Hain Celestial Third Quarter Fiscal Year 2024 Financial Results

Hain Celestial

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 the related assumptions); our strategic initiatives (including statements related to Hain Reimagined, the consolidation of our Personal Care manufacturing, SKU rationalization; innovation and brand building, and our related investments in our business); our business strategy; our brand portfolio; product performance; production and distribution of our products; and current or future macroeconomic trends.

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; impairments in the carrying value of goodwill or other intangible assets; 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 associated with conflicts in Eastern Europe and the Middle East and other geopolitical 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 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; 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 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, 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 and discontinued brands. 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 and discontinued brands, the net sales of a divested business or discontinued brand are excluded from all periods.
- *Adjusted gross profit and its related margin*: gross profit, before inventory write-downs related to exited categories, plant closure related costs, net and warehouse and manufacturing consolidation and other costs, net.
- *Adjusted operating income and its related margin*: operating loss before certain litigation expenses, net, inventory write-downs related to exited categories, plant closure related costs, net, productivity and transformation costs, CEO succession costs, warehouse and manufacturing consolidation and other costs, net, costs associated with acquisitions, divestitures and other transactions, and intangibles and long-lived asset impairments.
- *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, inventory write-downs related to exited categories, plant closure related costs, net, productivity and transformation costs, CEO succession costs, warehouse and manufacturing consolidation and other costs, net, costs associated with acquisitions, divestitures and other transactions, (gains) losses on sales of assets, intangibles and long-lived asset impairments, unrealized currency (gains) losses and the related tax effects of such adjustments.
- *Adjusted EBITDA*: net loss before net interest expense, income taxes, depreciation and amortization, equity in net loss of equity-method investees, stock-based compensation, net, unrealized currency losses, certain litigation and related costs, inventory write-downs related to exited categories, plant closure related costs, net, productivity and transformation costs, CEO succession costs, warehouse and manufacturing consolidation and other costs, costs associated with acquisitions, divestitures and other transactions, (gains) losses on sales of assets, intangibles and long-lived asset impairments 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 and discontinued brands, 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 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.

Business Update

Wendy Davidson
President & Chief Executive Officer

HAIN REIMAGINED

Focus

Winning Portfolio

Simplified Footprint

Global Operating Model

Build

Brand Building

Channel Expansion

Innovation

Shareholder Return

Fuel

Revenue Growth Management

Working Capital Management

Operational Efficiency

Grow

BFY Snacks

BFY Baby/Kids

BFY Beverages

Q3 Key Takeaways

- Strategy **driving gross margin expansion, strong operating cash flow, & leverage improvement to 3.9x**
- Investing in brand building, innovation, and channel expansion **enabling growth**
- **85% of the business is in growth**, working aggressively to stabilize the balance
- **Accelerating North America commercial execution**
- **Remain confident** in our ability to reach the full potential of Hain Reimagined

Focusing Portfolio & Footprint to Reduce Complexity, Drive Margin Expansion

Winning Portfolio

- 6% SKU Reduction Globally Across Categories YTD
- Thinsters Sale Further Crystalizes Better-For-You Focus
- 62% SKU Reduction in Personal Care (PC) Portfolio Underway
- Focus on High Velocity SKUs to Drive Margin Expansion

Footprint Consolidation

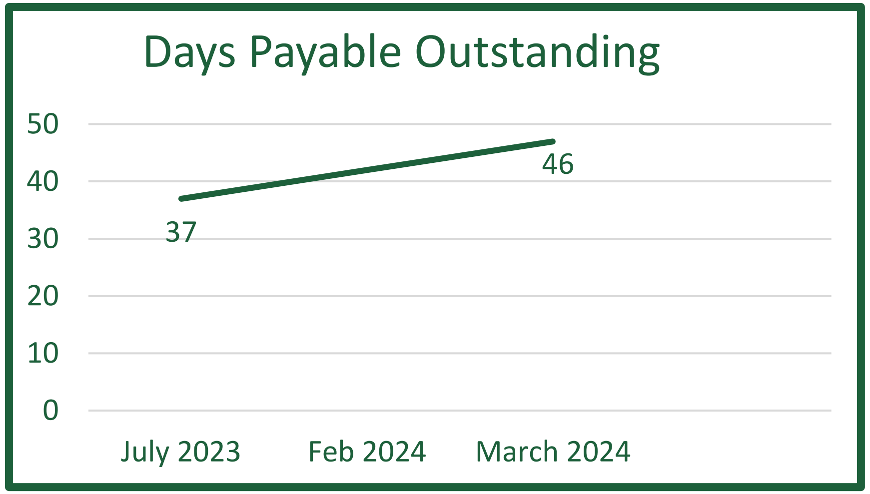
- PC Manufacturing Consolidated Down to One Plant
- Elimination of 60% of Co-Manufacturers in PC
- Ceased Production and Operations within Non-Strategic JV in India

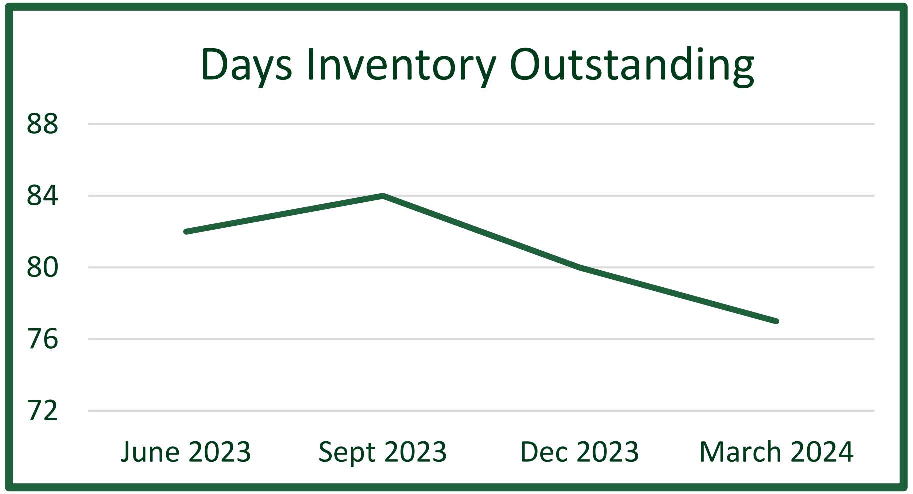
Global Op Model Integration

- Integrated Across Functional Centers of Excellence to Drive Synergies
- In-stock Rates Above 94%, Better Than Peer Set[1]
- United on One Digital Platform

