



Second Quarter Fiscal Year 2022 Earnings Call

February 3, 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; our strategic initiatives, business strategy, supply chain, brand portfolio and product performance; the COVID-19 pandemic; the success of our pricing negotiations; 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; 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 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; 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 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 appendix 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. 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 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



- Q2 results delivered at the high end of original topline guidance but slightly below original adjusted EBITDA guidance
- Growth brands continuing to perform well, delivering low double-digit topline growth versus Q2 FY20 (pre-pandemic)
- Sequential improvement in adjusted gross margin and adjusted EBITDA margin
- Significant industry-wide inflation and supply disruptions impacted performance against adjusted EBITDA guidance
- Addressing global supply chain challenges, labor shortages, and a highly inflationary environment with strong productivity and pricing
- Reaffirming full year adjusted net sales growth guidance and updating gross margin and adjusted EBITDA guidance to reflect elevated cost environment
- Expect sequential improvement in adjusted EBITDA growth across quarters

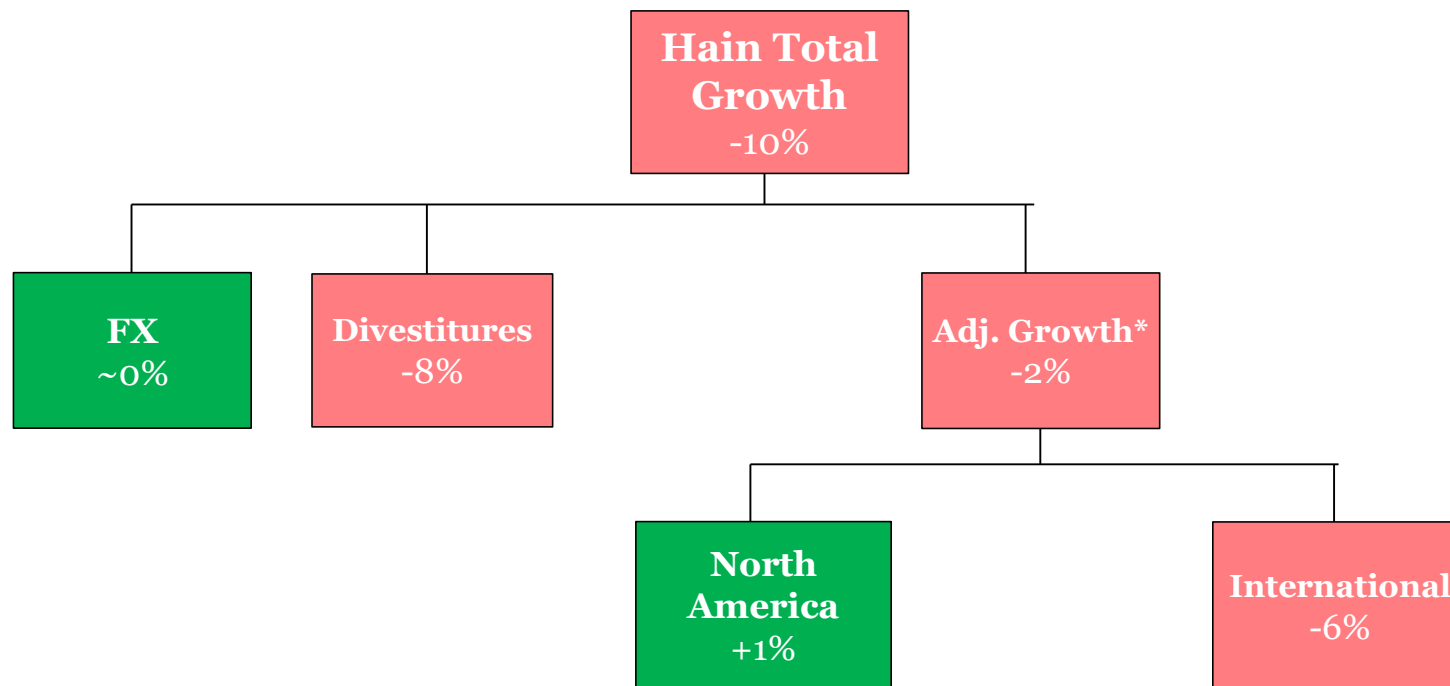
H1/Q2 2022 Results vs. Guidance



	2022 H1 Guidance	H1 Performance vs. PY	Q2 Performance vs. PY
Net Sales Growth	—	-9%	-10%
Adjusted Net Sales Growth ¹	Down Low Single Digit	-1%	-2%
Adjusted Gross Margin ² Improvement	—	-50 bps	-74 bps
Adjusted EBITDA ² \$ Growth	Down Mid Single Digit	-9%	-5%

