

Hain Celestial Second 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, our Hain Reimagined goals and our personal care business; 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, including changes in tax policy, tariffs, or import and export controls; 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 includes non-GAAP financial measures, including, among others, organic net sales; adjusted gross profit and its related margin; adjusted operating income and its related margin; adjusted net income and its related margin; diluted net income per common share, as adjusted; 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, warehouse and manufacturing consolidation and other costs, net, and other costs.
- Adjusted operating income and its related margin: operating loss before certain litigation expenses, net, plant closure related costs, net, warehouse and manufacturing consolidation and other costs, net, productivity and transformation costs, costs associated with acquisitions, divestitures and other transactions, goodwill impairment, intangibles and long-lived asset impairment and other costs.
- Adjusted net income and its related margin and diluted net income per common share, as adjusted: net loss, adjusted to exclude the impact of certain litigation expenses, net, plant closure related costs, net, warehouse and manufacturing consolidation and other costs, net, productivity and transformation costs, costs associated with acquisitions, divestitures and other transactions, (gains) losses on sales of assets, goodwill impairment, intangibles and long-lived asset impairment, unrealized currency (gains) losses and other costs, and the related tax effects of such adjustments.
- Adjusted EBITDA and its related margin: 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 gains, certain litigation and related costs, plant closure related costs, net, warehouse and manufacturing consolidation and other costs, net, productivity and transformation costs, costs associated with acquisitions, divestitures and other transactions, (gains) losses on sales of assets, transaction and integration costs, net, goodwill impairment, intangibles and long-lived asset impairment and other adjustments.
- Free cash flow: net cash provided by operating activities less purchases of property, plant and equipment.
- Net debt: total debt less cash and cash equivalents.

We believe that the non-GAAP financial measures presented provide useful additional information to investors about current trends in the company's operations and are useful for period-over-period comparisons of operations. We provide:

- Organic net sales to demonstrate the growth rate of net sales excluding the impact of acquisitions, divestitures, 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


- **Strong operating cash flow** and **reduction in net debt**
- **Sequential improvement** in Baby & Kids and Meal Prep, representing nearly 60% of the portfolio
- Sales growth hindered by in-store performance in snacks and short-term supply chain challenges
- **2H pivot to organic net sales growth** expected on
 - snacks promotion timing shift
 - promotional and marketing campaign momentum
 - confirmed distribution gains
 - full recovery of infant formula supply
 - improved in-store marketing activation and promotion effectiveness
- Revising FY25 guidance




Better-For-You Trends are a Tailwind for Hain

Hain has been a leader in Better-For-You for more than 30 years. Inspiring Healthier Living is part of our ethos and our Better-For-You credentials in the U.S. are a true differentiator.

**No Red Dye No. 3.
No Artificial Flavors.**



**Inspiring healthier living for
more than 30 years.**



- We have been solely focused on providing consumers with better-for-you options that inspire healthier living.
- **100% of Hain's portfolio is free from artificial colors.**
- **Historically we have not used Red Dye No. 3.**
- **We only use colors from natural sources, and we do not use artificial flavors in the U.S.**
- Hain has identified GLP-1 friendly yogurt, beverages and soups to meet diverse dietary goals.
- Our authentic better-for-you credentials position us well to meet increasing consumer demand for better-for-you products.



Snacks Performance



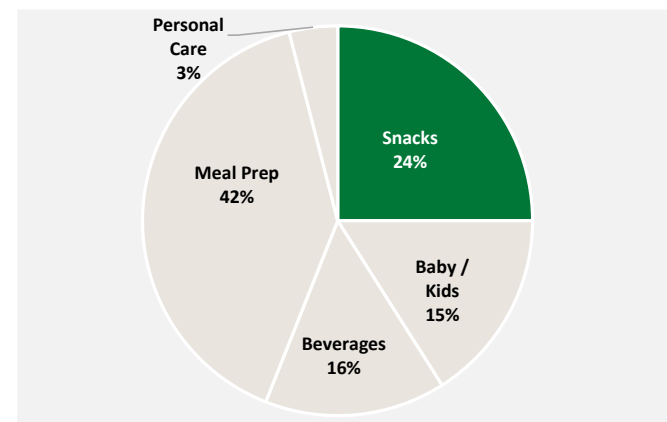
Q2 Drivers

- Garden Veggie saw mid-single digit % distribution growth y/y¹
- Terra base velocities up high-single-digits % y/y¹
- Hartley's snacks saw mid-single digit % distribution growth y/y²
- Poor in-store performance & shift in promo activity drove y/y decline

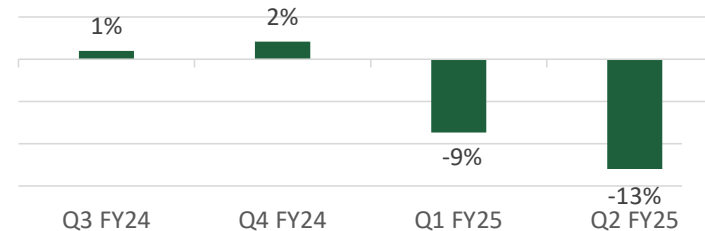
Looking Ahead

- Known distribution gains for 2H, including 5% increase at largest retail partner
- Garden Veggie promo shift into Q3
- Key customer resets in Q3 with better placement for Garden Veggie and Terra
- Marketing efforts focusing on driving purchase
- Innovation launches in 2H

