



Fourth Quarter Fiscal Year 2023 Financial Results

Forward-Looking Statements and Non-GAAP Measures

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; our strategic initiatives, our business strategy, our supply chain, including the availability and pricing of raw materials, our brand portfolio, pricing actions and product performance; foreign exchange and inflation rates; 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, 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; reliance on independent distributors; risks associated with operating internationally; pending and future litigation, including litigation relating to Earth’s Best® baby food products; the reputation of our Company and our brands; compliance with our credit agreement; foreign currency exchange risk; the availability of organic ingredients; risks associated with outsourcing arrangements; our ability to execute our cost reduction initiatives and related strategic initiatives; risks arising from the Russia-Ukraine war; 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 use and protect trademarks; general economic conditions; cybersecurity incidents; disruptions to information technology systems; changing rules, public disclosure regulations and stakeholder expectations on ESG-related matters; 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; compliance with data privacy laws; 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 and its related margin, 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 its related margin and operating free cash flows. The reconciliations of historic non-GAAP financial measures to the comparable GAAP financial measures are provided in the tables below. 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



Overview

- **Achieved F4Q and FY23 results near high end of guidance**
- **Strengthened our foundation by enhancing capabilities, optimizing organization, and fueling brand building initiatives**
- **Remain confident in brands; trends are improving in key Snack and Beverage brands, as well as Baby & Kids excluding formula**
- **We expect FY24 will be an inflection point as we pivot to topline growth**



Q4 and FY23 Results Near High End of Guidance

FY 23 Constant Currency Guidance (Compared to FY 22)

Q4 FY23 Constant Currency Guidance

	<u>Guidance</u>	<u>Actual</u>	<u>Guidance</u>	<u>Actual</u>
Adjusted Net Sales on a Constant Currency Basis¹	-4% to -3%	-2.7%	LSD decline vs. Q4 FY22	-1.5% vs. Q4 FY22
Adjusted EBITDA on a Constant Currency Basis²	-15% to -13%	-13.1%	\$40-\$44 million	\$43.5 million

Note(s):

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 (loss) income before net interest expense, income taxes, depreciation and amortization, equity in net (gain) loss of equity-method investees, stock-based compensation, net, unrealized currency losses (gains), certain litigation and related costs, CEO succession 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 on sales of assets, certain inventory write-downs, intangibles and long-lived asset impairments and other adjustments.

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



North America Highlights

- Garden Veggie grew dollar sales by 4% on 14% growth in TDPs
- Celestial Seasonings bagged tea grew dollar sales by 2% on 7% growth in TDPs
- Greek Gods yogurt grew dollar sales +12% on a 20% increase in velocity
- Earth's Best grew dollar sales 20%, excluding formula, on 19% TDP growth



SOURCE: Circana MULO+C 12 we 7/16/23

International Highlights

- **2nd consecutive quarter of +3% adjusted net sales growth**
 - **UK growing adjusted net sales by high single digits**
- **Meat-free category stabilizing, led by private label which grew 9% in the quarter and gained share***
- **Stabilization and improvement in non-dairy beverages led by private label**
 - **Trends improved throughout the year, growth in June and July**



*SOURCE: Circana Major Multiples 12 we 7/15/23



Strengthening Our Foundation

Enhancing Our Capabilities

- **Expanding into margin accretive channels**
 - C-store sales grew double digits*
- **Revenue Growth Management (RGM)**
 - **Successful SKU rationalization leading to:**
 - Double-digit growth and increased velocity in highly productive core



Optimizing Organizational Footprint

Wired to Win Global Operating Model to Drive Efficiency and Regional Effectiveness

Global Headquarters to Support Hub & Spoke Flexible Working Model



Global Centers of Excellence (COE)
Global Scale, Nimble Execution Locally



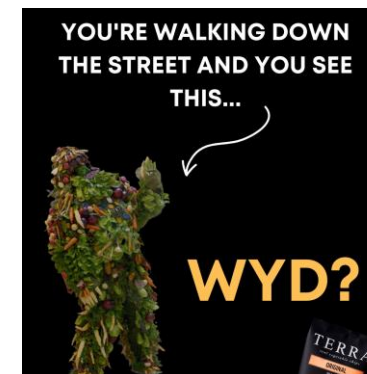
Supply Chain COE Launched

Future COEs in Development

- Innovation
- Brand Building
- Talent Management
- Technology

Reinvesting in Brand Building

- Q3 "Magic in Your Mug" campaign
 - Celestial bagged tea grew 2.3%
 - Gained share
- Q3 "Good Food Made Fun" campaign
 - Earth's Best snacks grew 8%
 - 18% TDP Growth
- Q4 "Crazy Delicious Vegetables" campaign
 - Continues to build momentum
 - All metrics surpassing CPG benchmarks



SOURCE: Circana MULO+C 12 we 7/16/23



Financial Performance

Q4 FY23 Financial Results Summary

		<u>Q4 FY23</u> \$'s Million Adj (CC)	<u>Q4 FY23 vs. LY</u>
Adj. Net Sales¹	Total HAIN	449	-1.5%
	North America	283	-4.3%
	International	166	+3.6%
Adj. Gross Margin	Total HAIN	22.7%	+325
	North America	22.7%	+270
	International	22.7%	+440
Adj. EBITDA cc²	Total HAIN	44	+23.1%
	North America	27	-1.8%
	International	28	+62.8%

Note(s):

1) Net sales adjusted for the impact of foreign exchange 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 (loss) income before net interest expense, income taxes, depreciation and amortization, equity in net (gain) loss of equity-method investees, stock-based compensation, net, unrealized currency losses (gains), certain litigation and related costs, CEO succession 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 on sales of assets, certain inventory write-downs, intangibles and long-lived asset impairments and other adjustments.

