hain Consolidated
Net Sales				
Net sales - Q4 FY22	\$ 296,851	\$ 160,159	\$ -	\$ 457,010
Net sales - Q4 FY21	\$ 253,348	\$ 197,305	\$ -	\$ 450,653
% change - FY22 net sales vs. FY21 net sales	17.2%	(18.8)%		1.4%
Gross Profit				
Q4 FY22				
Gross profit	\$ 59,766	\$ 29,259	\$ -	\$ 89,025
Non-GAAP adjustments ⁽¹⁾	(272)	90	-	(182)
Adjusted gross profit	\$ 59,494	\$ 29,349	\$ -	\$ 88,843
Gross margin	20.1%	18.3%		19.5%
Adjusted gross margin	20.0%	18.3%		19.4%
Q4 FY21				
Gross profit	\$ 59,622	\$ 52,958	\$ -	\$ 112,580
Non-GAAP adjustments ⁽¹⁾	2,752	686	-	3,438
Adjusted gross profit	\$ 62,374	\$ 53,644	\$ -	\$ 116,018
Gross margin	23.5%	26.8%		25.0%
Adjusted gross margin	24.6%	27.2%		25.7%
Operating income (loss)				
Q4 FY22				
Operating income (loss)	\$ 21,202	\$ 9,336	\$ (18,589)	\$ 11,949
Non-GAAP adjustments ⁽¹⁾	788	559	5,999	7,346
Adjusted operating income (loss)	\$ 21,990	\$ 9,895	\$ (12,590)	\$ 19,295
Operating income margin	7.1%	5.8%		2.6%
Adjusted operating income margin	7.4%	6.2%		4.2%
Q4 FY21				
Operating income (loss)	\$ 23,822	\$ 29,892	\$ (12,148)	\$ 41,566
Non-GAAP adjustments ⁽¹⁾	5,732	1,439	4,227	11,398
Adjusted operating income (loss)	\$ 29,554	\$ 31,331	\$ (7,921)	\$ 52,964
Operating income margin	9.4%	15.2%		9.2%
Adjusted operating income margin	11.7%	15.9%		11.8%

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

Net Sales, Gross Profit & Operating Income (Loss) by Segment (FY22 and FY21 Year to Date)



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

	North America	International	Corporate/Other	Hain Consolidated
Net Sales				
Net sales - Q4 FY22 YTD	\$ 1,163,132	\$ 728,661	\$ -	\$ 1,891,793
Net sales - Q4 FY21 YTD	<u>\$ 1,104,128</u>	<u>\$ 866,174</u>	<u>\$ -</u>	<u>\$ 1,970,302</u>
% change - FY22 net sales vs. FY21 net sales	5.3%	(15.9)%		(4.0)%
Gross Profit				
Q4 FY22 YTD				
Gross profit	\$ 259,529	\$ 167,912	\$ -	\$ 427,441
Non-GAAP adjustments ⁽¹⁾	4,157	894	-	5,051
Adjusted gross profit	<u>\$ 263,686</u>	<u>\$ 168,806</u>	<u>\$ -</u>	<u>\$ 432,492</u>
Gross margin	22.3%	23.0%		22.6%
Adjusted gross margin	22.7%	23.2%		22.9%
Q4 FY21 YTD				
Gross profit	\$ 291,435	\$ 200,180	\$ -	\$ 491,615
Non-GAAP adjustments ⁽¹⁾	9,190	4,555	-	13,745
Adjusted gross profit	<u>\$ 300,625</u>	<u>\$ 204,735</u>	<u>\$ -</u>	<u>\$ 505,360</u>
Gross margin	26.4%	23.1%		25.0%
Adjusted gross margin	27.2%	23.6%		25.6%
Operating income (loss)				
Q4 FY22 YTD				
Operating income (loss)	\$ 93,732	\$ 79,076	\$ (68,127)	\$ 104,681
Non-GAAP adjustments ⁽¹⁾	9,142	2,635	25,341	37,118
Adjusted operating income (loss)	<u>\$ 102,874</u>	<u>\$ 81,711</u>	<u>\$ (42,786)</u>	<u>\$ 141,799</u>
Operating income margin	8.1%	10.9%		5.5%
Adjusted operating income margin	8.8%	11.2%		7.5%
Q4 FY21 YTD				
Operating income (loss)	\$ 129,010	\$ 38,036	\$ (59,666)	\$ 107,380
Non-GAAP adjustments ⁽¹⁾	14,661	65,231	12,208	92,100
Adjusted operating income (loss)	<u>\$ 143,671</u>	<u>\$ 103,267</u>	<u>\$ (47,458)</u>	<u>\$ 199,480</u>
Operating income margin	11.7%	4.4%		5.4%
Adjusted operating income margin	13.0%	11.9%		10.1%