[1] *Circana Proprietary In-Stock Tool 12 WE 3/31/24*

Unlocking Fuel For Growth Through Strong RGM, Working Capital Management, Operational Efficiency





Global RGM Efforts Unlocked 70 bps of Trade Spend Efficiency

End-to-End Operational Efficiency to Deliver >$60 Million in Productivity for the Year

Hain Celestial

Innovation & Brand Building
Driving Share Growth & Distribution Gains

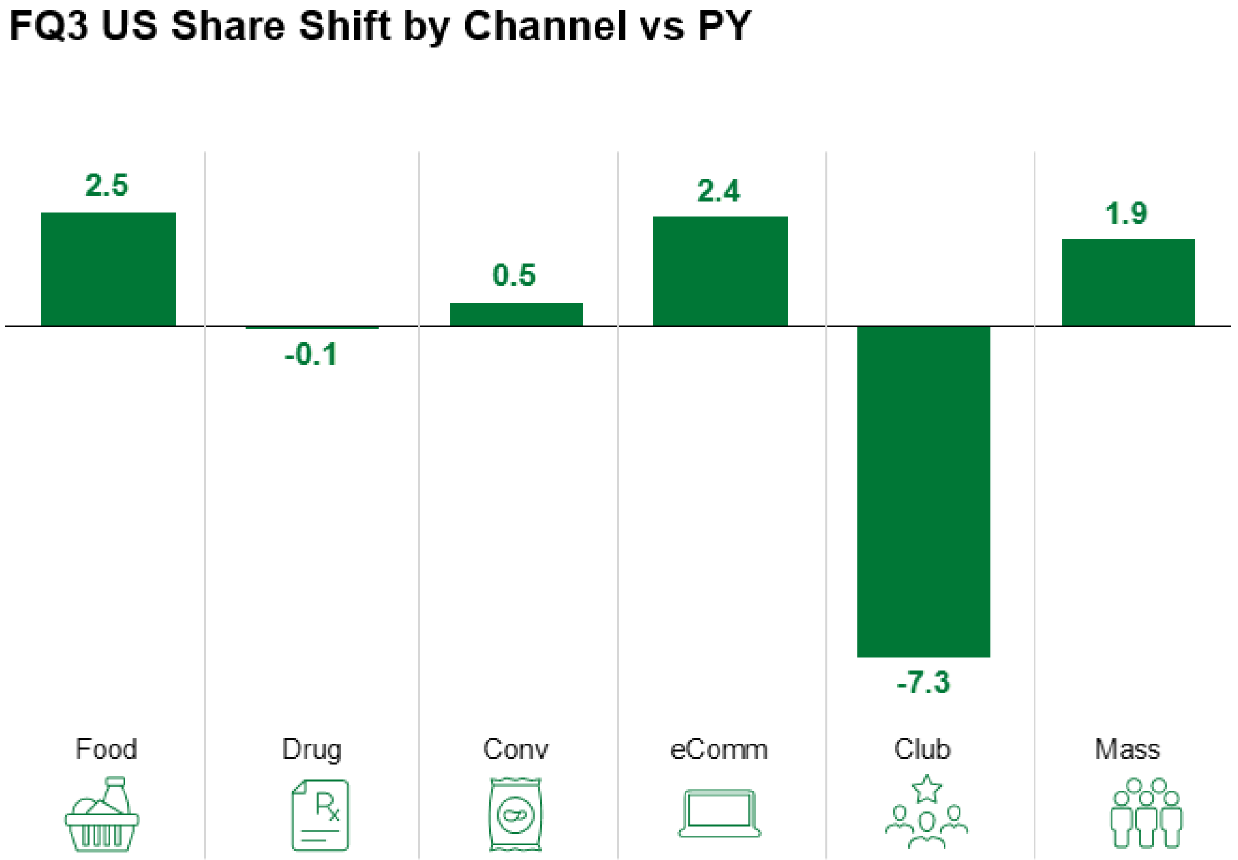
Platform Disruptor

Core Portfolio

Multi Brand

Hain Celestial

Channel Mix/Expansion
Across Food, Convenience, Mass, & E-Commerce



Note: Total category share data weighted based on Hain category mix || Source: Circana POS, Panel, E-Market insights data; L13W ending 3-24-24

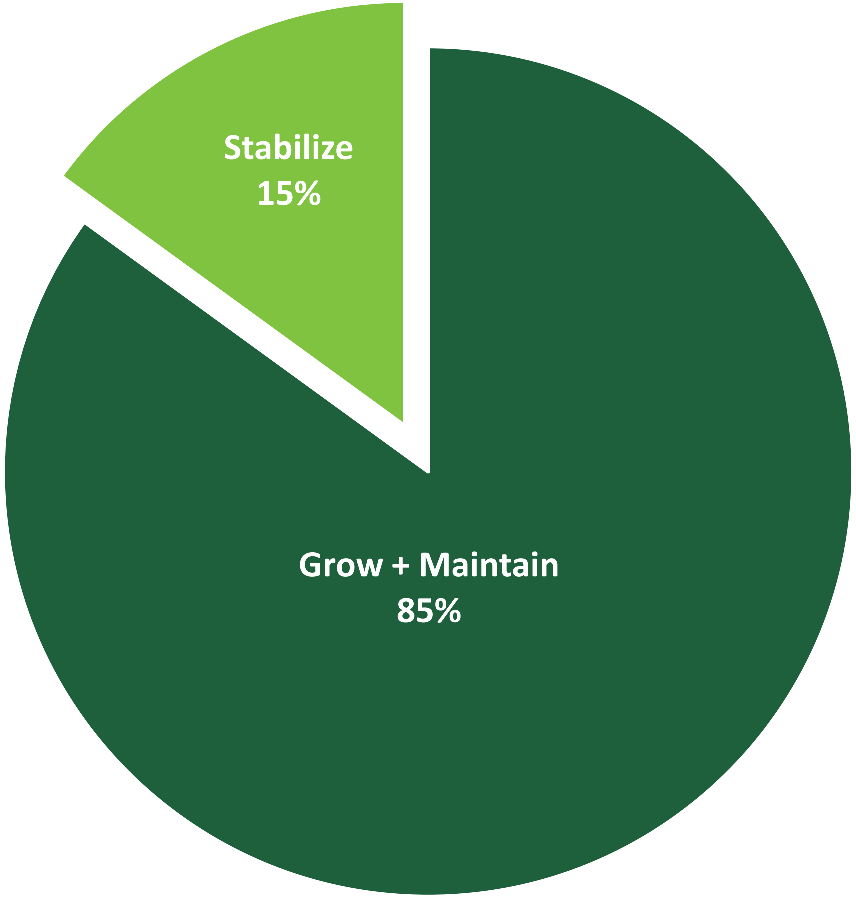
Grow + Maintain Brands Are in Growth

GROW

- Garden Veggie Snacks
- Celestial Seasonings
- Ella's Kitchen
- Garden of Eatin'
- Terra real vegetable chips
- Earth's Best Organic *