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



FY23 Financial Results Summary

		<u>FY23</u> \$'s Million Adj (CC)	<u>FY23 vs. FY22</u>
Adj. Net Sales¹	Total HAIN	1,833	-2.7%
	North America	1,111	-3.8%
	International	722	-1.0%
Adj. Gross Margin	Total HAIN	22.1%	(75)
	North America	23.1%	+45
	International	20.4%	(280)
Adj. EBITDA cc²	Total HAIN	174	-13.1%
	North America	124	1.5%
	International	90	-18.3%

Note(s):

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

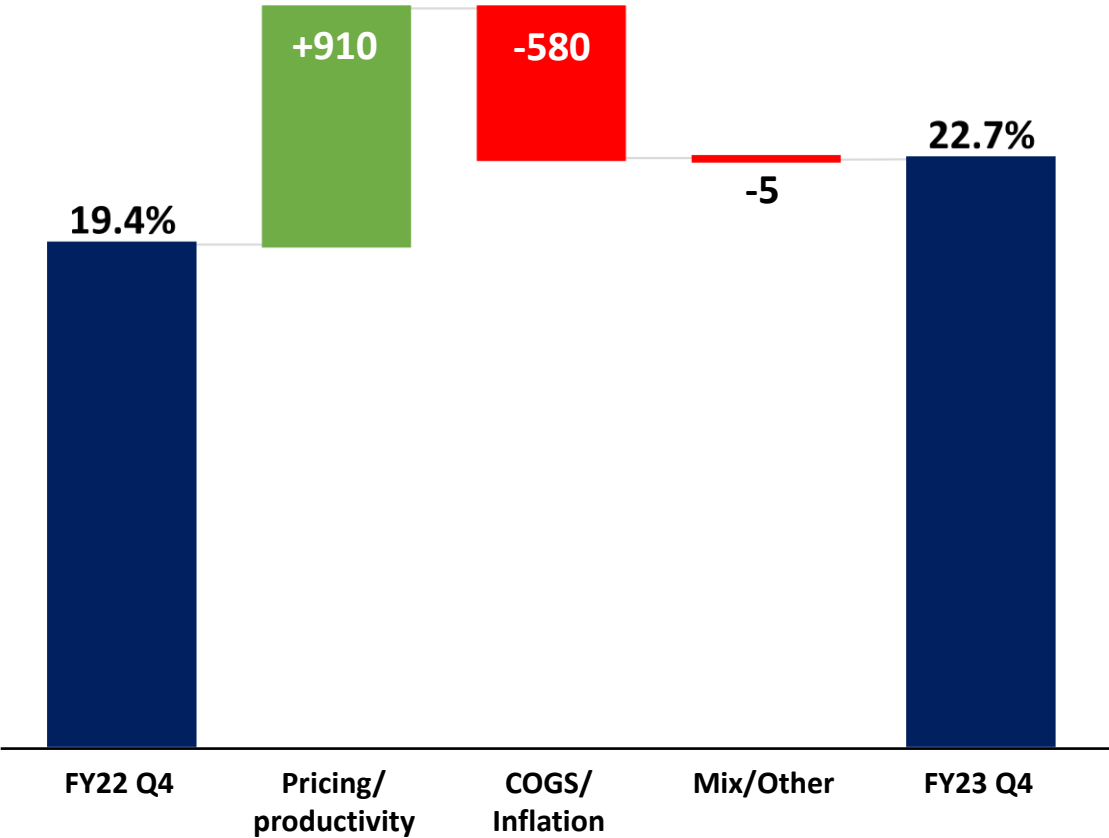
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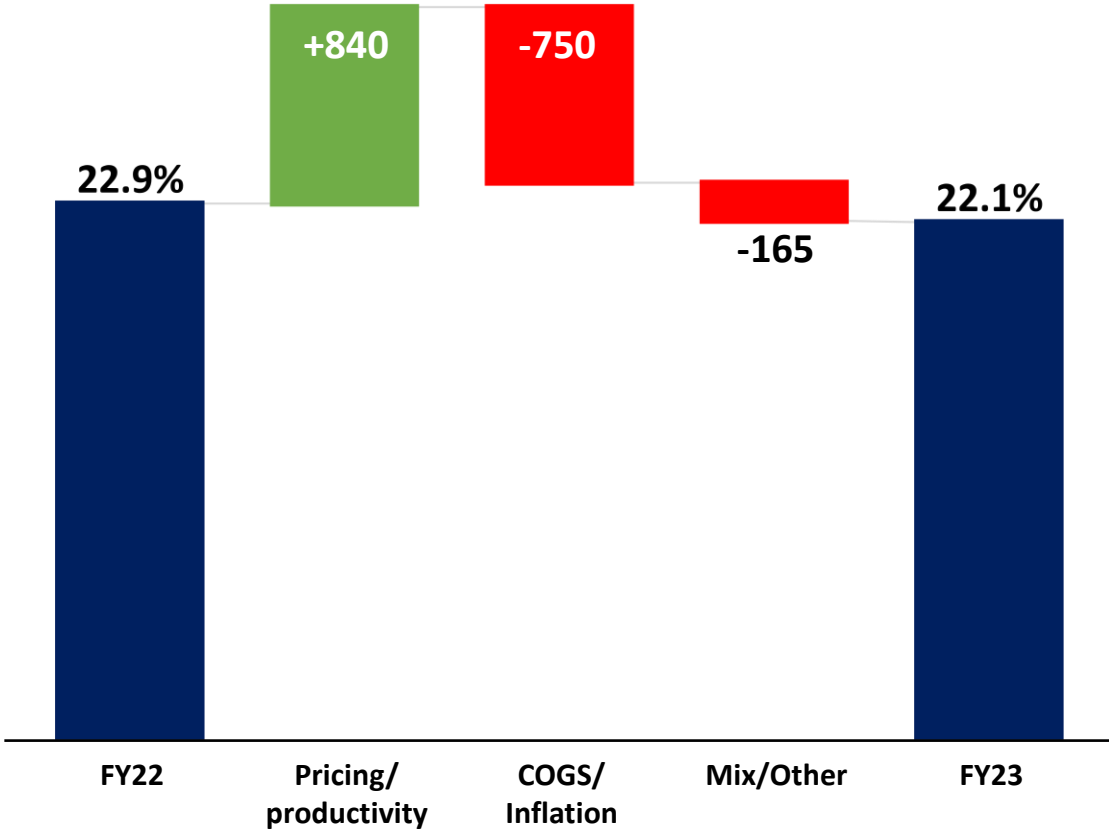