Revenue % YTD FY25



Organic Net Sales Growth Y/Y

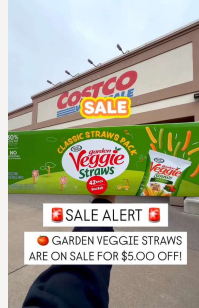


¹ Circana, MULO + with Convenience 12 W/E 12/29/24

² Circana, Major Multiples, 12 W/E 12/28/24

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

Marketing Shifts to Drive Conversion Across Snacks



Sensible Portions
garden Veggie Snacks

+70% Brand Awareness & High HHP

Hartley's

+94% Brand Awareness & High HHP



10 cal
Hartley's

f t i @TEAM10CAL



Baby & Kids Performance



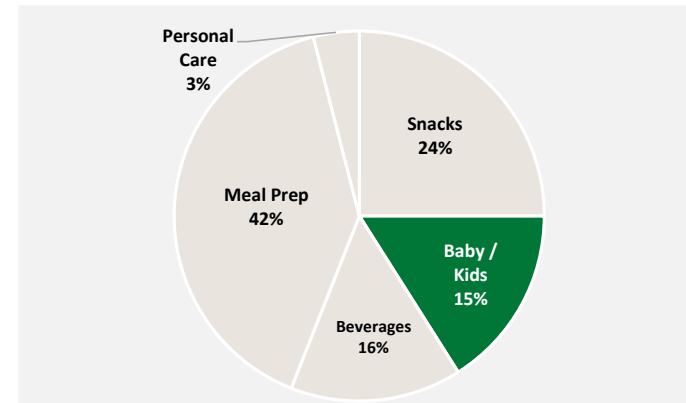
Q2 Drivers

- Sequential improvement in y/y organic net sales trend
- Full recovery of Earth's Best infant formula supply, as expected
 - Consumption pivoted to growth, +29% in the quarter¹
- Earth's Best formula chosen by BabyCenter as Best Organic Baby Formula of 2024
- Earth's Best snacks and cereal grew dollar sales double-digits in Q2¹
- Ella's Kitchen grew distribution low-single-digit % y/y²
- Ella's Kitchen core baby food business outpaced market in volume in Q2²
- SKU simplification initiatives impacted organic net sales growth by -2%

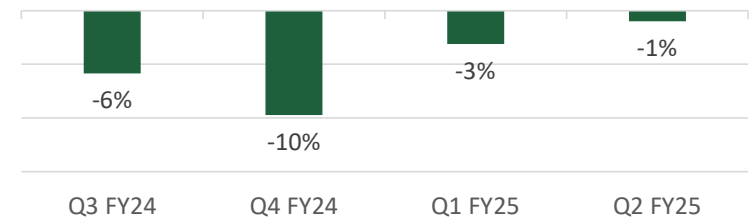
Looking Ahead

- 2H distribution gains
- Increased marketing focused on e-commerce
- Earth's Best self-feeding platform innovation reinforces leadership in birth to backpack

Revenue % YTD FY25



Organic Net Sales Growth Y/Y



¹Circana, MULO + with Convenience 12 W/E 12/29/24

²Circana, Major Multiples, 12 W/E 12/28/24

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Baby & Kids Gaining Momentum, Supported by Formula

 Babycenter names Earth's Best® Organic Dairy Infant Formula the “Best Organic Baby Formula”



 + 

grow your own little veg lover

buy **any** Ella's Kitchen smoothie multipack and get a selected piece of veg for **only 1p**



Beverages Performance



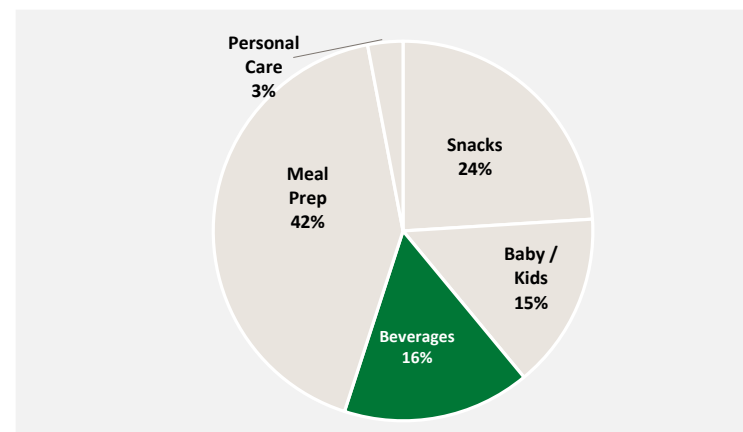
Q2 Drivers

- Celestial Seasonings consumption improved throughout the quarter¹ after moving past service challenges
- Recognized in Beverage Industry's "Best Beverage Packages of 2024"
- Premium non-dairy beverage brand, Natumi, continued to grow share in the natural channel FYTD²

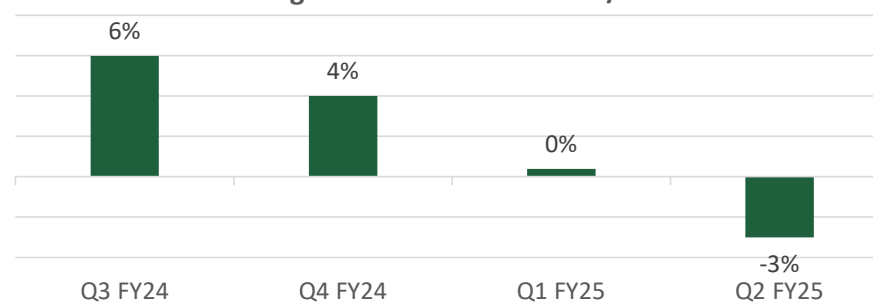
Looking Ahead

- Leaning into marketing on taste and wellness through Celestial Seasonings' "Taste Our World" Masterbrand campaign
- New non-dairy beverage listings and innovation at key retailers for 2H FY25

Revenue % YTD FY25



Organic Net Sales Growth Y/Y

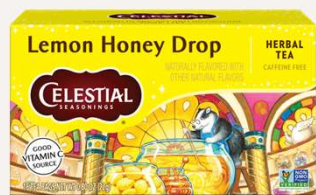


¹ Circana, MULO + with Convenience 12 W/E 12/29/24

² Q4 Bio Vista report ending December 2024

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

Innovation and Brand Building Efforts Support Second Half Growth



Meal Prep Performance



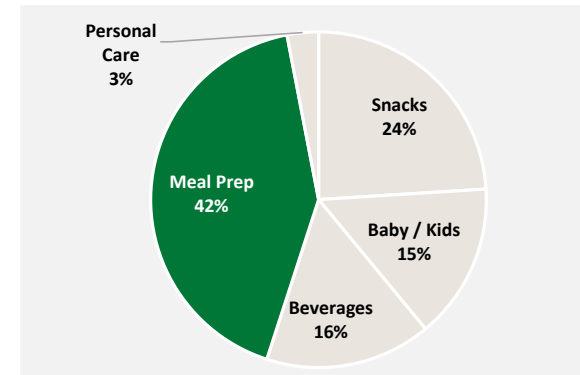
Q2 Drivers

- Sequential improvement in y/y organic net sales trends
- Greek Gods showing strong velocities at key mass customers
 - Household penetration up FYTD¹
- Double-digit dollar sales growth and share gains in each of our three leading UK soup brands²
 - Destination Lunch delivering strong in market results, +22% y/y²
 - Demand outstripped supply, requiring us to pull back on promotions