⁽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 & Adjusted EPS (FY22 and FY21 Q4)



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)

	Fourth Quarter					
	2022 GAAP	Adjustments	2022 Adjusted	2021 GAAP	Adjustments	2021 Adjusted
Net sales	\$ 457,010	\$ -	\$ 457,010	\$ 450,653	\$ -	\$ 450,653
Cost of sales	367,985	182	368,167	338,073	(3,438)	334,635
Gross profit	89,025	(182)	88,843	112,580	3,438	116,018
Operating expenses ^(a)	75,350	(5,802)	69,548	66,301	(3,247)	63,054
Productivity and transformation costs	1,726	(1,726)	-	4,713	(4,713)	-
Operating income	11,949	7,346	19,295	41,566	11,398	52,964
Interest and other expense (income), net ^(b)	4,088	164	4,252	(7,381)	7,510	129
Provision for income taxes	3,291	2,653	5,944	7,896	4,714	12,610
Net income	3,042	4,529	7,571	40,485	(826)	39,659
Diluted net income per common share	0.03	0.05	0.08	0.40	(0.01)	0.39

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

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

Adjusted Gross Profit, Adjusted Operating Income, Adjusted Net Income & Adjusted EPS (FY22 and FY21 Q4, cont.)



Detail of Adjustments:

	<u>Q4 FY22</u>	<u>Q4 FY21</u>
Inventory write-down	\$ (305)	\$ (732)
Plant closure related costs, net	34	132
Warehouse/manufacturing consolidation and other costs	89	4,038
Cost of sales	<u>(182)</u>	<u>3,438</u>
Gross profit	<u>(182)</u>	<u>3,438</u>
Transaction and integration costs, net	1,904	1,815
Long-lived asset and intangibles impairment	1,600	244
Litigation expenses	2,298	943
Warehouse/manufacturing consolidation and other costs	-	245
Operating expenses ^(a)	<u>5,802</u>	<u>3,247</u>
Productivity and transformation costs	1,726	4,713
Productivity and transformation costs	<u>1,726</u>	<u>4,713</u>
Operating income	<u>7,346</u>	<u>11,398</u>
Gain on sale of assets	(2)	(4,900)
Gain on sale of businesses	-	(3,897)
Unrealized currency (gains) losses	(162)	1,287
Interest and other income, net ^(b)	<u>(164)</u>	<u>(7,510)</u>
Income tax related adjustments	(2,653)	(4,714)
Provision for income taxes	<u>(2,653)</u>	<u>(4,714)</u>
Net income	<u>\$ 4,529</u>	<u>\$ (826)</u>

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

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

Adjusted Gross Profit, Adjusted Operating Income, Adjusted Net Income & Adjusted EPS (FY22 and FY21 Year to Date)



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)

	Fourth Quarter Year to Date					
	2022 GAAP	Adjustments	2022 Adjusted	2021 GAAP	Adjustments	2021 Adjusted
Net sales	\$ 1,891,793	\$ -	\$ 1,891,793	\$ 1,970,302	\$ -	\$ 1,970,302
Cost of sales	1,464,352	(5,051)	1,459,301	1,478,687	(13,745)	1,464,942
Gross profit	427,441	5,051	432,492	491,615	13,745	505,360
Operating expenses ^(a)	312,782	(22,089)	290,693	369,219	(63,339)	305,880
Productivity and transformation costs	10,174	(10,174)	-	15,608	(15,608)	-
Proceeds from insurance claims	(196)	196	-	(592)	592	-
Operating income	104,681	37,118	141,799	107,380	92,100	199,480
Interest and other expense (income), net ^(b)	1,190	11,308	12,498	(1,413)	6,752	5,339
Provision for income taxes	22,716	8,206	30,922	41,093	4,929	46,022
Net income from continuing operations	77,873	17,604	95,477	66,109	80,419	146,528
Net income from discontinued operations, net of tax	-	-	-	11,255	(11,255)	-
Net income	77,873	17,604	95,477	77,364	69,164	146,528
Diluted net income per common share from continuing operations	0.83	0.19	1.02	0.65	0.80	1.45
Diluted net income per common share from discontinued operations	-	-	-	0.11	(0.11)	-
Diluted net income per common share	0.83	0.19	1.02	0.76	0.69	1.45

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

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

Adjusted Gross Profit, Adjusted Operating Income, Adjusted Net Income & Adjusted EPS (FY22 and FY21 Year to Date, cont.)