Q4 and FY23 Adjusted Gross Margin

Q4 Adjusted Gross Margin



FY Adjusted Gross Margin



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

Q1 FY24 and FY24 Guidance

	<u>Q1 FY24 Guidance</u>	<u>FY24 Guidance</u>
Adjusted Net Sales¹	(LSD%) vs. Q1 FY23	+2-4% vs. FY23
Adjusted EBITDA²	\$20-21M	\$155M-165M

Note(s):

1) Net sales adjusted for the impact of acquisition and divestitures.

2) Adjusted EBITDA is defined as net (loss) income before net interest expense, income taxes, depreciation and amortization, equity in net (gain) loss of equity-method investees, stock-based compensation, net, unrealized currency losses (gains), certain litigation and related costs, CEO succession 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 on sales of assets, certain inventory write-downs, intangibles and long-lived asset impairments and other adjustments.

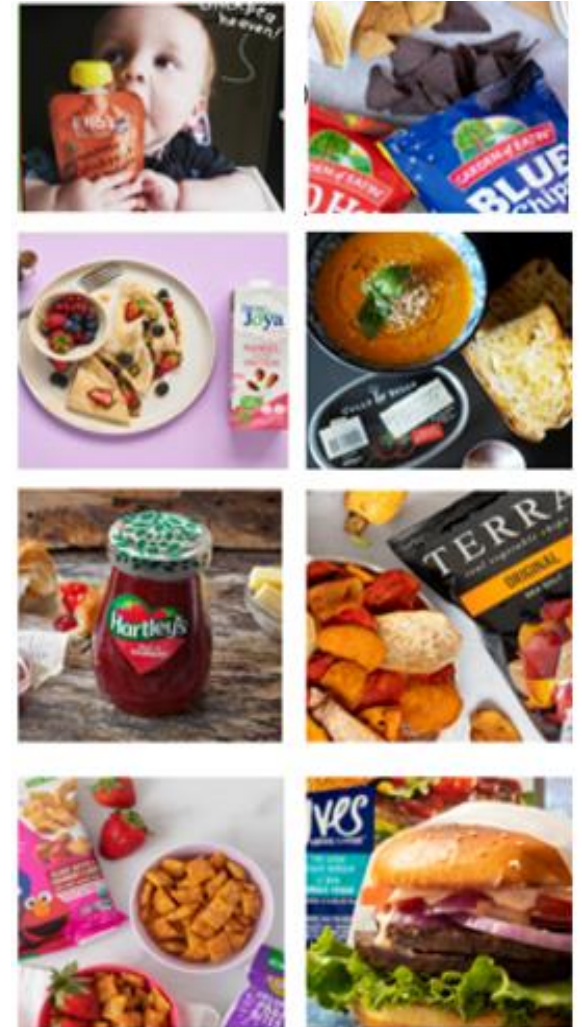
* The forward-looking non-GAAP financial measures included on this slide are not reconciled to the comparable forward-looking GAAP financial measures. The Company is not able to reconcile these forward-looking non-GAAP financial measures to their most directly comparable forward-looking GAAP financial measures without unreasonable efforts because the Company is unable to predict with a reasonable degree of certainty the type and extent of certain items that would be expected to impact GAAP measures but would not impact the non-GAAP measures. Such items may include certain litigation and related expenses, transaction costs associated with acquisitions and divestitures, productivity and transformation costs, impairments, gains or losses on sales of assets and businesses, foreign exchange movements and other items. The unavailable information could have a significant impact on the Company's GAAP financial results.