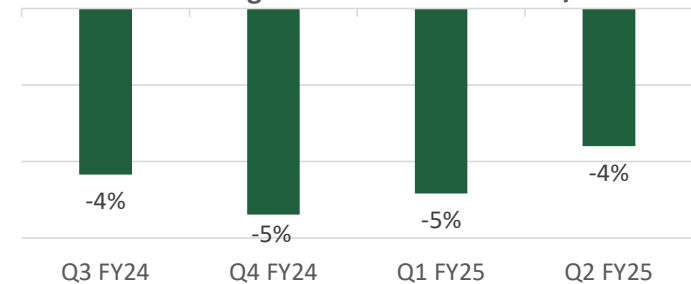
Looking Ahead

- Capacity expanded and “Destination Lunch” launching with key retail partner in Q3
- Greek Gods new brand building campaign to support new distribution
- Lapping private label spreads and drizzles loss

Revenue % YTD FY25



Organic Net Sales Growth Y/Y



¹ Circana Panel data ending 12/29/24

² Circana Major Multiples 12 WE 12/28/24

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

Meal Prep Improving on Soup Strength and Greek Gods Momentum



Personal Care Performance



Q2 Drivers

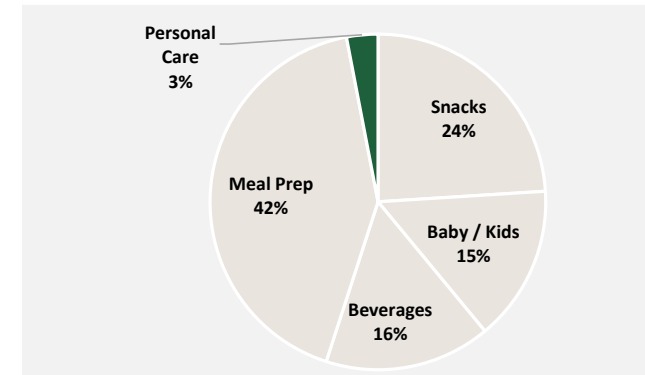
- Progress on stabilization plan driving improvement in gross margin YTD and momentum in core Natural and Ecommerce channels

Looking Ahead

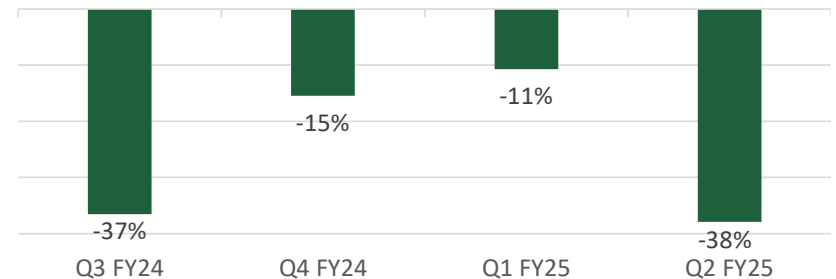
- Exploring strategic options for personal care



Revenue % YTD FY25



Organic Net Sales Growth Y/Y



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

Time to Explore Strategic Options for Personal Care



September
2023

February
2025

PC brands
placed in
stabilize

Consolidated
manufacturing
footprint

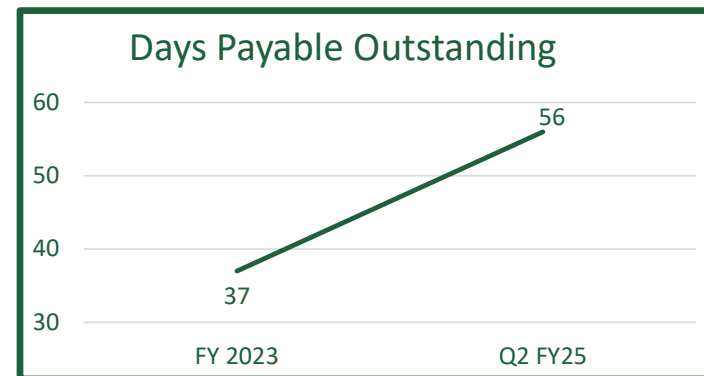
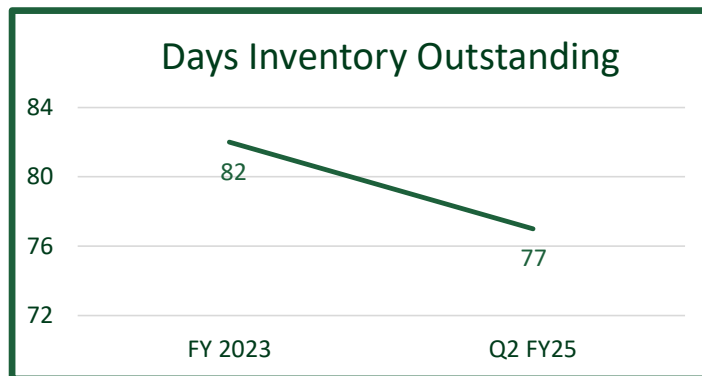
Announced
SKU
simplification