Detail of Adjustments:

	<u>Q4 FY22 YTD</u>	<u>Q4 FY21 YTD</u>
Inventory write-down	\$ (351)	\$ (421)
Plant closure related costs, net	925	2,853
Transaction and integration costs, net	1,756	-
Warehouse/manufacturing consolidation and other costs	2,721	11,313
Cost of sales	<u>5,051</u>	<u>13,745</u>
Gross profit	<u>5,051</u>	<u>13,745</u>
Transaction and integration costs, net	12,299	3,291
Long-lived asset and intangibles impairment	1,903	57,920
Litigation expenses	7,883	1,587
Plant closure related costs, net	4	33
Warehouse/manufacturing consolidation and other costs	-	508
Operating expenses ^(a)	<u>22,089</u>	<u>63,339</u>
Productivity and transformation costs	10,174	15,608
Productivity and transformation costs	<u>10,174</u>	<u>15,608</u>
Proceeds from insurance claims	(196)	(592)
Proceeds from insurance claims	<u>(196)</u>	<u>(592)</u>
Operating income	<u>37,118</u>	<u>92,100</u>
Gain on sale of assets	(9,049)	(4,900)
Gain on sale of businesses	-	(2,604)
Unrealized currency (gains) losses	(2,259)	752
Interest and other income, net ^(b)	<u>(11,308)</u>	<u>(6,752)</u>
Income tax related adjustments	(8,206)	(4,929)
Provision for income taxes	<u>(8,206)</u>	<u>(4,929)</u>
Net income from continuing operations	<u>\$ 17,604</u>	<u>\$ 80,419</u>

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

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

Adjusted Net Sales Growth (Q4 and Year to Date FY22 and FY21)



THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES
Adjusted Net Sales Growth
(unaudited and in thousands)

	North America	International	Hain Consolidated
Q4 FY22			
Net sales	\$ 296,851	\$ 160,159	\$ 457,010
Acquisitions, divestitures and discontinued brands	(29,634)	-	(29,634)
Impact of foreign currency exchange	1,243	18,385	19,628
Net sales on a constant currency basis adjusted for acquisitions, divestitures and discontinued brands	<u>\$ 268,460</u>	<u>\$ 178,544</u>	<u>\$ 447,004</u>
Q4 FY21			
Net sales	\$ 253,348	\$ 197,305	\$ 450,653
Divestitures and discontinued brands	(778)	(32)	(810)
Net sales adjusted for divestitures and discontinued brands	<u>\$ 252,570</u>	<u>\$ 197,273</u>	<u>\$ 449,843</u>
Net sales growth (decline)	17.2%	(18.8)%	1.4%
Impact of acquisitions, divestitures and discontinued brands	(11.4)%	-	(6.4)%
Impact of foreign currency exchange	0.5%	9.3%	4.4%
Net sales growth (decline) on a constant currency basis adjusted for acquisitions, divestitures and discontinued brands	<u>6.3%</u>	<u>(9.5)%</u>	<u>(0.6)%</u>
Q4 FY22 YTD			
Net sales	\$ 1,163,132	\$ 728,661	\$ 1,891,793
Acquisitions, divestitures and discontinued brands	(55,393)	-	(55,393)
Impact of foreign currency exchange	(1,454)	17,318	15,864
Net sales on a constant currency basis adjusted for acquisitions, divestitures and discontinued brands	<u>\$ 1,106,285</u>	<u>\$ 745,979</u>	<u>\$ 1,852,264</u>
Q4 FY21 YTD			
Net sales	\$ 1,104,128	\$ 866,174	\$ 1,970,302
Divestitures and discontinued brands	(35,314)	(75,543)	(110,857)
Net sales adjusted for divestitures and discontinued brands	<u>\$ 1,068,814</u>	<u>\$ 790,631</u>	<u>\$ 1,859,445</u>
Net sales growth (decline)	5.3%	(15.9)%	(4.0)%
Impact of acquisitions, divestitures and discontinued brands	(1.7)%	8.3%	2.8%
Impact of foreign currency exchange	(0.1)%	2.0%	0.8%
Net sales growth (decline) on a constant currency basis adjusted for acquisitions, divestitures and discontinued brands	<u>3.5%</u>	<u>(5.6)%</u>	<u>(0.4)%</u>