MAINTAIN

- Cully & Sully
- Yorkshire Provender
- New Covent Garden Soup Co
- Imagine
- MaraNatha
- Sun-Pat
- Hartley's
- The Greek Gods Greek Yogurt Style
- Clarks
- Rose's
- Spectrum Culinary
- Joya
- Natumi



Non-Dairy Moved From Stabilize to Maintain

*Earth's Best excluding formula

Grow + Maintain Brands Represent 85% of Hain's Business

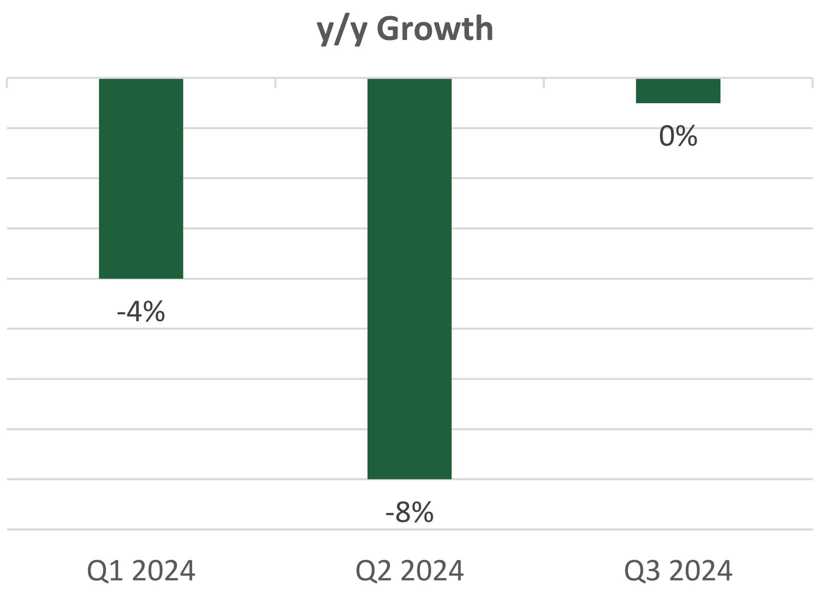
	BFY Snacks	BFY Baby/Kids	BFY Beverages	BFY Meal Prep	BFY Personal Care
Grow	Garden Veggie Snacks, Garden of Eatin', Terra	Ella's Kitchen, Earth's Best Organic	Celestial Seasonings		
Maintain	Hartley's		Joya, Natumi	MaraNatha, Sun-Pat, The Greek Gods, Imagine, New Covent Garden Soup Co, Yorkshire Provender, Clarks, Cully & Sully, Rose's, Spectrum Culinary	
Stabilize	Oven-Baked Parm Crisps	Earth's Best Organic Dairy Infant Formula		Linda McCartney's, Yves Veggie Cuisine	Alba Botanica, Jāsön, Live Clean, Avalon Organics