Divested
Queen
Helene

Improving
GM and
momentum in
core channels

Announced
exploring
strategic
options for PC
business

FUEL: Delivered Above Target Savings in First Half FY25

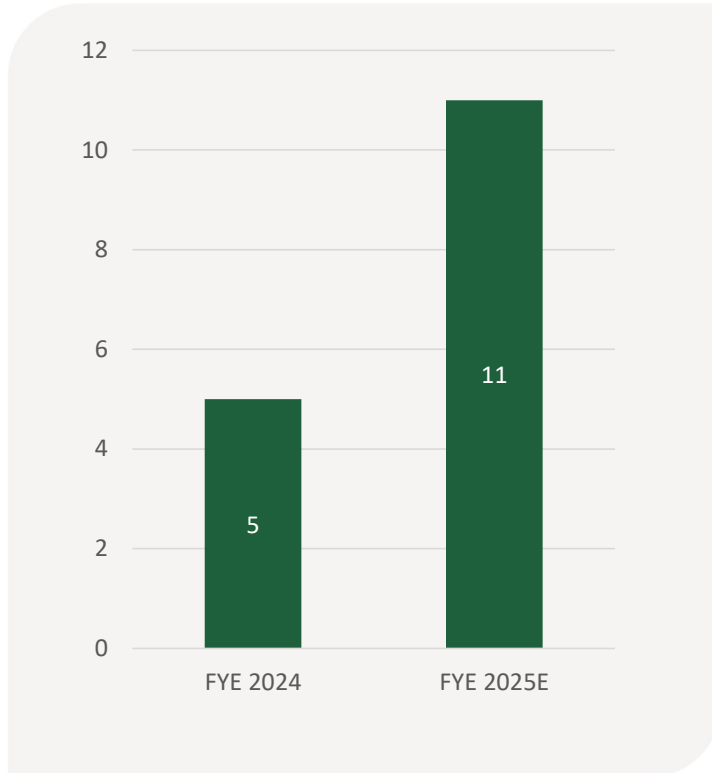


Robust Productivity Pipeline for Fiscal 2025 Expected to Drive Gross Margin Expansion, Reduction in Debt, Improvement in Leverage