Adjusted EBITDA (Q4 and Year to Date FY22 and FY21)



THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES
Adjusted EBITDA
(unaudited and in thousands)

	Fourth Quarter		Fourth Quarter Year to Date	
	2022	2021	2022	2021
Net income	\$ 3,042	\$ 40,485	\$ 77,873	\$ 77,364
Net income from discontinued operations, net of tax	-	-	-	11,255
Net income from continuing operations	\$ 3,042	\$ 40,485	\$ 77,873	\$ 66,109
Depreciation and amortization	12,453	11,801	46,849	49,569
Equity in net loss of equity-method investees	1,528	566	2,902	1,591
Interest expense, net	4,549	1,099	10,226	5,880
Provision for income taxes	3,291	7,896	22,716	41,093
Stock-based compensation, net	3,322	3,771	15,611	15,659
Unrealized currency (gains) losses	(162)	1,287	(2,259)	752
Litigation and related costs				
Litigation expenses	2,298	943	7,883	1,587
Proceeds from insurance claims	-	-	(196)	(592)
Restructuring activities				
Plant closure related costs, net	34	41	929	58
Productivity and transformation costs	1,726	3,620	8,803	12,572
Warehouse/manufacturing consolidation and other costs	89	4,061	2,721	11,374
Acquisitions, divestitures and other				
Transaction and integration costs, net	1,904	1,815	14,055	3,291
Gain on sale of assets	(2)	(4,900)	(9,049)	(4,900)
Gain on sale of businesses	-	(3,897)	-	(2,604)
Impairment charges				
Inventory write-down	(305)	(732)	(351)	(421)
Long-lived asset and intangibles impairment	1,600	244	1,903	57,920
Adjusted EBITDA	\$ 35,367	\$ 68,100	\$ 200,616	\$ 258,938

Quarterly Adjusted Gross Profit and Adjusted Gross Margin



\$ in thousands	Q4 FY19	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22
Net Sales	\$ 505,305	\$ 482,076	\$ 506,784	\$ 553,297	\$ 511,746	\$ 498,627	\$ 528,418	\$ 492,604	\$ 450,653	\$ 454,903	\$ 476,941	\$ 502,939	\$ 457,010
Gross profit	\$ 95,030	\$ 97,831	\$ 105,607	\$ 132,395	\$ 129,937	\$ 119,164	\$ 129,965	\$ 129,906	\$ 112,580	\$ 105,418	\$ 117,295	\$ 115,703	\$ 89,025
Inventory write-down	10,346	(11)	3,927	1,362	(1,103)	204	107	-	(732)	-	(46)	-	(305)
Transaction and integration costs, net	-	-	-	-	-	-	-	-	-	-	-	1,756	-
Warehouse/manufacturing consolidation and other costs	8,107	1,879	476	511	385	390	3,325	3,560	4,038	2,289	249	94	89
Plant closure related costs, net	1,138	933	1,626	-	3	579	476	1,666	132	996	(188)	83	34
Adjusted gross profit	<u>\$ 114,622</u>	<u>\$ 100,632</u>	<u>\$ 111,636</u>	<u>\$ 134,268</u>	<u>\$ 129,222</u>	<u>\$ 120,337</u>	<u>\$ 133,873</u>	<u>\$ 135,132</u>	<u>\$ 116,018</u>	<u>\$ 108,703</u>	<u>\$ 117,310</u>	<u>\$ 117,636</u>	<u>\$ 88,843</u>
Gross margin	18.8%	20.3%	20.8%	23.9%	25.4%	23.9%	24.6%	26.4%	25.0%	23.2%	24.6%	23.0%	19.5%
Adjusted gross margin	22.7%	20.9%	22.0%	24.3%	25.3%	24.1%	25.3%	27.4%	25.7%	23.9%	24.6%	23.4%	19.4%
Adjusted gross profit growth (%) - YoY	-3%	5%	6%	14%	13%	20%	20%	1%	-10%	-10%	-12%	-13%	-23%
Adjusted gross margin growth (bps) - YoY	187	240	223	282	257	326	331	317	49	(24)	(74)	(404)	(630)