In Summary

- Developed multiyear transformation strategy to return to profitable growth
- Simplified our focus on where to play and how to win
- Clarified our winning portfolio across 5 core categories
- Building our future for growth through
 - Enhancing capabilities
 - Optimizing Wired to Win Org Model
 - Fortifying end-to-end supply chain
 - Reinvesting in brand building

**Unveiling Hain Reimagined Strategy at Investor Day
Event & Live Webcast on September 13**





Appendix

Net Sales, Gross Profit & Adjusted EBITDA by Segment (Q4 FY23 and Q4 FY22)

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

	<u>North America</u>	<u>International</u>	<u>Corporate/Other</u>	<u>Hain Consolidated</u>
Net Sales				
Net sales - Q4 FY23	\$ 281,756	\$ 166,085	\$ -	\$ 447,841
Net sales - Q4 FY22	\$ 296,851	\$ 160,159	\$ -	\$ 457,010
% change - FY23 net sales vs. FY22 net sales	(5.1)%	3.7%		(2.0)%
Gross Profit				
Q4 FY23				
Gross profit	\$ 63,051	\$ 37,692	\$ -	\$ 100,743
Non-GAAP adjustments ⁽¹⁾	1,025	-	-	1,025
Adjusted gross profit	\$ 64,076	\$ 37,692	\$ -	\$ 101,768
% change - FY23 gross profit vs. FY22 gross profit	5.5%	28.8%		13.2%
% change - FY23 adjusted gross profit vs. FY22 adjusted gross profit	7.7%	28.4%		14.5%
Gross margin	22.4%	22.7%		22.5%
Adjusted gross margin	22.7%	22.7%		22.7%
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%
Adjusted EBITDA				
Q4 FY23				
Adjusted EBITDA	26,959	\$ 27,487	\$ (10,930)	\$ 43,516
% change - FY23 adjusted EBITDA vs. FY22 adjusted EBITDA	(2.0)%	62.9%	(21.2)%	23.0%
Adjusted EBITDA margin	9.6%	16.6%		9.7%
Q4 FY22				
Adjusted EBITDA	\$ 27,511	\$ 16,871	\$ (9,015)	\$ 35,367
Adjusted EBITDA margin	9.3%	10.5%		7.7%

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



Net Sales, Gross Profit & Adjusted EBITDA by Segment (FY23 and FY22)

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

	<u>North America</u>	<u>International</u>	<u>Corporate/Other</u>	<u>Hain Consolidated</u>
Net Sales				
Net sales - Q4 FY23 YTD	\$ 1,139,162	\$ 657,481	\$ -	\$ 1,796,643
Net sales - Q4 FY22 YTD	\$ 1,163,132	\$ 728,661	\$ -	\$ 1,891,793
% change - FY23 net sales vs. FY22 net sales	(2.1)%	(9.8)%		(5.0)%
Gross Profit				
Q4 FY23 YTD				
Gross profit	\$ 262,455	\$ 133,959	\$ -	\$ 396,414
Non-GAAP adjustments ⁽¹⁾	1,099	10	-	1,109
Adjusted gross profit	\$ 263,554	\$ 133,969	\$ -	\$ 397,523
% change - FY23 gross profit vs. FY22 gross profit	1.1%	(20.2)%		(7.3)%
% change - FY23 adjusted gross profit vs. FY22 adjusted gross profit	(0.1)%	(20.6)%		(8.1)%
Gross margin	23.0%	20.4%		22.1%
Adjusted gross margin	23.1%	20.4%		22.1%
Q4 FY22 YTD				
Gross profit	\$ 259,529	\$ 167,912	\$ -	\$ 427,441
Non-GAAP adjustments ⁽¹⁾	4,157	894	-	5,051
Adjusted gross profit	\$ 263,686	\$ 168,806	\$ -	\$ 432,492
Gross margin	22.3%	23.0%		22.6%
Adjusted gross margin	22.7%	23.2%		22.9%
Adjusted EBITDA				
Q4 FY23 YTD				
Adjusted EBITDA	\$ 123,443	\$ 82,945	\$ (39,766)	\$ 166,622
% change - FY23 adjusted EBITDA vs. FY22 adjusted EBITDA	1.0%	(24.6)%	(25.5)%	(16.9)%
Adjusted EBITDA margin	10.8%	12.6%		9.3%
Q4 FY22 YTD				
Adjusted EBITDA	\$ 122,235	\$ 110,073	\$ (31,692)	\$ 200,616
Adjusted EBITDA margin	10.5%	15.1%		10.6%

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



Net Sales, Gross Profit & Adjusted EBITDA by Segment (Q3 FY23 and Q3 FY22)