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

Q2 Topline Growth Decomposition vs. FY21

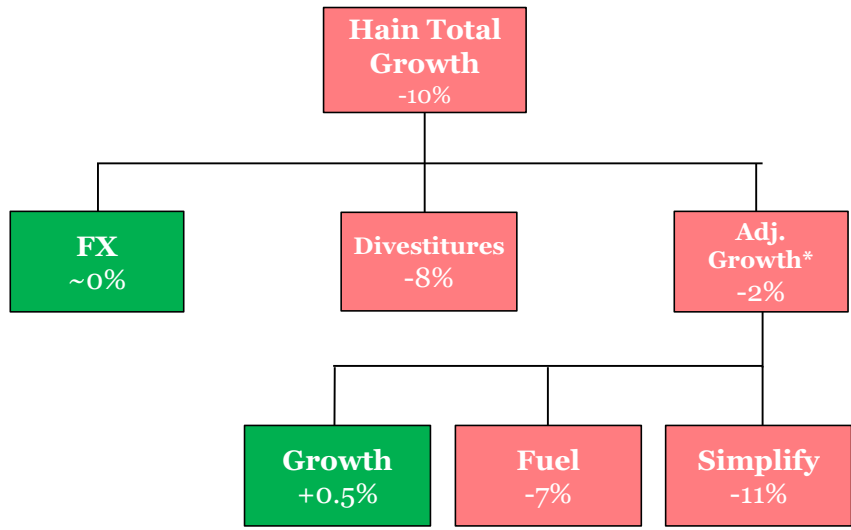


*Adjusted for the impact of foreign currency changes, divestitures and acquisition

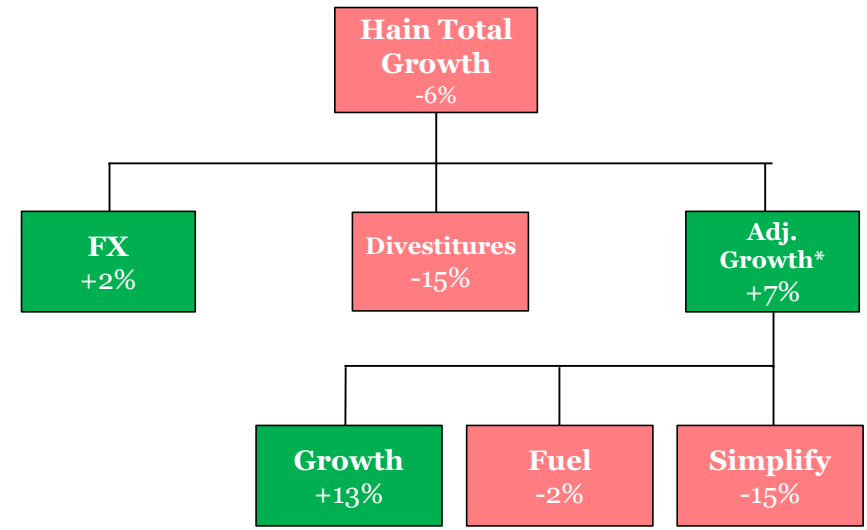
Strong Underlying Growth When Compared to Pre-Pandemic Period (Comparison vs Two Years Ago)



Q2 FY22 vs. Q2 FY21



Q2 FY22 vs. Q2 FY20

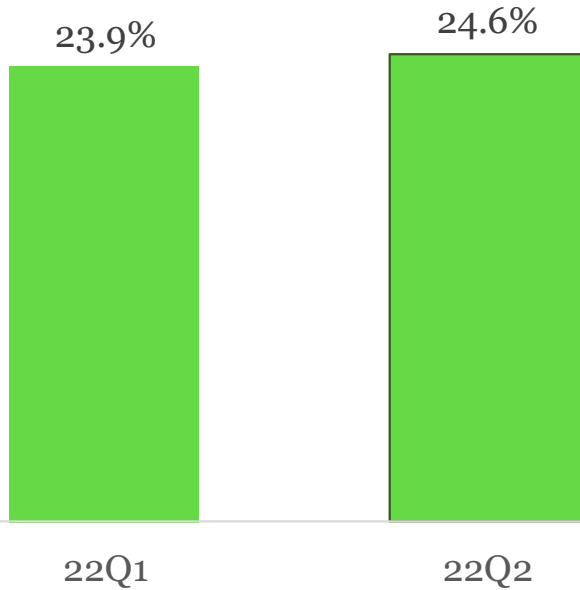


*Adjusted for the impact of foreign currency changes, divestitures and acquisition