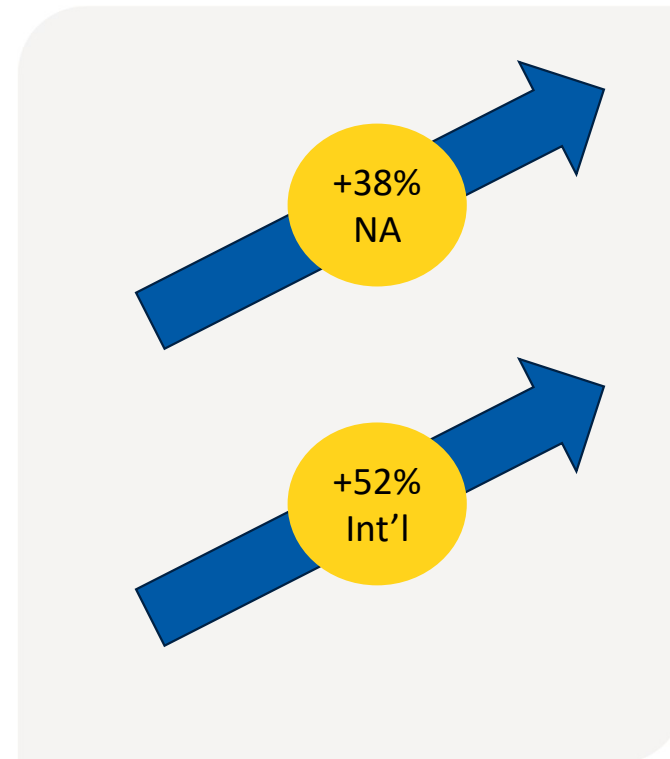


BUILD: Progress in Channel Expansion Strategy in Away-From-Home

Top 15 c-store chains with 2+ Hain snacks



Away-From-Home Net Sales



GROW: Line of Sight to Growth in 2H FY25

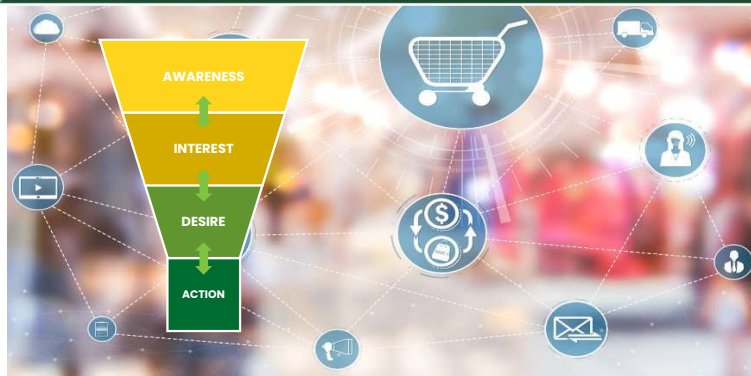
Promo Activity Shifts



Known Distribution Gains



Improved Marketing Mix



Infant Formula Growth



Financial Performance

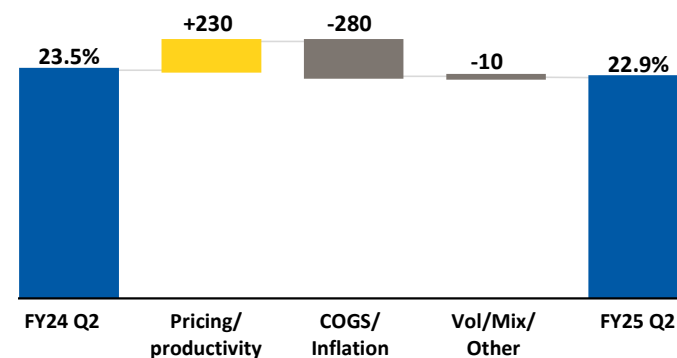
Lee Boyce
Chief Financial Officer



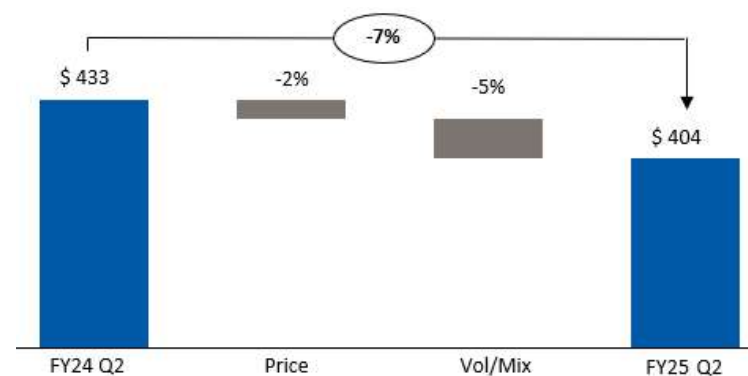
Performance Summary

\$'s in millions	Q2 2025	Q2 2025 vs. LY
Net Sales	\$411	-9%
Organic Net Sales	\$404	-7%
Adjusted Gross Margin	22.9%	-60 bps
Adjusted EBITDA	\$38	-20%
Adjusted EBITDA Margin	9.2%	-120 bps
Adjusted Net Income	\$8	-31%
Adjusted Earnings per Share	\$0.08	-31%

Adjusted Gross Margin Bridge



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

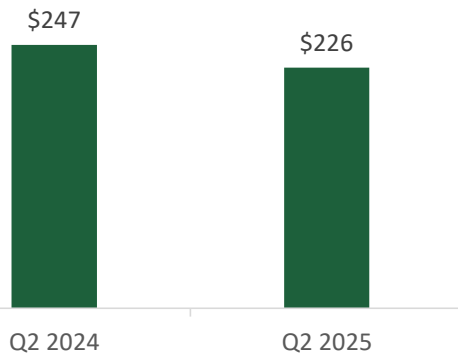


See Appendix for reconciliation between non-GAAP and comparable GAAP financial measures.

Q2 FY25 Segment Results – North America

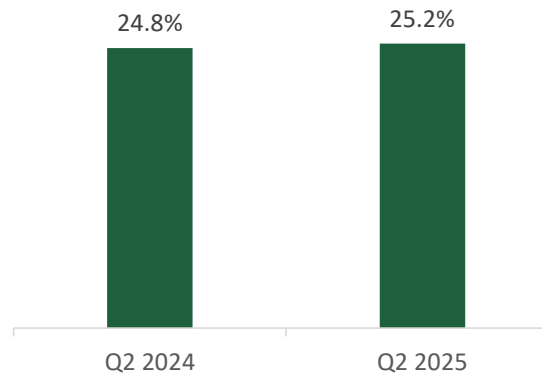
-9%

Organic Net Sales
(\$'s millions)



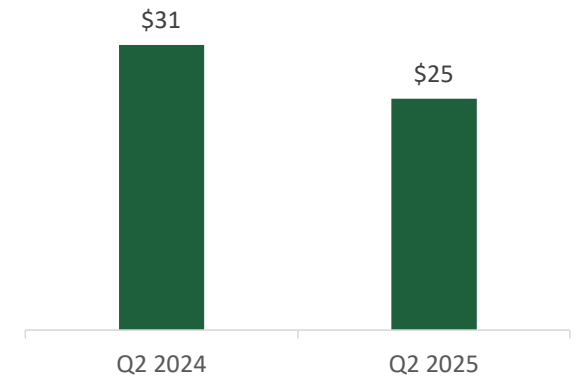
+40 bps

Adjusted Gross Margin



-19%

Adjusted EBITDA
(\$'s millions)

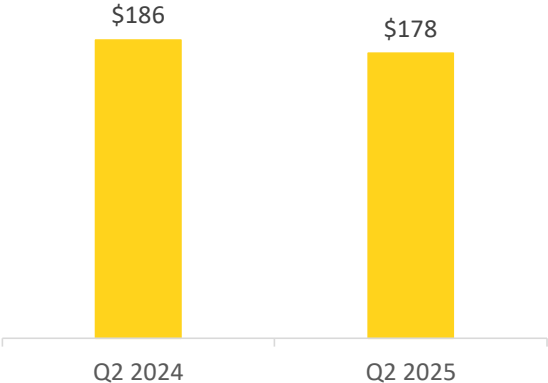


See Appendix for reconciliation between non-GAAP and comparable GAAP financial measures.

Q2 FY25 Segment Results – International

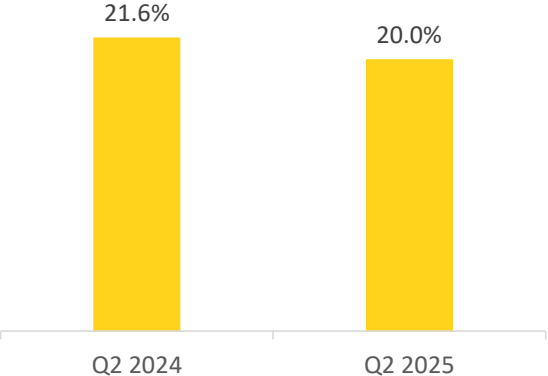
-4%

Organic Net Sales
(\$'s millions)



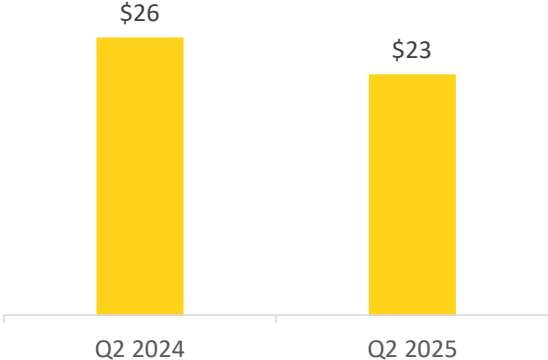
-160 bps

Adjusted Gross Margin



-13%

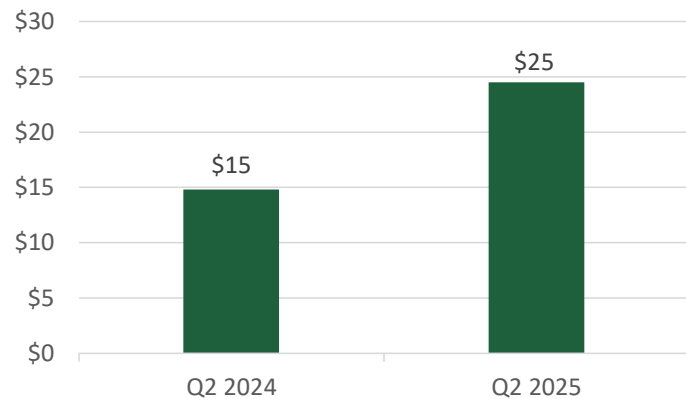
Adjusted EBITDA
(\$'s millions)