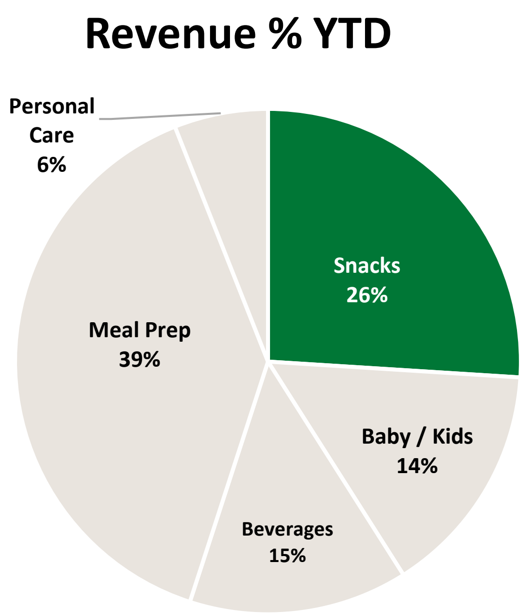
Formula Moved to Stabilize

Non-Dairy Beverage Moved from Stabilize to Maintain

Note: Not all brands in portfolio shown

Snacks



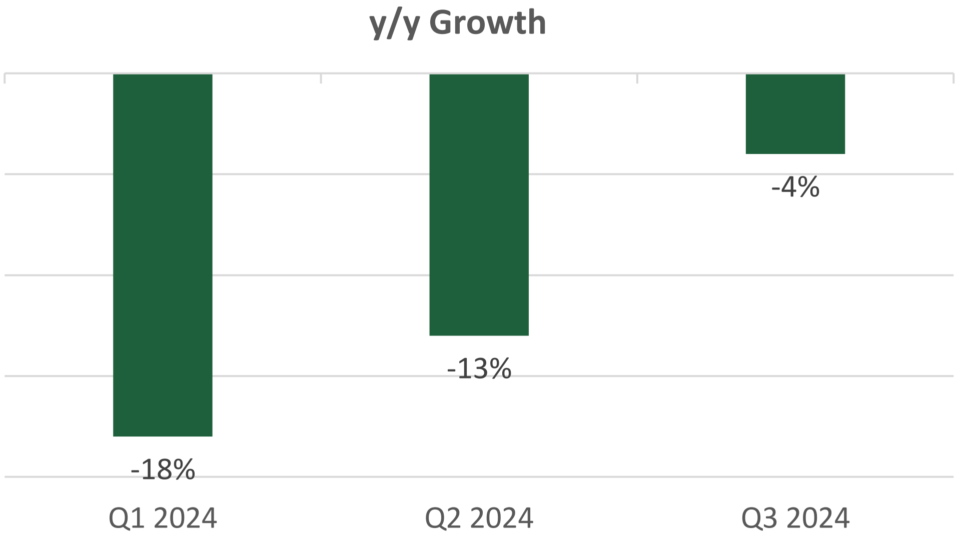


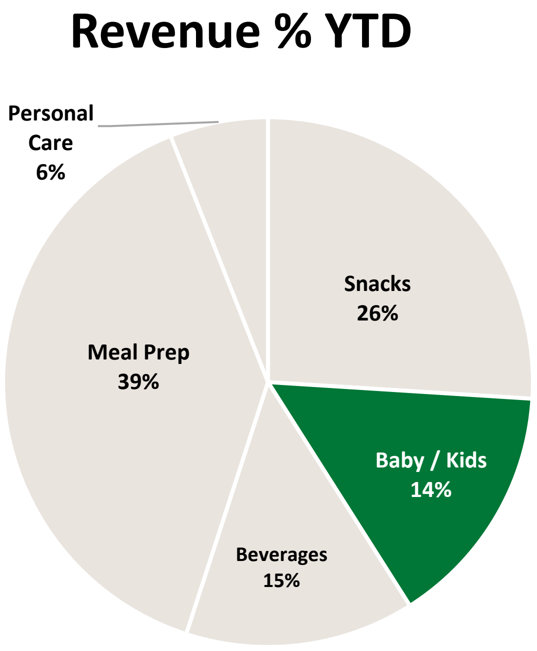
Highlights

- Garden Veggie Core SKU Velocities Outperforming Peers[1]
- Ramping Up Successful Flavor Burst Launch
- Savor Your Summer (1st) Multi-Brand Promo / Merchandising Program
- GVS Consumption +91% in C-Stores[2]
- Terra Consumption +65% in C-Stores[2]

[1] Circana L52 WE 3/24/24
[2] Circana MULO + C 12 WE 03/24/24

Baby & Kids



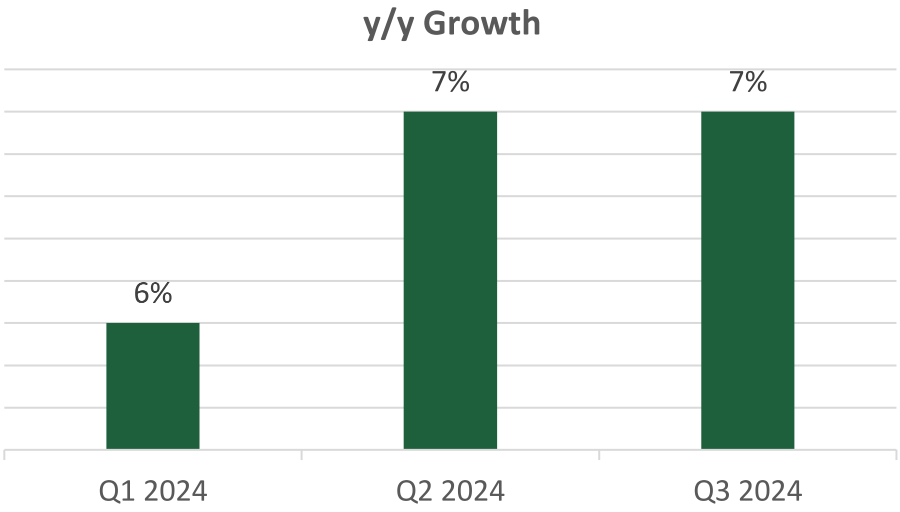


Highlights

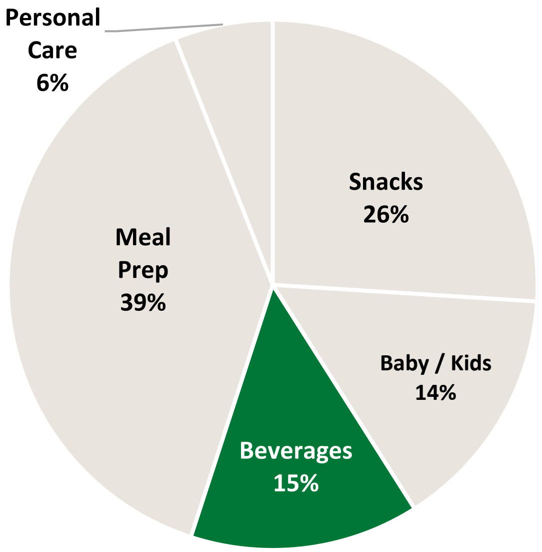
- Leading Brands from 'Birth to Backpack'
  - Ella's is the #1 Baby Brand in the UK[1]
  - Earth's Best #2 Baby & Toddler Food Brand in U.S.[2]
- Earth's Best Growing Dollar Share & Distribution (+DD%)[2]
- Global Baby Platform Innovation Coming in FY25