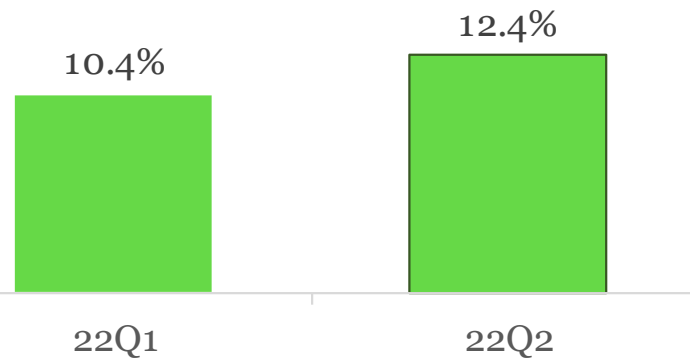
Sequential Improvement in Margins



Adjusted Gross Margin



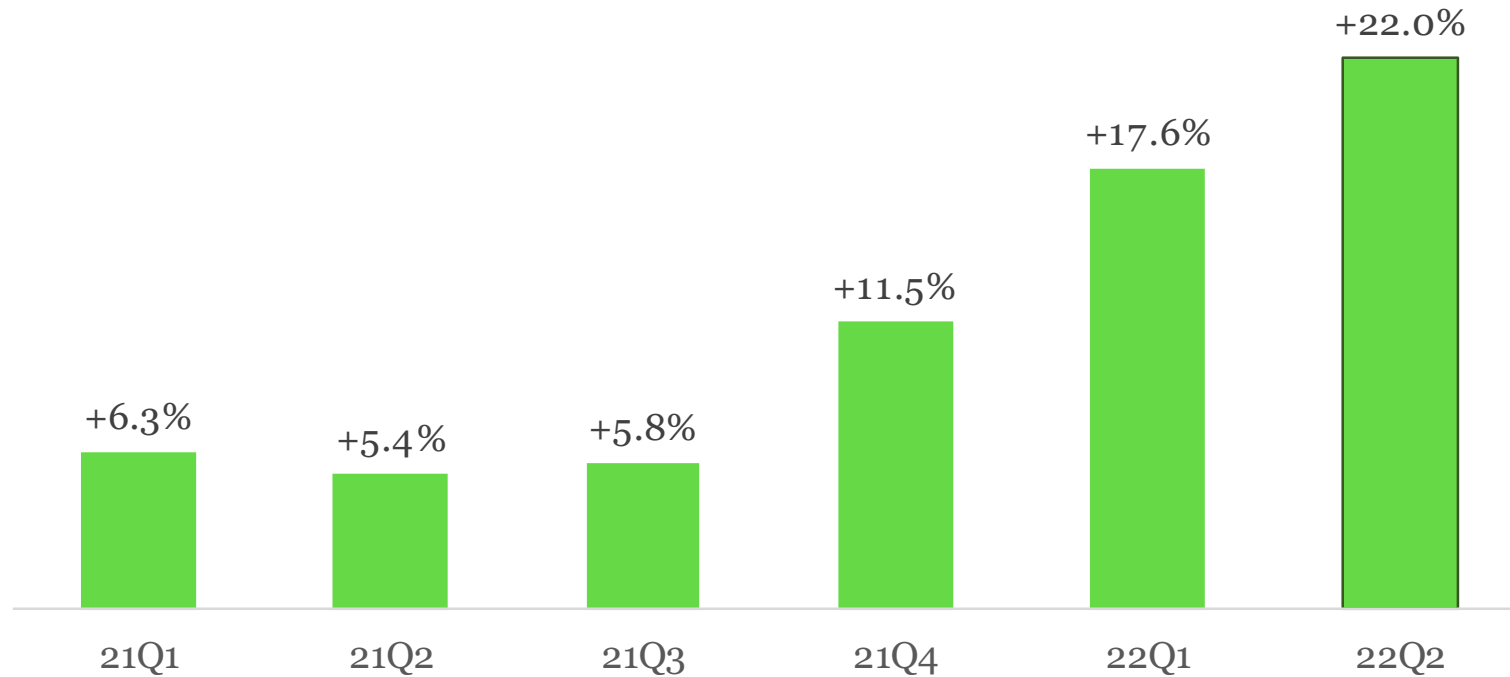
Adjusted EBITDA Margin



Strong Consumption Momentum For US Growth Brands



Consumption Growth vs. 2 YAG

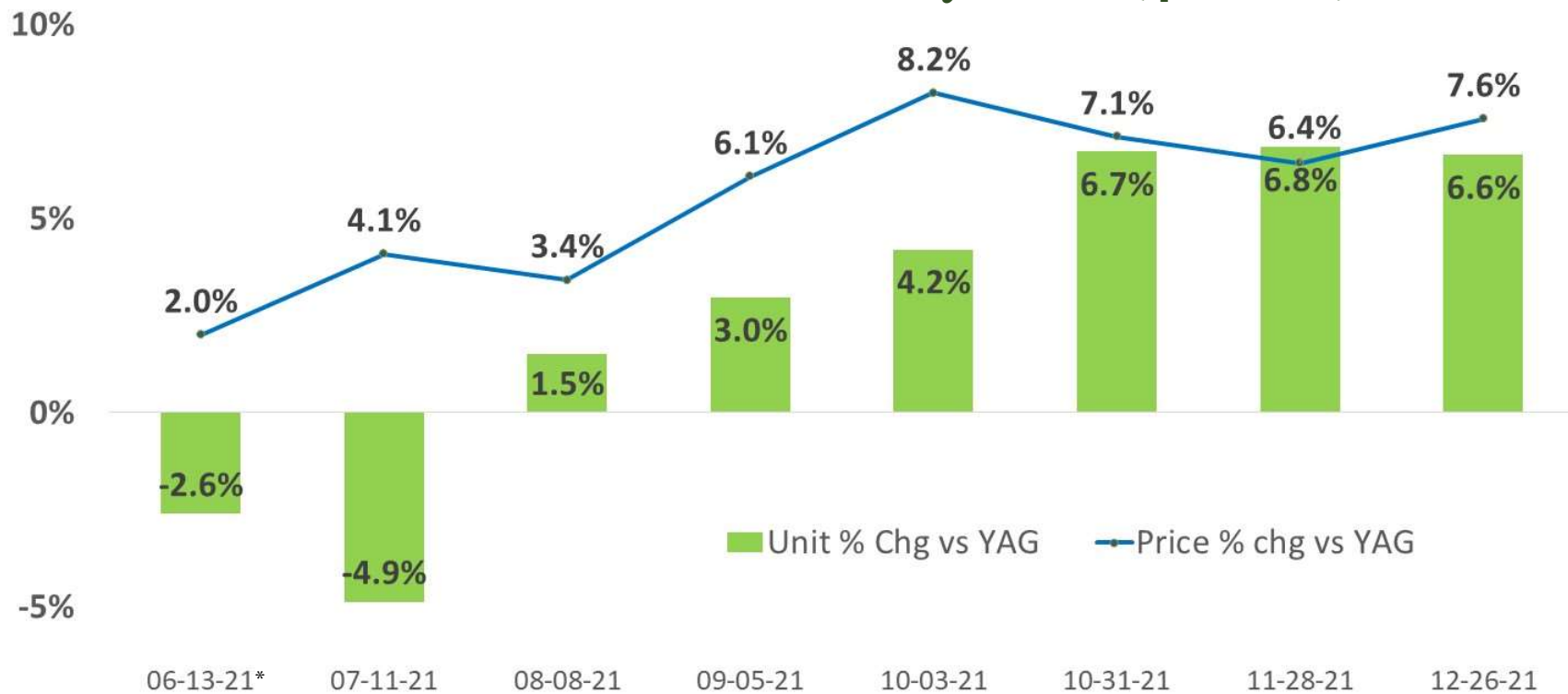


Source: US IRI MULO+C, 12-week quarterly data ending 12/26/21 for Q2; US Growth Brand Dataset includes all brands in the Snack, Baby Food, Tea, Yogurt and Personal Care categories

Strong Accelerating Unit Growth for US Growth Brands, Even After Significant Pricing



US Growth Brand Price Elasticity vs. PY (4 Weeks)



Source: US IRI MULO+C. US Growth Brand Dataset includes all brands in the Snack, Baby Food, Tea, Yogurt and Personal Care categories. *24 weeks for week ending 6/13/2021

Updated Full Year Guidance



	FY 2022	
	Original Guidance	Updated Guidance
Adjusted Sales Growth¹	Low Single Digit Growth	Low Single Digit Growth
Adjusted Gross Margin²	Modest Margin Expansion	Modest Margin Reduction
Adjusted EBITDA² Growth	Mid to High Single Digit Growth	Approximately Flat Growth

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

2) Adjusted Gross Margin and Adjusted EBITDA are Non-GAAP financial measures. See Appendix for reconciliation between Non-GAAP and comparable GAAP financial measures



APPENDIX

Net Sales, Gross Profit & Operating Income (Loss) by Segment (FY22 and FY21 Q2)