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

	<u>North America</u>	<u>International</u>	<u>Corporate/Other</u>	<u>Hain Consolidated</u>
Net Sales				
Net sales - Q3 FY23	\$ 286,649	\$ 168,594	\$ -	\$ 455,243
Net sales - Q3 FY22	\$ 325,742	\$ 177,197	\$ -	\$ 502,939
% change - FY23 net sales vs. FY22 net sales	(12.0)%	(4.9)%		(9.5)%
Gross Profit				
Q3 FY23				
Gross profit	\$ 62,742	\$ 34,737	\$ -	\$ 97,479
Non-GAAP adjustments ⁽¹⁾	22	10	-	32
Adjusted gross profit	\$ 62,764	\$ 34,747	\$ -	\$ 97,511
% change - FY23 gross profit vs. FY22 gross profit	(16.6)%	(14.2)%		(15.8)%
% change - FY23 adjusted gross profit vs. FY22 adjusted gross profit	(18.6)%	(14.3)%		(17.1)%
Gross margin	21.9%	20.6%		21.4%
Adjusted gross margin	21.9%	20.6%		21.4%
Q3 FY22				
Gross profit	\$ 75,233	\$ 40,470	\$ -	\$ 115,703
Non-GAAP adjustments ⁽¹⁾	1,836	97	-	1,933
Adjusted gross profit	\$ 77,069	\$ 40,567	\$ -	\$ 117,636
Gross margin	23.1%	22.8%		23.0%
Adjusted gross margin	23.7%	22.9%		23.4%
Adjusted EBITDA				
Q3 FY23				
Adjusted EBITDA	27,193	21,269	(11,202)	\$ 37,260
% change - FY23 adjusted EBITDA vs. FY22 adjusted EBITDA	(27.1)%	(19.6)%	(120.3)%	(36.5)%
Adjusted EBITDA margin	9.5%	12.6%		8.2%
Q3 FY22				
Adjusted EBITDA	\$ 37,285	\$ 26,469	\$ (5,085)	\$ 58,669
Adjusted EBITDA margin	11.4%	14.9%		11.7%

⁽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 and Adjusted EPS (Q4 and Year to Date FY23 and FY22)

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)

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

	Fourth Quarter		Fourth Quarter Year to Date	
	2023	2022	2023	2022
Gross profit, GAAP	100,743	\$ 89,025	\$ 396,414	\$ 427,441
<i>Adjustments to Cost of sales:</i>				
Inventory write-down	-	(305)	-	(351)
Plant closure related costs, net	1,025	34	1,099	925
Transaction and integration costs, net	-	-	-	1,756
Warehouse/manufacturing consolidation and other costs, net	-	89	10	2,721
Gross profit, as adjusted	101,768	\$ 88,843	\$ 397,523	\$ 432,492

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

	Fourth Quarter		Fourth Quarter Year to Date	
	2023	2022	2023	2022
Operating income (loss), GAAP	\$ 12,094	\$ 11,949	\$ (85,620)	\$ 104,681
<i>Adjustments to Cost of sales:</i>				
Inventory write-down	-	(305)	-	(351)
Plant closure related costs, net	1,025	34	1,099	925
Transaction and integration costs, net	-	-	-	1,756
Warehouse/manufacturing consolidation and other costs, net	-	89	10	2,721
<i>Adjustments to Operating expenses ^(a):</i>				
CEO succession	-	-	5,113	-
Transaction and integration costs, net	34	1,904	2,018	12,299
Certain litigation expenses, net ^(b)	(4,732)	2,298	(1,369)	7,687
Intangibles and long-lived asset impairment	18,578	1,600	175,501	1,903
Plant closure related costs, net	-	-	(1)	4
Productivity and transformation costs	1,592	1,726	7,284	10,174
Warehouse/manufacturing consolidation and other costs, net	127	-	2,696	-
Operating income, as adjusted	\$ 28,718	\$ 19,295	\$ 106,731	\$ 141,799

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

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



Adjusted Gross Profit, Adjusted Operating Income, Adjusted Net Income and Adjusted EPS (Q4 and Year to Date FY23 and FY22) cont.

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)

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

	Fourth Quarter		Fourth Quarter Year to Date	
	2023	2022	2023	2022
Net (loss) income, GAAP	\$ (18,699)	\$ 3,042	\$ (116,537)	\$ 77,873
<i>Adjustments to Cost of sales:</i>				
Inventory write-down	-	(305)	-	(351)
Plant closure related costs, net	1,025	34	1,099	925
Transaction and integration costs, net	-	-	-	1,756
Warehouse/manufacturing consolidation and other costs, net	-	89	10	2,721
<i>Adjustments to Operating expenses^(a):</i>				
CEO succession	-	-	5,113	-
Transaction and integration costs, net	34	1,904	2,018	12,299
Certain litigation expenses, net ^(b)	(4,732)	2,298	(1,369)	7,687
Intangibles and long-lived asset impairment	18,578	1,600	175,501	1,903
Plant closure related costs, net	-	-	(1)	4
Productivity and transformation costs	1,592	1,726	7,284	10,174
Warehouse/manufacturing consolidation and other costs, net	127	-	2,696	-
<i>Adjustments to Interest and other expense (income), net^(c):</i>				
Gain on sale of assets	-	(2)	(3,529)	(9,049)
Unrealized currency losses (gains)	451	(162)	1,102	(2,259)
<i>Adjustments to Provision (benefit) for income taxes:</i>				
Net tax impact of non-GAAP adjustments	11,673	(2,653)	(28,478)	(8,206)
Net income, as adjusted	\$ 10,049	\$ 7,571	\$ 44,909	\$ 95,477
Net (loss) income margin	(4.2)%	0.7%	(6.5)%	4.1%
Adjusted net income margin	2.2%	1.7%	2.5%	5.0%
Diluted shares used in the calculation of net (loss) income per common share:	89,477	89,826	89,396	93,345
Diluted net (loss) income per common share, GAAP	\$ (0.21)	\$ 0.03	\$ (1.30)	\$ 0.83
Diluted net income per common share, as adjusted	\$ 0.11	\$ 0.08	\$ 0.50	\$ 1.02

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

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

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



Adjusted Net Sales (Q4 and Year to Date FY23 and FY22)

THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES

Adjusted Net Sales Growth

(unaudited and in thousands)

	<u>North America</u>	<u>International</u>	<u>Hain Consolidated</u>
Q4 FY23			
Net sales	\$ 281,756	\$ 166,085	\$ 447,841
Divestitures and discontinued brands	4	-	4
Impact of foreign currency exchange	1,536	(213)	1,323
Net sales on a constant currency basis adjusted for divestitures and discontinued brands	<u>\$ 283,296</u>	<u>\$ 165,872</u>	<u>\$ 449,168</u>
Q4 FY22			
Net sales	\$ 296,851	\$ 160,159	\$ 457,010
Divestitures and discontinued brands	(967)	-	(967)
Net sales adjusted for divestitures and discontinued brands	<u>\$ 295,884</u>	<u>\$ 160,159</u>	<u>\$ 456,043</u>
Net sales (decline) growth	(5.1)%	3.7%	(2.0)%
Impact of divestitures and discontinued brands	0.3%	-	0.2%
Impact of foreign currency exchange	0.5%	(0.1)%	0.3%
Net sales (decline) growth on a constant currency basis adjusted for divestitures and discontinued brands	<u>(4.3)%</u>	<u>3.6%</u>	<u>(1.5)%</u>
Q4 FY23 YTD			
Net sales	\$ 1,139,162	\$ 657,481	\$ 1,796,643
Acquisitions, divestitures and discontinued brands	(34,659)	-	(34,659)
Impact of foreign currency exchange	6,560	64,053	70,613
Net sales on a constant currency basis adjusted for acquisitions, divestitures and discontinued brands	<u>\$ 1,111,063</u>	<u>\$ 721,534</u>	<u>\$ 1,832,597</u>
Q4 FY22 YTD			
Net sales	\$ 1,163,132	\$ 728,661	\$ 1,891,793
Acquisitions, divestitures and discontinued brands	(8,109)	-	(8,109)
Net sales adjusted for acquisitions, divestitures and discontinued brands	<u>\$ 1,155,023</u>	<u>\$ 728,661</u>	<u>\$ 1,883,684</u>
Net sales decline	(2.1)%	(9.8)%	(5.0)%
Impact of acquisitions, divestitures and discontinued brands	(2.3)%	-	(1.4)%
Impact of foreign currency exchange	0.6%	8.8%	3.7%
Net sales decline on a constant currency basis adjusted for acquisitions, divestitures and discontinued brands	<u>(3.8)%</u>	<u>(1.0)%</u>	<u>(2.7)%</u>



Adjusted Net Sales (Q3 FY23 and Q3 FY22)

THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES

Adjusted Net Sales Growth

(unaudited and in thousands)

	<u>North America</u>	<u>International</u>	<u>Hain Consolidated</u>
Q3 FY23			
Net sales	\$ 286,649	\$ 168,594	\$ 455,243
Acquisitions, divestitures and discontinued brands	(163)	-	(163)
Impact of foreign currency exchange	1,881	14,760	16,641
Net sales on a constant currency basis adjusted for acquisitions, divestitures and discontinued brands	<u>\$ 288,367</u>	<u>\$ 183,354</u>	<u>\$ 471,721</u>
Q3 FY22			
Net sales	\$ 325,742	\$ 177,197	\$ 502,939
Acquisitions, divestitures and discontinued brands	(2,311)	-	(2,311)
Net sales adjusted for acquisitions, divestitures and discontinued brands	<u>\$ 323,431</u>	<u>\$ 177,197</u>	<u>\$ 500,628</u>
Net sales decline	(12.0)%	(4.9)%	(9.5)%
Impact of acquisitions, divestitures and discontinued brands	0.6%	-	0.4%
Impact of foreign currency exchange	0.6%	8.4%	3.3%
Net sales (decline) growth on a constant currency basis adjusted for acquisitions, divestitures and discontinued brands	<u>(10.8)%</u>	<u>3.5%</u>	<u>(5.8)%</u>



Adjusted EBITDA (Q4 and Year to Date FY23 and FY22)

THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES

Adjusted EBITDA

(unaudited and in thousands)

	Fourth Quarter		Fourth Quarter Year to Date	
	2023	2022	2023	2022
Net (loss) income	\$ (18,699)	\$ 3,042	\$ (116,537)	\$ 77,873
Depreciation and amortization	12,868	12,453	50,777	46,849
Equity in net (gain) loss of equity-method investees	(92)	1,528	1,134	2,902
Interest expense, net	13,354	4,549	43,936	10,226
Provision (benefit) for income taxes	16,421	3,291	(14,178)	22,716
Stock-based compensation, net	3,766	3,322	14,423	15,611
Unrealized currency losses (gains)	278	(162)	929	(2,259)
Certain litigation expenses, net ^(a)	(4,732)	2,298	(1,369)	7,687
Restructuring activities				
CEO succession	-	-	5,113	-
Plant closure related costs, net	21	34	94	929
Productivity and transformation costs	1,592	1,726	7,284	8,803
Warehouse/manufacturing consolidation and other costs, net	127	89	1,026	2,721
Acquisitions, divestitures and other				
Transaction and integration costs, net	34	1,904	2,018	14,055
Gain on sale of assets	-	(2)	(3,529)	(9,049)
Impairment charges				
Inventory write-down	-	(305)	-	(351)
Intangibles and long-lived asset impairment	18,578	1,600	175,501	1,903
Adjusted EBITDA	<u>\$ 43,516</u>	<u>\$ 35,367</u>	<u>\$ 166,622</u>	<u>\$ 200,616</u>