1 Circana Major Multiples inc BT SD & WL, 12 WE 04/13/24
[2] SPINS Conventional, MULO + C 12 WE 03/24/24

Beverages



Revenue % YTD



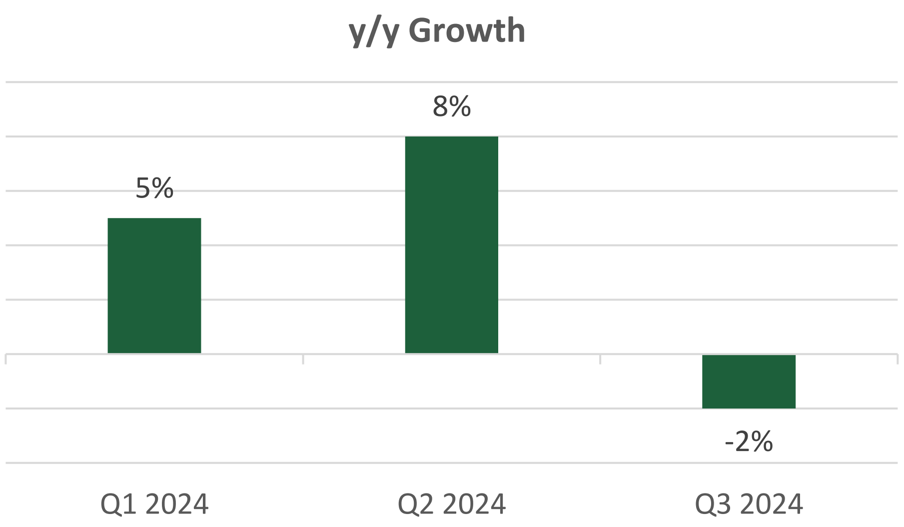
Highlights

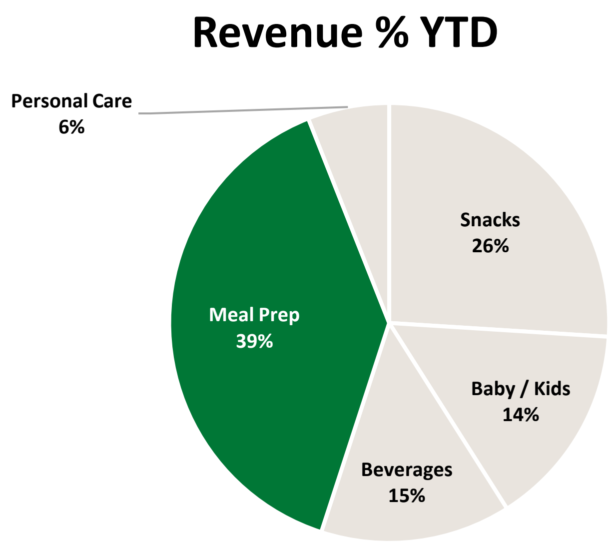
- Celestial Seasonings Outpacing Tea Category, Gaining Share[1]
- Celestial Demonstrating Strong Velocities[1]
- Tea Promotional Lift Outpacing the Category[2]
- Non-Dairy Beverage Stabilized, Moved to Maintain
- Boosting Non-Dairy Beverage Production to Meet Demand

[1] Circana MULO + C 12 WE 03/24/24

[2] Circana POS data Food Channel 13 WE 3/24/24; Promo Dollar lift calculated at a category & custom aggregate level; Promo dollar lift calculated from total dollars over base dollars, Discount Depth based on Wtd. Avg % Price Disc. Any Merch

Meal Prep



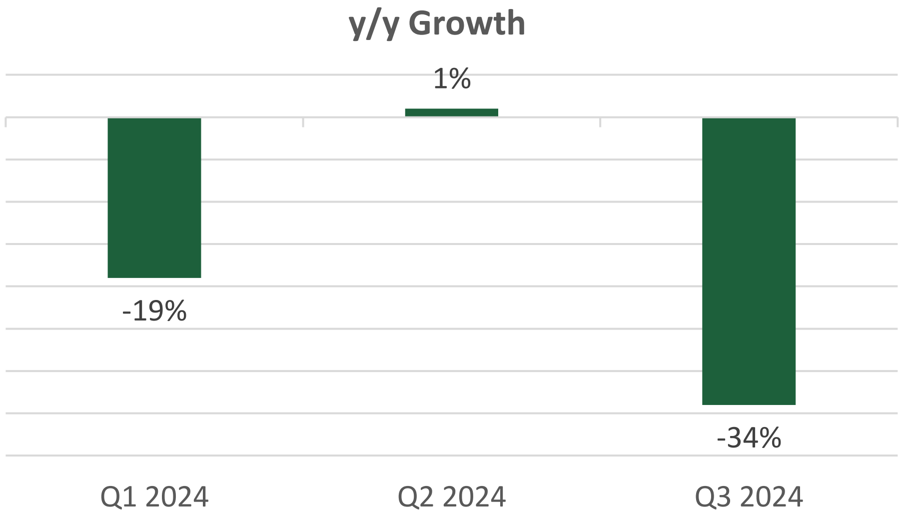


Highlights

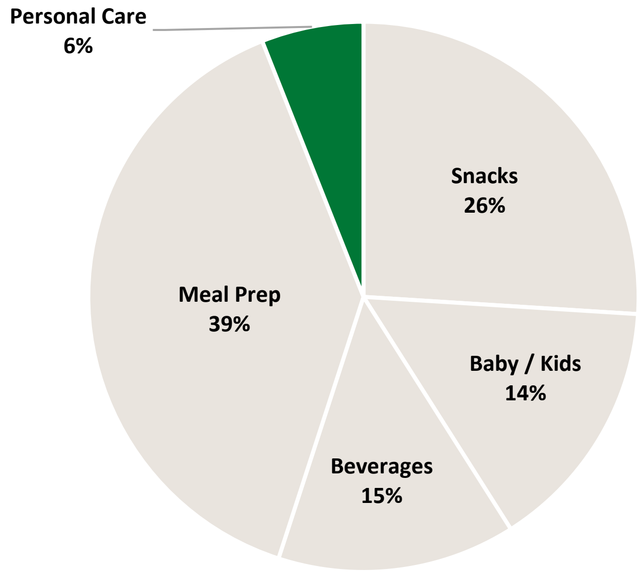
- Strong Growth in Branded Soups In Both Regions
- Yves in Canada Continues to Outpace the Category & Gain Share[1]
- Softness Driven by Plant-Based Meat Free

[1] Nielsen NIQ 12 WE 03/23/24

Personal Care



Revenue % YTD



Highlights

- “Shrink to Grow” Strategy Expected to Add 11 PTS Gross Margin
- Removing Underperforming SKUs, 62% of Items
- Manufacturing Consolidation Improves Capacity Utilization
- 60% Reduction in Co-Manufacturers