THE HAIN CELESTIAL GROUP, INC.
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 - Q2 FY22	\$ 275,014	\$ 201,927	\$ -	\$ 476,941
Net sales - Q2 FY21	\$ 282,612	\$ 245,806	\$ -	\$ 528,418
% change - FY22 net sales vs. FY21 net sales	(2.7)%	(17.9)%		(9.7)%
Gross Profit				
Q2 FY22				
Gross profit	\$ 67,721	\$ 49,574	\$ -	\$ 117,295
Non-GAAP adjustments ⁽¹⁾	183	(168)	-	15
Adjusted gross profit	\$ 67,904	\$ 49,406	\$ -	\$ 117,310
Gross margin	24.6%	24.6%		24.6%
Adjusted gross margin	24.7%	24.5%		24.6%
Q2 FY21				
Gross profit	\$ 78,285	\$ 51,680	\$ -	\$ 129,965
Non-GAAP adjustments ⁽¹⁾	2,233	1,675	-	3,908
Adjusted gross profit	\$ 80,518	\$ 53,355	\$ -	\$ 133,873
Gross margin	27.7%	21.0%		24.6%
Adjusted gross margin	28.5%	21.7%		25.3%
Operating income (loss)				
Q2 FY22				
Operating income (loss)	\$ 27,162	\$ 27,368	\$ (22,509)	\$ 32,021
Non-GAAP adjustments ⁽¹⁾	1,802	396	11,498	13,696
Adjusted operating income (loss)	\$ 28,964	\$ 27,764	\$ (11,011)	\$ 45,717
Operating income margin	9.9%	13.6%		6.7%
Adjusted operating income margin	10.5%	13.7%		9.6%
Q2 FY21				
Operating income (loss)	\$ 32,440	\$ (2,741)	\$ (16,742)	\$ 12,957
Non-GAAP adjustments ⁽¹⁾	3,003	27,800	4,320	35,123
Adjusted operating income (loss)	\$ 35,443	\$ 25,059	\$ (12,422)	\$ 48,080
Operating income (loss) margin	11.5%	(1.1)%		2.5%
Adjusted operating income margin	12.5%	10.2%		9.1%