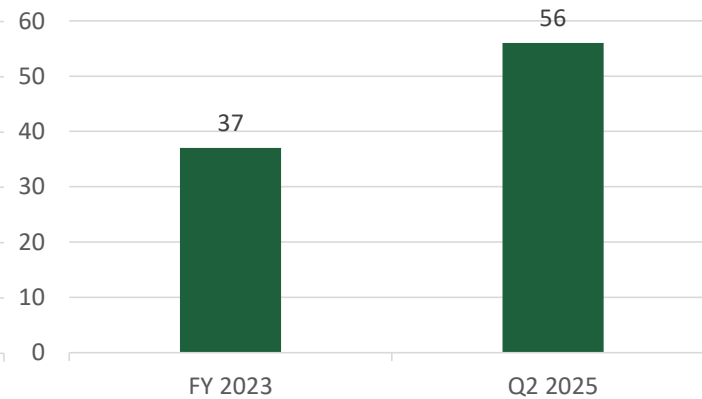
See Appendix for reconciliation between non-GAAP and comparable GAAP financial measures.

Free Cash Flow and Working Capital Mgmt.

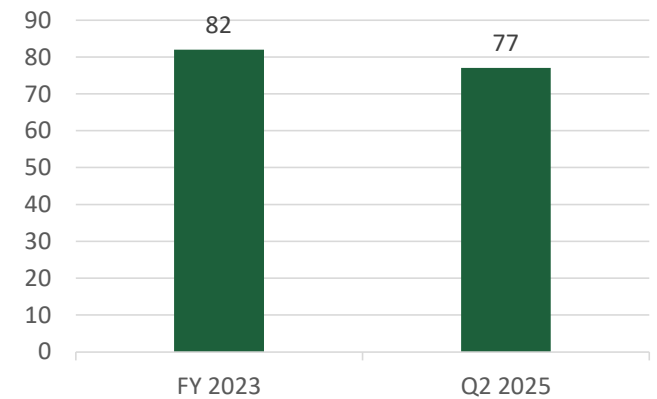
Free Cash Flow
(\$ millions)



Days Payable Outstanding

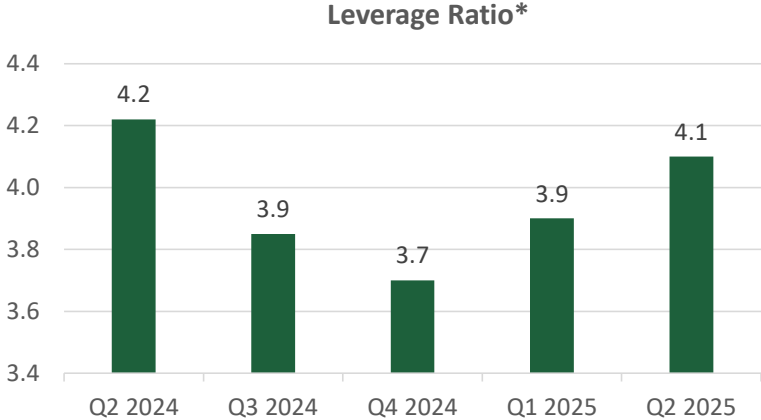
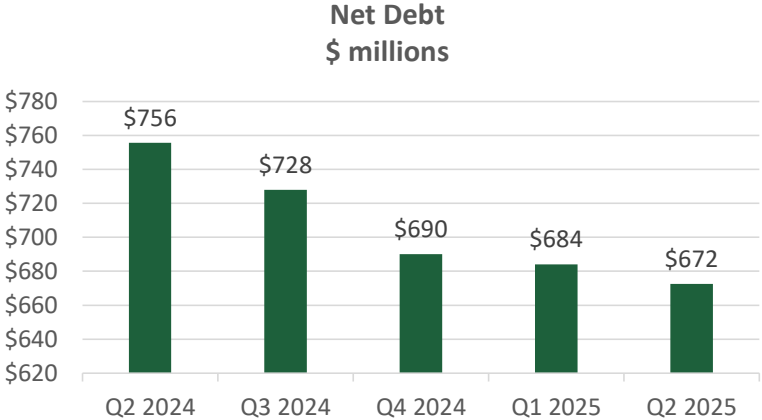


Days Inventory Outstanding



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

Continued Improvement in Net Debt



**Reduced Net Debt by \$12 Million in Q2
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

Revising Full Year Guidance

	<u>FY25 Guidance</u>
Organic Net Sales Growth	-2% to -4%
Adjusted EBITDA Growth	Flat
Gross Margin Expansion	≥ 90 bps
Free Cash Flow	\$60 million

Notes:

- Changes in exchange rates from initial FY25 guidance to today have adversely affected FY25 adjusted EBITDA expectations by ~\$2M

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.