New Leadership

Chad Marquardt
President, North America

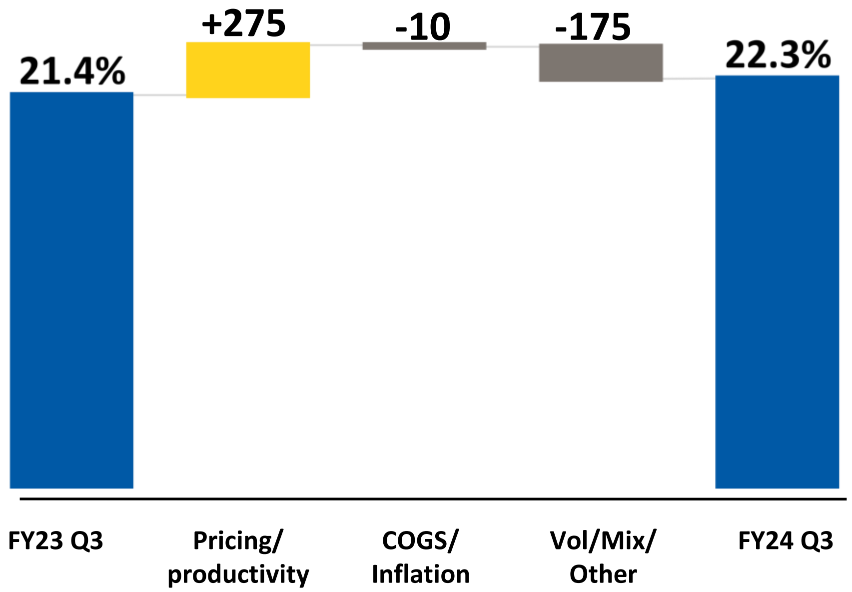
Financial Performance

Lee Boyce
Chief Financial Officer

Performance Summary

$'s in millions	Q3 24	Q3 FY24 vs. LY	Q3 FY24 vs. LY FX impact
Net Sales	$438	-3.7%	+1.3%
Organic Net Sales Growth		*-3.7%*	*+1.3%*
Adjusted Gross Margin	22.3%	+90 bps	
Adjusted EBITDA	$44	+17.5%	
Adjusted EBITDA Margin	10.0%	+180 bps	
Adjusted Net Income	$11	+52.9%	
Adjusted EPS	$0.13	+62.5%	

Q3 Adjusted Gross Margin

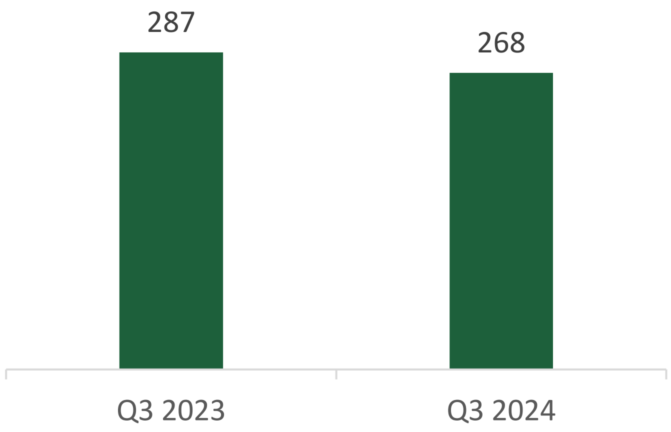


See Appendix for reconciliation between non-GAAP and comparable GAAP financial measures.

Q3 FY24 Segment Results – North America

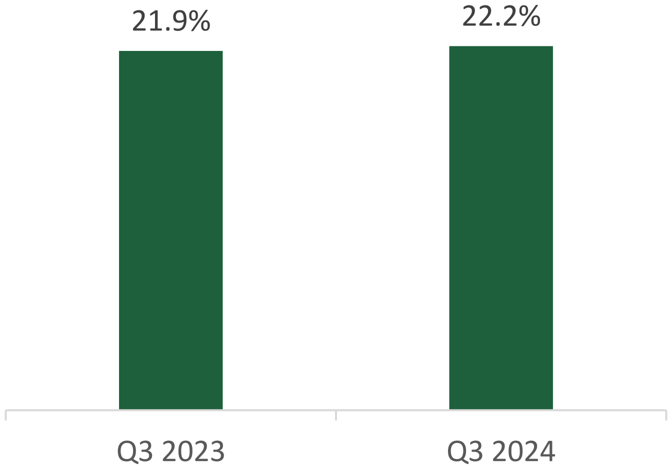
-6.5%

Organic Net Sales ($'s millions)



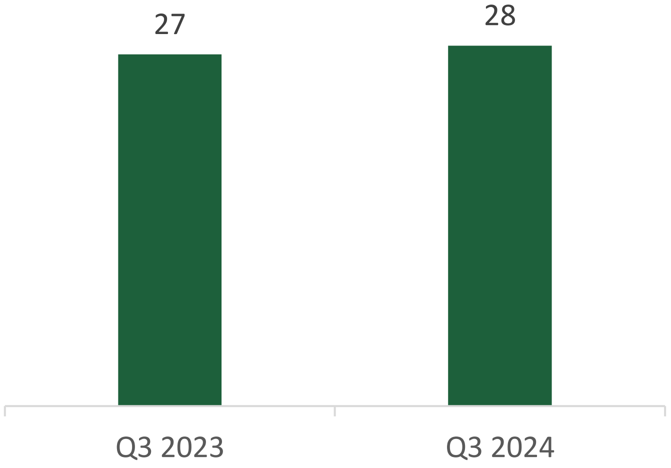
+40 bps

Adjusted Gross Margin



+2.5%

Adjusted EBITDA ($'s millions)

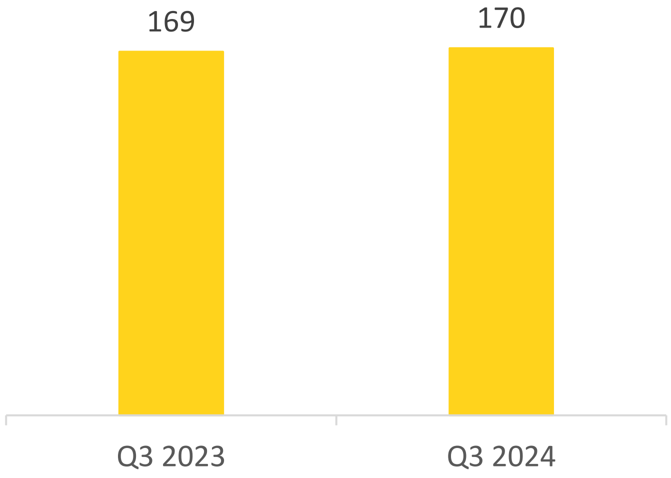


See Appendix for reconciliation between non-GAAP and comparable GAAP financial measures.