⁽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, FY21 and FY20 Q2)



THE HAIN CELESTIAL GROUP, INC.
Adjusted Gross Profit, Adjusted Operating Income, Adjusted Net Income and Adjusted EPS
(unaudited and in thousands, except per share amounts)

	Second Quarter								
	2022 GAAP	Adjustments	2022 Adjusted	2021 GAAP	Adjustments	2021 Adjusted	2020 GAAP	Adjustments	2020 Adjusted
Net sales	\$ 476,941	\$ -	\$ 476,941	\$ 528,418	\$ -	\$ 528,418	\$ 506,784	-	\$ 506,784
Cost of sales	359,646	(15)	359,631	398,453	(3,908)	394,545	401,177	(6,029)	395,148
Gross profit	117,295	15	117,310	129,965	3,908	133,873	105,607	6,029	111,636
Operating expenses ^(a)	82,488	(10,895)	71,593	111,997	(26,204)	85,793	86,513	(4,409)	82,104
Productivity and transformation costs	2,786	(2,786)	-	5,011	(5,011)	-	9,903	(9,903)	-
Operating income	32,021	13,696	45,717	12,957	35,123	48,080	9,191	20,341	29,532
Interest and other (income) expense, net ^(b)	(6,478)	9,136	2,658	1,292	(234)	1,058	5,981	(1,298)	4,683
Provision for income taxes	7,145	1,110	8,255	8,438	2,827	11,265	1,020	5,889	6,909
Net income from continuing operations	30,889	3,450	34,339	2,151	32,530	34,681	1,852	15,750	17,602
Net (loss) income from discontinued operations, net of tax	-	-	-	(11)	11	-	(2,816)	2,816	-
Net income (loss)	30,889	3,450	34,339	2,140	32,541	34,681	(964)	18,566	17,602
Diluted net income per common share from continuing operations	0.33	0.03	0.36	0.02	0.32	0.34	0.02	0.15	0.17
Diluted net income (loss) per common share from discontinued operations	-	-	-	-	-	-	(0.03)	0.03	-
Diluted net income (loss) per common share	0.33	0.03	0.36	0.02	0.32	0.34	(0.01)	0.18	0.17

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

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

Adjusted Gross Profit, Adjusted Operating Income, Adjusted Net Income & Adjusted EPS (FY22, FY21 and FY20 Q2, cont.)



Detail of Adjustments:

	Q2 FY22	Q2 FY21	Q2 FY20
Inventory write-down	\$ (46)	\$ 107	\$ 3,927
Plant closure related costs, net	(188)	476	1,626
Warehouse/manufacturing consolidation and other costs	249	3,325	476
Cost of sales	<u>15</u>	<u>3,908</u>	<u>6,029</u>
Gross profit	<u>15</u>	<u>3,908</u>	<u>6,029</u>
Acquisitions & divestitures transaction costs, net	8,963	1,005	2,357
Intangibles impairment	-	-	1,889
Litigation expenses	1,624	-	-
Long-lived asset impairment	303	25,179	-
Plant closure related costs, net	5	20	-
Warehouse/manufacturing consolidation and other costs	-	-	163
Operating expenses ^(a)	<u>10,895</u>	<u>26,204</u>	<u>4,409</u>
Productivity and transformation costs	2,786	5,011	9,903
Productivity and transformation costs	<u>2,786</u>	<u>5,011</u>	<u>9,903</u>
Operating income	<u>13,696</u>	<u>35,123</u>	<u>20,341</u>
Gain on sale of assets	(8,656)	-	-
Loss on sale of businesses	-	9	1,783
Unrealized currency (gains) losses	(480)	225	(485)
Interest and other (income) expense, net ^(b)	<u>(9,136)</u>	<u>234</u>	<u>1,298</u>
Income tax related adjustments	(1,110)	(2,827)	(5,889)
Provision for income taxes	<u>(1,110)</u>	<u>(2,827)</u>	<u>(5,889)</u>
Net income from continuing operations	<u>\$ 3,450</u>	<u>\$ 32,530</u>	<u>\$ 15,750</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 (income) expense, net includes interest and other financing expenses, net, unrealized currency (gains) losses, (gain) loss on sale of assets and businesses and other expense, net.