Hain Reimagined Algorithm

	<u>By FY27</u>
Organic Net Sales Growth	3%+
Adjusted Gross Margin	26%+
Adjusted EBITDA Margin	12%+
Cumulative Working Capital Improvement (FY24-FY27)	\$165M
Leverage Ratio	2-3x

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In Summary

- **Authentic better-for-you (BFY) credentials** position us to meet increasing consumer demand for BFY products
- **Strong operating cash flow and reduction in net debt**
- **Sequential improvement** in Baby & Kids and Meal Prep, representing nearly 60% of the portfolio
- Sales growth hindered by in-store performance in snacks and short-term supply chain challenges
- **2H pivot to organic net sales growth** expected on
 - snacks promotion timing shift
 - promotional and marketing campaign momentum
 - confirmed distribution gains
 - full recovery of infant formula supply
 - improved in-store marketing activation and promotion effectiveness
- Revising FY25 guidance

Q&A



Appendix



Net Sales, Gross Profit, Adjusted Gross Profit & Adjusted EBITDA by Segment (Q2 FY25 and Q2 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
Net Sales				
Net sales - Q2 FY25	\$ 229,289	\$ 182,196	\$ -	\$ 411,485
Net sales - Q2 FY24	\$ 267,671	\$ 186,429	\$ -	\$ 454,100
% change - FY25 net sales vs. FY24 net sales	(14.3)%	(2.3)%		(9.4)%
Gross Profit				
Q2 FY25				
Gross profit	\$ 56,926	\$ 36,526	\$ -	\$ 93,452
Non-GAAP adjustments ⁽¹⁾	858	-	-	858
Adjusted gross profit	\$ 57,784	\$ 36,526	\$ -	\$ 94,310
% change - FY25 gross profit vs. FY24 gross profit	(8.2)%	(9.2)%		(8.6)%
% change - FY25 adjusted gross profit vs. FY24 adjusted gross profit	(13.0)%	(9.5)%		(11.7)%
Gross margin	24.8%	20.0%		22.7%
Adjusted gross margin	25.2%	20.0%		22.9%
Q2 FY24				
Gross profit	\$ 61,982	\$ 40,233	\$ -	\$ 102,215
Non-GAAP adjustments ⁽¹⁾	4,431	125	-	4,556
Adjusted gross profit	\$ 66,413	\$ 40,358	\$ -	\$ 106,771
Gross margin	23.2%	21.6%		22.5%
Adjusted gross margin	24.8%	21.6%		23.5%
Adjusted EBITDA				
Q2 FY25				
Adjusted EBITDA	\$ 25,307	\$ 22,526	\$ (9,940)	\$ 37,893
% change - FY25 adjusted EBITDA vs. FY24 adjusted EBITDA	(18.9)%	(13.3)%	1.2%	(19.6)%
Adjusted EBITDA margin	11.0%	12.4%		9.2%
Q2 FY24				
Adjusted EBITDA	\$ 31,218	\$ 25,969	\$ (10,061)	\$ 47,126
Adjusted EBITDA margin	11.7%	13.9%		10.4%

⁽¹⁾ See accompanying table "Adjusted Gross Profit, Adjusted Operating Income, Adjusted Net Income and Adjusted Net Income per Diluted Share"

Adjusted Gross Profit, Adjusted Operating Income, Adjusted Net Income and Adjusted Net Income per Diluted Share (Q2 FY25 and Q2 FY24)

THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES

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

(unaudited and in thousands, except per share amounts)

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

	Second Quarter	
	2025	2024
Gross profit, GAAP	\$ 93,452	\$ 102,215
<i>Adjustments to Cost of sales:</i>		
Plant closure related costs, net	858	2,302
Warehouse/manufacturing consolidation and other costs, net	-	811
Other	-	1,443
Gross profit, as adjusted	<u>\$ 94,310</u>	<u>\$ 106,771</u>

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

	Second Quarter	
	2025	2024
Operating loss, GAAP	\$ (91,899)	\$ (781)
<i>Adjustments to Cost of sales:</i>		
Plant closure related costs, net	858	2,302
Warehouse/manufacturing consolidation and other costs, net	-	811
Other	-	1,443
<i>Adjustments to Operating expenses^(a):</i>		
Goodwill impairment	91,267	-
Intangibles and long-lived asset impairment	17,986	20,666
Productivity and transformation costs	4,190	6,869
Certain litigation expenses, net ^(b)	1,020	2,091
Plant closure related costs, net	-	-
Transaction and integration costs, net	(105)	109
Operating income, as adjusted	<u>\$ 23,317</u>	<u>\$ 33,510</u>

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

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

Adjusted Gross Profit, Adjusted Operating Income, Adjusted Net Income and Adjusted Net Income per Diluted Share (Q2 FY25 and Q2 FY24) cont.

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

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

	Second Quarter	
	2025	2024
Net loss, GAAP	\$ (103,975)	\$ (13,535)
<i>Adjustments to Cost of sales:</i>		
Plant closure related costs, net	858	2,302
Warehouse/manufacturing consolidation and other costs, net	-	811
Other	-	1,443
<i>Adjustments to Operating expenses^(a):</i>		
Goodwill impairment	91,267	-
Intangibles and long-lived asset impairment	17,986	20,666
Productivity and transformation costs	4,190	6,869
Certain litigation expenses, net ^(b)	1,020	2,091
Plant closure related costs, net	-	-
Transaction and integration costs, net	(105)	109
<i>Adjustments to Interest and other expense, net^(c):</i>		
(Gain) loss on sale of assets	(1,626)	-
Unrealized currency (gains) losses	(1,624)	950
<i>Adjustments to Provision (benefit) for income taxes:</i>		
Net tax impact of non-GAAP adjustments	(485)	(10,807)
Net income, as adjusted	<u>\$ 7,506</u>	<u>\$ 10,899</u>
Net loss margin	(25.3)%	(3.0)%
Adjusted net income margin	1.8%	2.4%
Diluted shares used in the calculation of net loss per common share:	90,132	89,811
Diluted shares used in the calculation of adjusted net income per common share:	90,392	90,453
Diluted net loss per common share, GAAP	\$ (1.15)	\$ (0.15)
Diluted net income per common share, as adjusted	\$ 0.08	\$ 0.12

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

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

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

Organic Net Sales by Segment (Q2 FY25 and Q2 FY24)

THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES

Organic Net Sales Growth by Segment

(unaudited and in thousands)