Q3 FY24 Segment Results – International

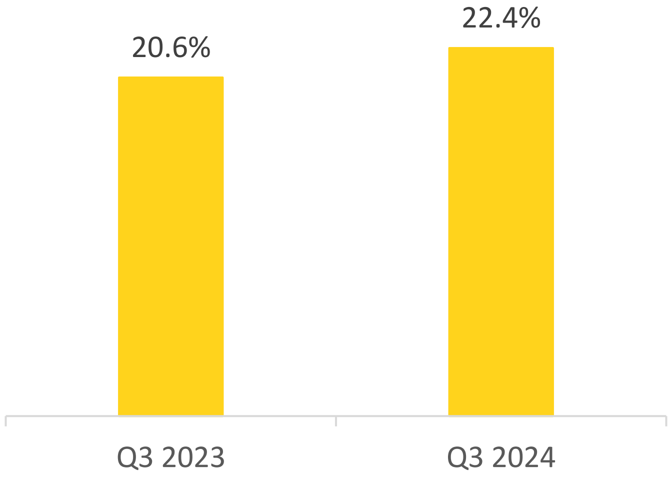
+1.0%*

Organic Net Sales ($'s millions)



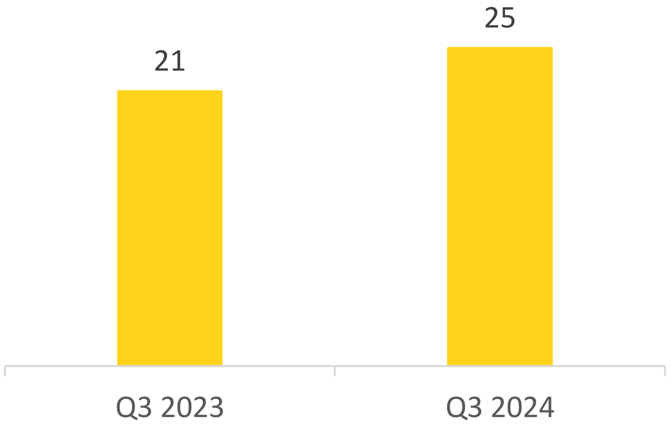
+180 bps

Adjusted Gross Margin



+15.4%

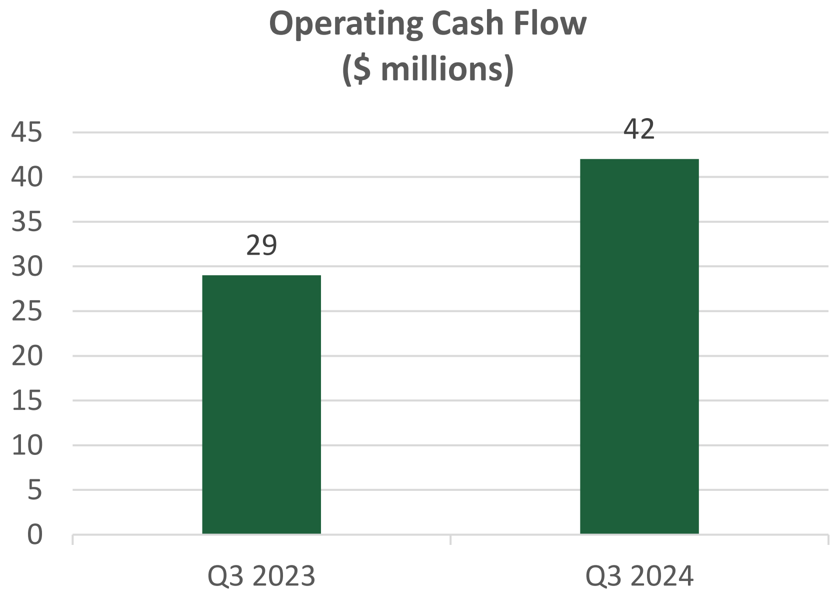
Adjusted EBITDA ($'s millions)

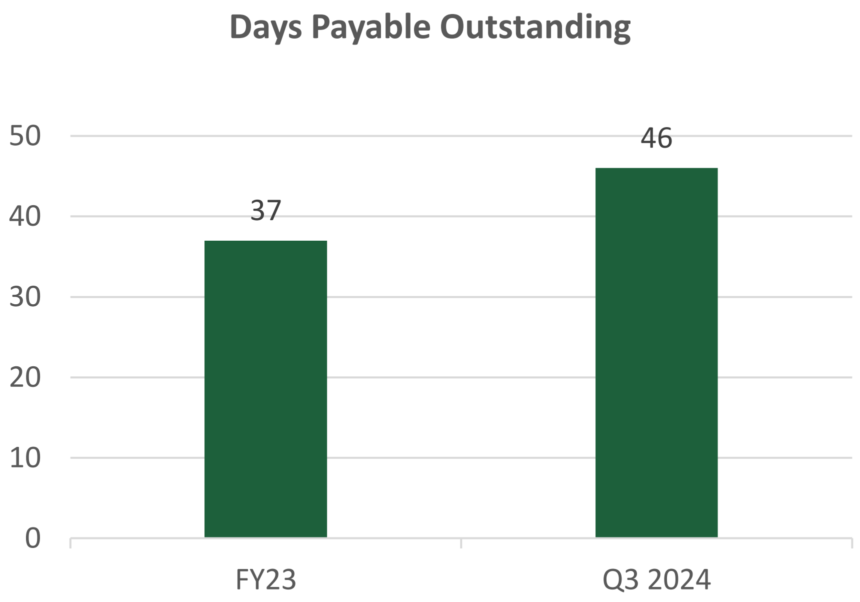


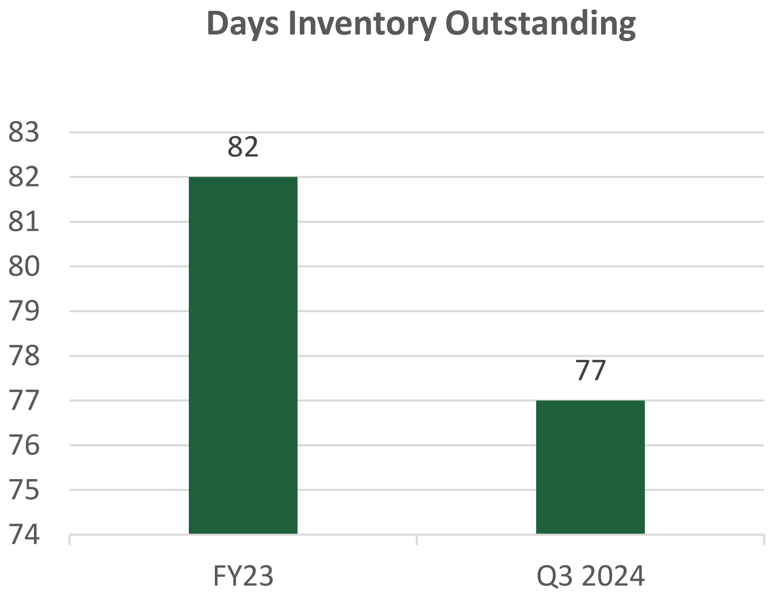
* Reflects 3.4% benefit from foreign exchange