Adjusted Net Sales Growth (FY22 and FY21 Q2)



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

	<u>North America</u>	<u>International</u>	<u>Hain Consolidated</u>
Q2 FY22			
Net sales	\$ 275,014	\$ 201,927	\$ 476,941
Acquisitions, divestitures and discontinued brands	(349)	-	(349)
Impact of foreign currency exchange	(1,008)	(99)	(1,107)
Net sales on a constant currency basis adjusted for acquisitions, divestitures and discontinued brands	<u>\$ 273,657</u>	<u>\$ 201,828</u>	<u>\$ 475,485</u>
Q2 FY21			
Net sales	\$ 282,612	\$ 245,806	\$ 528,418
Divestitures and discontinued brands	(10,353)	(31,657)	(42,010)
Net sales adjusted for divestitures and discontinued brands	<u>\$ 272,259</u>	<u>\$ 214,149</u>	<u>\$ 486,408</u>
Net sales decline	(2.7)%	(17.9)%	(9.7)%
Impact of acquisitions, divestitures and discontinued brands	3.6%	12.1%	7.7%
Impact of foreign currency exchange	(0.4)%	(0.0)%	(0.2)%
Net sales growth (decline) on a constant currency basis adjusted for acquisitions, divestitures and discontinued brands	<u>0.5%</u>	<u>(5.8)%</u>	<u>(2.2)%</u>

Adjusted EBITDA (FY22, FY21 and FY20 Q2)



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

	Second Quarter		
	2022	2021	2020
Net income	\$ 30,889	\$ 2,140	\$ (964)
Net income from discontinued operations, net of tax	-	(11)	(2,816)
Net income (loss) from continuing operations	\$ 30,889	\$ 2,151	\$ 1,852
Depreciation and amortization	10,903	11,193	13,219
Equity in net loss of equity-method investees	465	1,076	338
Interest expense, net	1,685	1,300	4,000
Provision for income taxes	7,145	8,438	1,020
Stock-based compensation	4,156	3,823	3,083
Unrealized currency (gains) losses	(480)	225	(485)
Litigation and related costs			
Litigation expenses	1,624	-	-
Restructuring activities			
Plant closure related costs, net	(183)	2	1,522
Productivity and transformation costs	2,247	4,358	9,903
Warehouse/manufacturing consolidation and other costs	249	3,325	639
Acquisitions, divestitures and other			
Transaction costs, net	8,963	1,005	2,357
Gain on sale of assets	(8,656)	-	-
Loss on sale of businesses	-	9	1,783
Impairment charges			
Inventory write-down	(46)	107	3,927
Long-lived asset and intangibles impairment	303	25,179	1,889
Adjusted EBITDA	\$ 59,264	\$ 62,191	\$ 45,047

Adjusted EBITDA & Adjusted EBITDA Margin by Segment (FY22 and FY21 Q2)



THE HAIN CELESTIAL GROUP, INC.
Adjusted EBITDA and Adjusted EBITDA Margin by Segment
(unaudited and in thousands)

	North America	International	Corporate/Other	Hain Consolidated
Q2 FY22				
Operating income (loss)	\$ 27,162	\$ 27,368	\$ (22,509)	\$ 32,021
Depreciation and amortization	3,654	6,295	954	10,903
Stock-based compensation	778	346	3,032	4,156
Transaction costs, net	43	-	8,920	8,963
Litigation expenses	-	-	1,624	1,624
Plant closure related costs, net	122	(305)	-	(183)
Productivity and transformation costs	1,577	255	415	2,247
Warehouse/manufacturing consolidation and other costs	106	143	-	249
Inventory write-down	(46)	-	-	(46)
Long-lived asset impairment	-	303	-	303
Other	(59)	(106)	(808)	(973)
Adjusted EBITDA	<u>\$ 33,337</u>	<u>\$ 34,299</u>	<u>\$ (8,372)</u>	<u>\$ 59,264</u>
Net sales	\$ 275,014	\$ 201,927		\$ 476,941
Adjusted EBITDA margin	12.1%	17.0%		12.4%
Q2 FY21				
Operating income (loss)	\$ 32,440	\$ (2,741)	\$ (16,742)	\$ 12,957
Depreciation and amortization	4,117	6,418	658	11,193
Stock-based compensation	855	369	2,599	3,823
Transaction costs, net	(21)	18	1,008	1,005
Plant closure related costs, net	29	(27)	-	2
Productivity and transformation costs	772	2,511	1,075	4,358
Warehouse/manufacturing consolidation and other costs	1,622	1,703	-	3,325
Inventory write-down	107	-	-	107
Long-lived asset impairment	-	23,596	1,583	25,179
Other	(321)	326	237	242
Adjusted EBITDA	<u>\$ 39,600</u>	<u>\$ 32,173</u>	<u>\$ (9,582)</u>	<u>\$ 62,191</u>
Net sales	\$ 282,612	\$ 245,806		\$ 528,418
Adjusted EBITDA margin	14.0%	13.1%		11.8%