	<u>North America</u>	<u>International</u>	<u>Hain Consolidated</u>
Q2 FY25			
Net sales	\$ 229,289	\$ 182,196	\$ 411,485
Less: Impact of divestitures, discontinued brands and exited product categories	4,424	133	4,557
Less: Impact of foreign currency exchange	(758)	3,833	3,075
Organic net sales	<u>\$ 225,623</u>	<u>\$ 178,230</u>	<u>\$ 403,853</u>
Q2 FY24			
Net sales	\$ 267,671	\$ 186,429	\$ 454,100
Less: Impact of divestitures, discontinued brands and exited product categories	20,575	295	20,870
Organic net sales	<u>\$ 247,096</u>	<u>\$ 186,134</u>	<u>\$ 433,230</u>
Net sales decline	(14.3)%	(2.3)%	(9.4)%
Less: Impact of divestitures, discontinued brands and exited product categories	(5.3)%	(0.2)%	(3.3)%
Less: Impact of foreign currency exchange	(0.3)%	2.1%	0.7%
Organic net sales decline	<u>(8.7)%</u>	<u>(4.2)%</u>	<u>(6.8)%</u>

Organic Net Sales by Category (Q2 FY25 and Q2 FY24)

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

	<u>Snacks</u>	<u>Baby & Kids</u>	<u>Beverages</u>	<u>Meal Prep</u>	<u>Personal Care</u>	<u>Hain Consolidated</u>
Q2 FY25						
Net sales	\$ 89,707	\$ 61,561	\$ 69,814	\$ 177,653	\$ 12,750	\$ 411,485
Less: Impact of divestitures, discontinued brands and exited product categories	485	93	-	2,388	1,591	4,557
Less: Impact of foreign currency exchange	(101)	714	(243)	2,818	(113)	3,075
Organic net sales	<u>\$ 89,323</u>	<u>\$ 60,754</u>	<u>\$ 70,057</u>	<u>\$ 172,447</u>	<u>\$ 11,272</u>	<u>\$ 403,853</u>
Q2 FY24						
Net sales	\$ 113,873	\$ 61,613	\$ 72,584	\$ 182,133	\$ 23,897	\$ 454,100
Less: Impact of divestitures, discontinued brands and exited product categories	11,394	476	-	3,245	5,755	20,870
Organic net sales	<u>\$ 102,479</u>	<u>\$ 61,137</u>	<u>\$ 72,584</u>	<u>\$ 178,888</u>	<u>\$ 18,142</u>	<u>\$ 433,230</u>
Net sales decline	(21.2)%	(0.1)%	(3.8)%	(2.5)%	(46.6)%	(9.4)%
Less: Impact of divestitures, discontinued brands and exited product categories	(8.3)%	(0.7)%	0.0%	(0.4)%	(8.2)%	(3.3)%
Less: Impact of foreign currency exchange	(0.1)%	1.2%	(0.3)%	1.5%	(0.5)%	0.7%
Organic net sales decline	<u>(12.8)%</u>	<u>(0.6)%</u>	<u>(3.5)%</u>	<u>(3.6)%</u>	<u>(37.9)%</u>	<u>(6.8)%</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)

	Snacks	Baby & Kids	Beverages	Meal Prep	Personal Care	Hain Consolidated
Q1 FY25						
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>
Q1 FY24						
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 & Kids</u>	<u>Beverages</u>	<u>Meal Prep</u>	<u>Personal Care</u>	<u>Hain Consolidated</u>
Q4 FY24						
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>
Q4 FY23						
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)

	Snacks	Baby & Kids	Beverages	Meal Prep	Personal Care	Hain Consolidated
Q3 FY24						
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>
Q3 FY23						
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>

Adjusted EBITDA (Q2 FY25 and Q2 FY24)

THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES

Adjusted EBITDA

(unaudited and in thousands)

	Second Quarter	
	2025	2024
Net loss	\$ (103,975)	\$ (13,535)
Depreciation and amortization	11,020	11,197
Equity in net loss of equity-method investees	588	907
Interest expense, net	11,993	15,333
Provision (benefit) for income taxes	2,728	(4,249)
Stock-based compensation, net	3,573	3,376
Unrealized currency gains	(1,624)	(194)
Certain litigation expenses, net ^(a)	1,020	2,091
Restructuring activities		
Productivity and transformation costs	4,190	6,869
Plant closure related costs, net	858	2,302
Warehouse/manufacturing consolidation and other costs, net	-	811
Acquisitions, divestitures and other		
(Gain) loss on sale of assets	(1,626)	-
Transaction and integration costs, net	(105)	109
Impairment charges		
Goodwill impairment	91,267	-
Intangibles and long-lived asset impairment	17,986	20,666
Other	-	1,443
Adjusted EBITDA	<u>\$ 37,893</u>	<u>\$ 47,126</u>

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

Net Debt (Q2 FY25 – Q2 FY24)

THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES

Net Debt

(unaudited and in thousands)

	<u>December 31, 2024</u>	<u>September 30, 2024</u>	<u>June 30, 2024</u>	<u>March 31, 2024</u>	<u>December 31, 2023</u>
Debt					
Long-term debt, less current portion	\$ 721,076	\$ 732,799	\$ 736,523	\$ 769,948	\$ 801,675
Current portion of long-term debt	7,564	7,567	7,569	7,569	7,569
Total debt	<u>728,640</u>	<u>740,366</u>	<u>744,092</u>	<u>777,517</u>	<u>809,244</u>
Less: Cash and cash equivalents	<u>56,200</u>	<u>56,853</u>	<u>54,307</u>	<u>49,549</u>	<u>53,672</u>
Net debt	<u>\$ 672,440</u>	<u>\$ 683,513</u>	<u>\$ 689,785</u>	<u>\$ 727,968</u>	<u>\$ 755,572</u>

Free Cash Flow (Q2 FY25 and Q2 FY24)

THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES

Free Cash Flow

(unaudited and in thousands)

	Second Quarter	
	2025	2024
Net cash provided by operating activities	\$ 30,905	\$ 20,655
Purchases of property, plant and equipment	(6,382)	(5,829)
Free cash flow	<u>\$ 24,523</u>	<u>\$ 14,826</u>

Free Cash Flow (Q1 FY25 and Q1 FY24)

THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES

Free Cash Flow

(unaudited and in thousands)

	First Quarter	
	2025	2024
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!