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



Adjusted EBITDA on a Constant Currency Basis (Q4 and Year to Date FY23 and FY22)

THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES
Adjusted EBITDA and Adjusted EBITDA Margin at Constant Currency by Segment
(unaudited and in thousands)

	<u>North America</u>	<u>International</u>	<u>Corporate/Other</u>	<u>Hain Consolidated</u>
Q4 FY23				
Adjusted EBITDA	\$ 26,959	\$ 27,487	\$ (10,930)	\$ 43,516
Impact of foreign currency exchange	50	(22)	-	28
Adjusted EBITDA on a constant currency basis	<u>\$ 27,009</u>	<u>\$ 27,465</u>	<u>\$ (10,930)</u>	<u>\$ 43,544</u>
Net sales on a constant currency basis	\$ 283,292	\$ 165,872		\$ 449,164
Adjusted EBITDA margin on a constant currency basis	9.5%	16.6%		9.7%
Q4 FY22				
Adjusted EBITDA	\$ 27,511	\$ 16,871	\$ (9,015)	\$ 35,367
Net sales	\$ 296,851	\$ 160,159		\$ 457,010
Adjusted EBITDA margin	9.3%	10.5%		7.7%
Q4 FY23 vs. Q4 FY22				
Adjusted EBITDA (decline) growth on a constant currency basis (%)	(1.8)%	62.8%	(21.2)%	23.1%
Adjusted EBITDA margin change on a constant currency basis (bps)	27	602		196
Q4 FY23 YTD				
Adjusted EBITDA	\$ 123,443	\$ 82,945	\$ (39,766)	\$ 166,622
Impact of foreign currency exchange	611	7,011	-	7,622
Adjusted EBITDA on a constant currency basis	<u>\$ 124,054</u>	<u>\$ 89,956</u>	<u>\$ (39,766)</u>	<u>\$ 174,244</u>
Net sales on a constant currency basis	\$ 1,145,722	\$ 721,534		\$ 1,867,256
Adjusted EBITDA margin on a constant currency basis	10.8%	12.5%		9.3%
Q4 FY22 YTD				
Adjusted EBITDA	\$ 122,235	\$ 110,073	\$ (31,692)	\$ 200,616
Net sales	\$ 1,163,132	\$ 728,661		\$ 1,891,793
Adjusted EBITDA margin	10.5%	15.1%		10.6%
Q4 FY23 YTD vs. Q4 FY22 YTD				
Adjusted EBITDA growth (decline) on a constant currency basis (%)	1.5%	(18.3)%	(25.5)%	(13.1)%
Adjusted EBITDA margin change on a constant currency basis (bps)	32	(264)		(127)



Adjusted EBITDA on a Constant Currency Basis (Q3 FY23 and Q3 FY22)

THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES
Adjusted EBITDA and Adjusted EBITDA Margin at Constant Currency by Segment
(unaudited and in thousands)

	<u>North America</u>	<u>International</u>	<u>Corporate/Other</u>	<u>Hain Consolidated</u>
Q3 FY23				
Adjusted EBITDA	\$ 27,193	\$ 21,269	\$ (11,202)	\$ 37,260
Impact of foreign currency exchange	198	1,869	-	2,067
Adjusted EBITDA on a constant currency basis	<u>\$ 27,391</u>	<u>\$ 23,138</u>	<u>\$ (11,202)</u>	<u>\$ 39,327</u>
Net sales on a constant currency basis	\$ 288,530	\$ 183,354		\$ 471,884
Adjusted EBITDA margin on a constant currency basis	9.5%	12.6%		8.3%
Q3 FY22				
Adjusted EBITDA	\$ 37,285	\$ 26,469	\$ (5,085)	\$ 58,669
Net sales	\$ 325,742	\$ 177,197		\$ 502,939
Adjusted EBITDA margin	11.4%	14.9%		11.7%
Q3 FY23 vs. Q3 FY22				
Adjusted EBITDA decline on a constant currency basis (%)	(26.5)%	(12.6)%	(120.3)%	(33.0)%
Adjusted EBITDA margin change on a constant currency basis (bps)	(195)	(232)		(333)



Net Sales on a Constant Currency Basis (Q4 and Year to Date FY23 and FY22)

\$ in thousands

Q4 FY23

	<u>North America</u>	<u>International</u>	<u>Hain Consolidated</u>
Net sales	\$ 281,756	\$ 166,085	\$ 447,841
Impact of foreign currency exchange	1,536	(213)	1,323
Net sales on a constant currency basis	<u>\$ 283,292</u>	<u>\$ 165,872</u>	<u>\$ 449,164</u>

Q4 FY22

Net sales	\$ 296,851	\$ 160,159	\$ 457,010
Net sales (decline) growth	(5.1)%	3.7%	(2.0)%
Impact of foreign currency exchange	0.5%	(0.1)%	0.3%
Net sales (decline) growth on a constant currency basis	<u>(4.6)%</u>	<u>3.6%</u>	<u>(1.7)%</u>