Adjusted EBITDA & Adjusted EBITDA Margin by Segment (FY20 Q2)



THE HAIN CELESTIAL GROUP, INC.
Adjusted EBITDA and Adjusted EBITDA Margin by Segment
(unaudited and in thousands)

Q2 FY20	North America	International	Corporate/Other	Hain Consolidated
Operating income (loss)	\$ 20,062	\$ 12,899	\$ (23,770)	\$ 9,191
Depreciation and amortization	4,201	8,339	679	13,219
Stock-based compensation	933	352	1,798	3,083
Transaction costs, net	-	35	2,322	2,357
Plant closure related costs, net	35	1,487	-	1,522
Productivity and transformation costs	332	2,021	7,550	9,903
Warehouse/manufacturing consolidation and other costs	639	-	-	639
Inventory write-down	3,927	-	-	3,927
Intangibles impairment	-	-	1,889	1,889
Other	12	15	(710)	(683)
Adjusted EBITDA	\$ 30,141	\$ 25,148	\$ (10,242)	\$ 45,047
Net sales	\$ 280,693	\$ 226,091		\$ 506,784
Adjusted EBITDA margin	10.7%	11.1%		8.9%

Net Sales Growth (FY22 and FY20 Q2)



\$ in thousands

Q2 FY22

	<u>North America</u>	<u>International</u>	<u>Hain Consolidated</u>
Net sales	\$ 275,014	\$ 201,927	\$ 476,941
Acquisition, divestitures and discontinued brands	(349)	-	(349)
Impact of foreign currency exchange ⁽¹⁾	(1,390)	(8,025)	(9,415)
Net sales on a constant currency basis excluding acquisitions, divestitures and discontinued brands	<u>\$ 273,275</u>	<u>\$ 193,902</u>	<u>\$ 467,177</u>

Q2 FY20

Net sales	\$ 280,693	\$ 226,091	\$ 506,784
Divestitures and discontinued brands	(13,694)	(4,048)	(17,742)
Net sales adjusted for divestitures and discontinued brands	<u>\$ 266,999</u>	<u>\$ 222,043</u>	<u>\$ 489,042</u>
Divestitures and discontinued brands from FY22 & FY21 ⁽²⁾	(8,640)	(43,358)	(51,998)
Net sales adjusted for divestitures and discontinued brands	<u>\$ 258,359</u>	<u>\$ 178,685</u>	<u>\$ 437,044</u>
Net sales decline as reported	-2%	-11%	-6%
Impact of foreign currency exchange	0%	-4%	-2%
Impact of acquisitions, divestitures and discontinued brands	8%	23%	15%
Net sales growth in constant currency excluding acquisitions, divestitures and discontinued brands	6%	9%	7%

⁽¹⁾In relation to FY20

⁽²⁾Impact of FY21 & FY22 divestitures and discontinued brands compared to FY20

Quarterly Adjusted Gross Profit and Adjusted Gross Margin



\$ in thousands	Q2 FY19	Q3 FY19	Q4 FY19	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	Q1 FY22	Q2 FY22
Net Sales	\$ 533,566	\$ 547,257	\$ 505,305	\$ 482,076	\$ 506,784	\$ 553,297	\$ 511,746	\$ 498,627	\$ 528,418	\$ 492,604	\$ 450,653	\$ 454,903	\$ 476,941
Gross profit	\$ 101,351	\$ 113,208	\$ 95,030	\$ 97,831	\$ 105,607	\$ 132,395	\$ 129,937	\$ 119,164	\$ 129,965	\$ 129,906	\$ 112,580	\$ 105,418	\$ 117,295
SKU rationalization and inventory write-down	1,530	505	10,346	(11)	3,927	1,362	(1,103)	204	107	-	(732)	-	(46)
Warehouse/manufacturing consolidation and other costs	1,708	3,222	8,107	1,879	476	511	385	390	3,325	3,560	4,038	2,289	249
Plant closure related costs, net	1,056	426	1,138	933	1,626	-	3	579	476	1,666	132	996	(188)
Adjusted gross profit	<u>\$ 105,645</u>	<u>\$ 117,361</u>	<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>
Gross margin	19.0%	20.7%	18.8%	20.3%	20.8%	23.9%	25.4%	23.9%	24.6%	26.4%	25.0%	23.2%	24.6%
Adjusted gross margin	19.8%	21.4%	22.7%	20.9%	22.0%	24.3%	25.3%	24.1%	25.3%	27.4%	25.7%	23.9%	24.6%
Adjusted gross profit growth (%) - YoY	-17%	-12%	-3%	5%	6%	14%	13%	20%	20%	1%	-10%	-10%	-12%
Adjusted gross margin growth (bps) - YoY	(258)	(154)	187	240	223	282	257	326	331	317	49	(24)	(74)
Adjusted gross profit growth (%) - vs. FY20													5%
Adjusted gross margin growth (bps) - vs. FY20													257