Quarterly Adjusted EBITDA and Adjusted EBITDA Margin



\$ in thousands	Q4 FY19	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22
Net Sales	\$ 505,305	\$ 482,076	\$ 506,784	\$ 553,297	\$ 511,746	\$ 498,627	\$ 528,418	\$ 492,604	\$ 450,653	\$ 454,903	\$ 476,941	\$ 502,939	\$ 457,010
Net (loss) income	\$ (13,551)	\$ (107,021)	\$ (964)	\$ 24,339	\$ 3,239	\$ 485	\$ 2,140	\$ 34,254	\$ 40,485	\$ 19,411	\$ 30,889	\$ 24,531	\$ 3,042
Net (loss) income from discontinued operations, net of tax	(6,215)	(102,068)	(2,816)	(697)	(460)	11,266	(11)	-	-	-	-	-	-
Net (loss) income from continuing operations	\$ (7,336)	\$ (4,953)	\$ 1,852	\$ 25,036	\$ 3,699	\$ (10,781)	\$ 2,151	\$ 34,254	\$ 40,485	\$ 19,411	\$ 30,889	\$ 24,531	\$ 3,042
Depreciation and amortization	13,350	13,923	13,219	12,927	12,019	13,761	11,193	12,814	11,801	10,855	10,903	12,638	12,453
Equity in net loss (income) of equity-method investees	264	317	338	564	770	19	1,076	(70)	566	526	465	383	1,528
Interest expense, net	5,484	4,552	4,000	3,332	2,467	2,154	1,300	1,327	1,099	1,146	1,685	2,846	4,549
Provision (benefit) provision for income taxes	(1,306)	(531)	1,020	(10,242)	15,958	12,962	8,438	11,797	7,896	4,542	7,145	7,738	3,291
Stock-based compensation, net	3,982	2,737	3,083	3,761	3,497	4,367	3,823	3,698	3,771	4,287	4,156	3,846	3,322
Unrealized currency losses (gains)	(3,401)	1,684	(485)	(1,011)	355	(1,202)	225	442	1,287	(1,023)	(480)	(594)	(162)
Realized currency loss on repayment of international loans	2,706	-	-	-	-	-	-	-	-	-	-	-	-
Litigation and related costs													
Litigation expenses	455	48	-	-	-	-	-	644	943	1,956	1,624	2,005	2,298
Proceeds from insurance claims	(4,460)	(2,562)	-	(400)	-	-	-	(592)	-	(196)	-	-	-
Restructuring activities													
Plant closure related costs, net	1,232	832	1,522	-	3	(6)	2	21	41	996	(183)	82	34
Productivity and transformation costs	11,992	10,119	9,903	9,192	9,362	781	4,195	3,813	3,604	3,204	2,247	1,626	1,726
Warehouse/manufacturing consolidation and other costs	8,107	1,879	639	537	385	390	3,325	3,598	4,061	2,289	249	94	89
Acquisitions, divestitures and other													
Transaction and integration costs, net	(1,498)	4,056	2,357	1,775	832	369	1,168	102	1,831	(231)	8,963	3,419	1,904
(Gain) loss on sale of assets	-	-	-	-	-	-	-	-	(4,900)	(446)	(8,656)	55	(2)
(Gain) loss on sale of businesses	(534)	-	1,783	332	1,448	(620)	9	1,904	(3,897)	-	-	-	-
Impairment charges													
Goodwill impairment	-	-	-	-	394	-	-	-	-	-	-	-	-
Inventory write-down	10,346	(11)	3,927	1,362	(1,103)	204	107	-	(732)	-	(46)	-	(305)
Long-lived asset and intangibles impairment	10,010	-	1,889	13,525	12,079	32,497	25,179	-	244	-	303	-	1,600
Adjusted EBITDA	\$ 49,393	\$ 32,090	\$ 45,047	\$ 60,690	\$ 62,165	\$ 54,895	\$ 62,191	\$ 73,752	\$ 68,100	\$ 47,316	\$ 59,264	\$ 58,669	\$ 35,367
Adjusted EBITDA margin	9.8%	6.7%	8.9%	11.0%	12.1%	11.0%	11.8%	15.0%	15.1%	10.4%	12.4%	11.7%	7.7%
Adjusted EBITDA growth (%) - YoY	-10%	12%	19%	24%	26%	71%	38%	22%	10%	-14%	-5%	-20%	-48%
Adjusted EBITDA margin growth (bps) - YoY	12	112	179	199	237	435	288	400	296	(61)	66	(331)	(737)