Q4 FY23 YTD

	<u>North America</u>	<u>International</u>	<u>Hain Consolidated</u>
Net sales	\$ 1,139,162	\$ 657,481	\$ 1,796,643
Impact of foreign currency exchange	6,560	64,053	70,613
Net sales on a constant currency basis	<u>\$ 1,145,722</u>	<u>\$ 721,534</u>	<u>\$ 1,867,256</u>

Q4 FY22 YTD

Net sales	\$ 1,163,132	\$ 728,661	\$ 1,891,793
Net sales decline	(2.1)%	(9.8)%	(5.0)%
Impact of foreign currency exchange	0.6%	8.8%	3.7%
Net sales decline on a constant currency basis	<u>(1.5)%</u>	<u>(1.0)%</u>	<u>(1.3)%</u>



Net Debt Q4 FY23

THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES

Net Debt

(unaudited and in thousands)

	<u>June 30, 2023</u>
Long-term debt, less current portion	\$ 821,181
Current portion of long-term debt	<u>7,567</u>
Total debt	<u>828,748</u>
Less: Cash and cash equivalents	<u>53,364</u>
Net debt	<u>\$ 775,384</u>



Net Debt Q1 FY23

THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES

Net Debt

(unaudited and in thousands)

	<u>September 30, 2022</u>
Long-term debt, less current portion	\$ 891,123
Current portion of long-term debt	<u>7,657</u>
Total debt	<u>898,780</u>
Less: Cash and cash equivalents	<u>51,794</u>
Net debt	<u>\$ 846,986</u>



Cash Flow (Q4 and Year to Date FY23 and FY22)

THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES
Consolidated Statements of Cash Flows
(unaudited and in thousands)

	Fourth Quarter		Fourth Quarter Year to Date	
	2023	2022	2023	2022
CASH FLOWS FROM OPERATING ACTIVITIES				
Net (loss) income	\$ (18,699)	\$ 3,042	\$ (116,537)	\$ 77,873
Adjustments to reconcile net (loss) income to net cash provided by (used in) operating activities				
Depreciation and amortization	12,868	12,453	50,777	46,849
Deferred income taxes	18,856	1,646	(25,953)	9,020
Equity in net (gain) loss of equity-method investees	(92)	1,528	1,134	2,902
Stock-based compensation, net	3,766	3,322	14,423	15,611
Intangibles and long-lived asset impairment	18,578	1,600	175,501	1,903
Loss (gain) on sale of assets	-	281	(3,529)	(8,588)
Other non-cash items, net	255	547	(1,271)	(1,608)
Increase (decrease) in cash attributable to changes in operating assets and liabilities:				
Accounts receivable	20,993	(19,497)	13,067	(5,347)
Inventories	8,723	(20,901)	189	(25,272)
Other current assets	(3,286)	537	(2,831)	(10,459)
Other assets and liabilities	(950)	1	2,546	(2,704)
Accounts payable and accrued expenses	(20,502)	(3,504)	(40,697)	(19,939)
Net cash provided by (used in) operating activities	<u>40,510</u>	<u>(18,945)</u>	<u>66,819</u>	<u>80,241</u>
CASH FLOWS FROM INVESTING ACTIVITIES				
Purchases of property, plant and equipment	(6,445)	(6,026)	(27,879)	(39,965)
Acquisitions of businesses, net of cash acquired	-	489	-	(259,985)
Investments and joint ventures, net	-	(80)	433	(694)
Proceeds from sale of assets	48	1,579	7,806	12,335
Net cash used in investing activities	<u>(6,397)</u>	<u>(4,038)</u>	<u>(19,640)</u>	<u>(288,309)</u>
CASH FLOWS FROM FINANCING ACTIVITIES				
Borrowings under bank revolving credit facility	53,000	81,000	328,000	759,000
Repayments under bank revolving credit facility	(79,000)	(26,000)	(380,000)	(396,000)
Borrowings under term loan	-	-	-	300,000
Repayments under term loan	(1,875)	(1,875)	(7,500)	(3,750)
Payments of other debt, net	(29)	(88)	(2,145)	(3,320)
Share repurchases	-	(13,075)	-	(410,480)
Employee shares withheld for taxes	(364)	(33)	(1,415)	(32,663)
Net cash (used in) provided by financing activities	<u>(28,268)</u>	<u>39,929</u>	<u>(63,060)</u>	<u>212,787</u>
Effect of exchange rate changes on cash	3,837	(9,242)	3,733	(15,078)
Net increase (decrease) in cash and cash equivalents	9,682	7,704	(12,148)	(10,359)
Cash and cash equivalents at beginning of period	43,682	57,808	65,512	75,871
Cash and cash equivalents at end of period	<u>\$ 53,364</u>	<u>\$ 65,512</u>	<u>\$ 53,364</u>	<u>\$ 65,512</u>



Operating Free Cash Flows(Q4 and Year to Date FY23 and FY22)

THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES

Operating Free Cash Flows

(unaudited and in thousands)

	Fourth Quarter		Fourth Quarter Year to Date	
	2023	2022	2023	2022
Net cash provided by (used in) operating activities	\$ 40,510	\$ (18,945)	\$ 66,819	\$ 80,241
Purchases of property, plant and equipment	(6,445)	(6,026)	(27,879)	(39,965)
Operating free cash flows	<u>\$ 34,065</u>	<u>\$ (24,971)</u>	<u>\$ 38,940</u>	<u>\$ 40,276</u>