Quarterly Adjusted EBITDA and Adjusted EBITDA Margin



\$ in thousands	Q2 FY19	Q3 FY19	Q4 FY19	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	Q1 FY22	Q2 FY22
Net Sales	\$ 533,566	\$ 547,257	\$ 505,305	\$ 482,076	\$ 506,784	\$ 553,297	\$ 511,746	\$ 498,627	\$ 528,418	\$ 492,604	\$ 450,653	\$ 454,903	\$ 476,941
Net (loss) income	(66,501)	\$ (65,837)	\$ (13,551)	\$ (107,021)	\$ (964)	\$ 24,339	\$ 3,239	\$ 485	\$ 2,140	\$ 34,254	\$ 40,485	\$ 19,411	\$ 30,889
Net (loss) income from discontinued operations, net of tax	(34,714)	(74,620)	(6,215)	(102,068)	(2,816)	(697)	(460)	11,266	(11)	-	-	-	-
Net (loss) income from continuing operations	\$ (31,787)	\$ 8,783	\$ (7,336)	\$ (4,953)	\$ 1,852	\$ 25,036	\$ 3,699	\$ (10,781)	\$ 2,151	\$ 34,254	\$ 40,485	\$ 19,411	\$ 30,889
Depreciation and amortization	12,205	12,483	13,350	13,923	13,219	12,927	12,019	13,761	11,193	12,814	11,801	10,855	10,903
Equity in net loss (income) of equity-method investees	11	205	264	317	338	564	770	19	1,076	(70)	566	526	465
Interest expense, net	4,884	5,278	5,484	4,552	4,000	3,332	2,467	2,154	1,300	1,327	1,099	1,146	1,685
Provision (benefit) provision for income taxes	5,097	2,943	(1,306)	(531)	1,020	(10,242)	15,958	12,962	8,438	11,797	7,896	4,542	7,145
Stock-based compensation	1,776	3,927	3,982	2,737	3,083	3,761	3,497	4,367	3,823	3,698	3,771	4,287	4,156
Stock-based compensation expense in connection with Former Chief Executive Officer Succession Plan	117	-	-	-	-	-	-	-	-	-	-	-	-
Unrealized currency losses (gains)	439	1,522	(3,401)	1,684	(485)	(1,011)	355	(1,202)	225	442	1,287	(1,023)	(480)
Former Chief Executive Officer Succession Plan expense, net	10,031	455	-	-	-	-	-	-	-	-	-	-	-
Accounting review and remediation costs, net of insurance proceeds	920	-	-	-	-	-	-	-	-	-	-	-	-
Realized currency loss on repayment of international loans	-	-	2,706	-	-	-	-	-	-	-	-	-	-
Litigation and related costs													
Litigation expenses	122	371	455	48	-	-	-	-	-	644	943	1,956	1,624
Proceeds from insurance claim	-	-	(4,460)	(2,562)	-	(400)	-	-	-	(592)	-	(196)	-
Restructuring activities													
Plant closure related costs, net	1,490	184	1,232	832	1,522	-	3	(6)	2	21	41	996	(183)
Productivity and transformation costs	9,692	9,457	11,992	10,119	9,903	9,192	9,362	781	4,195	3,615	3,604	3,204	2,247
Warehouse/manufacturing consolidation and other costs	1,708	3,222	8,107	1,879	639	537	385	390	3,325	3,598	4,061	2,289	249
Acquisitions, divestitures and other													
Transaction costs, net	180	(198)	(1,498)	4,056	2,357	1,775	832	369	1,168	300	1,831	(231)	8,963
Gain on sale of assets	-	-	-	-	-	-	-	-	-	-	(4,900)	(446)	(8,656)
(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	1,530	505	10,346	(11)	3,927	1,362	(1,103)	204	107	-	(732)	-	(46)
Long-lived asset and intangibles impairment	19,473	-	10,010	-	1,889	13,525	12,079	32,497	25,179	-	244	-	303
Adjusted EBITDA	\$ 37,888	\$ 49,137	\$ 49,393	\$ 32,090	\$ 45,047	\$ 60,690	\$ 62,165	\$ 54,895	\$ 62,191	\$ 73,752	\$ 68,100	\$ 47,316	\$ 59,264
Adjusted EBITDA margin	7.1%	9.0%	9.8%	6.7%	8.9%	11.0%	12.1%	11.0%	11.8%	15.0%	15.1%	10.4%	12.4%
Adjusted EBITDA growth (%) - YoY	-37%	-27%	-10%	12%	19%	24%	26%	71%	38%	22%	10%	-14%	-5%
Adjusted EBITDA margin growth (bps) - YoY	(355)	(253)	12	112	179	199	237	435	288	400	296	(61)	66
Adjusted EBITDA growth (%) - vs. FY20													32%
Adjusted EBITDA margin growth (bps) - vs. FY20													354