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

Strong Growth in Operating Cash Flow on Working Capital Management



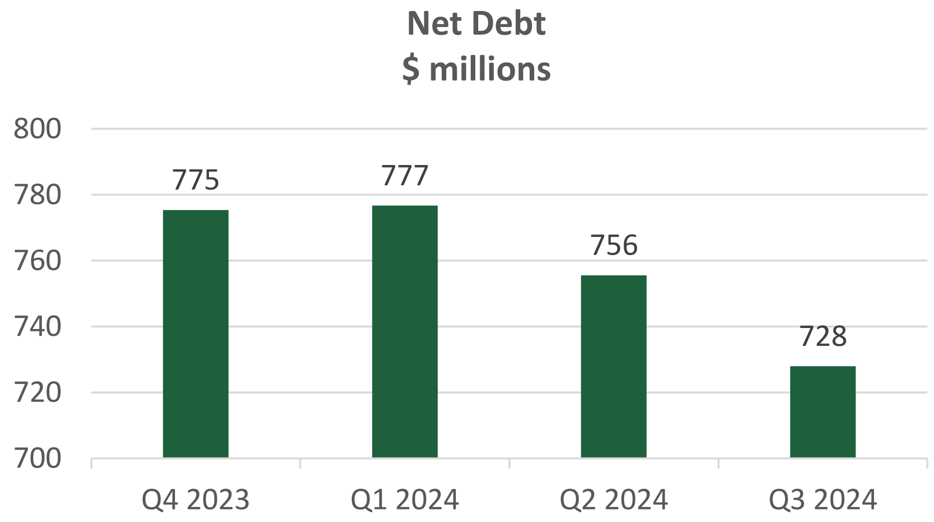


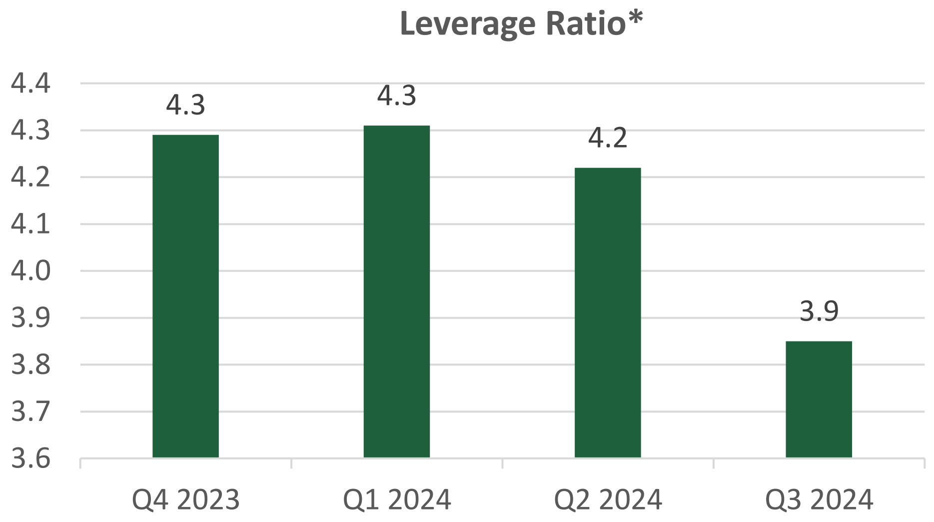


Making Progress Towards FY27 Targets:

70+ Days Payable Outstanding and 55 Days Inventory Outstanding

Continued Improvement in Net Debt and Leverage Ratio





Reduced Net Debt by $47 Million Since June 2023, Driven by Working Capital Improvement

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

Full Year Guidance*

	FY24 Guidance	Prior FY24 Guidance
Organic Net Sales	-3% to -4% vs. FY23	~1%+ vs. FY23
Adjusted EBITDA	$150-155 million	$155-160 million
Gross Margin Expansion	+0 – 50 bps	+50 – 100 bps
Free Cash Flow	$40 – 45 million	$40 – 45 million

Guidance Assumptions:

- Currency rates will not materially change from today's rates, resulting in ~1% net sales benefit from FX for the year
- Net pricing will recover most of the cost inflation
- Productivity will drive gross margin expansion

**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

- Strategy **driving gross margin expansion, strong operating cash flow, & leverage improvement to 3.9x**
- Investing in brand building, innovation, and channel expansion **enabling growth**
- **85% of the business is in growth**, working aggressively to stabilize the balance
- **Accelerating North America commercial execution**
- **Remain confident** in our ability to reach the full potential of Hain Reimagined

Q&A

Appendix

Net Sales, Gross Profit, Adjusted Gross Profit & Adjusted EBITDA by Segment (Q3 FY24 and Q3 FY23)

	North America	International	Corporate/Other	Hain Consolidated
Net Sales				
Net sales - Q3 FY24	$ 268,107	$ 170,251	$ -	$ 438,358
Net sales - Q3 FY23	$ 286,649	$ 168,594	$ -	$ 455,243
% change - FY24 net sales vs. FY23 net sales	(6.5)%	1.0%		(3.7)%
Gross Profit				
Q3 FY24				
Gross profit	$ 59,237	$ 37,434	$ -	$ 96,671
Non-GAAP adjustments(1)	406	691	-	1,097
Adjusted gross profit	$ 59,643	$ 38,125	$ -	$ 97,768
% change - FY24 gross profit vs. FY23 gross profit	(5.6)%	7.8%		(0.8)%
% change - FY24 adjusted gross profit vs. FY23 adjusted gross profit	(5.0)%	9.7%		0.3%
Gross margin	22.1%	22.0%		22.1%
Adjusted gross margin	22.2%	22.4%		22.3%
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
Gross margin	21.9%	20.6%		21.4%
Adjusted gross margin	21.9%	20.6%		21.4%
Adjusted EBITDA				
Q3 FY24				
Adjusted EBITDA	$ 27,883	$ 24,547	$ (8,668)	$ 43,762
% change - FY24 adjusted EBITDA vs. FY23 adjusted EBITDA	2.5%	15.4%	22.6%	17.5%
Adjusted EBITDA margin	10.4%	14.4%		10.0%
Q3 FY23				
Adjusted EBITDA	$ 27,193	$ 21,269	$ (11,202)	$ 37,260
Adjusted EBITDA margin	9.5%	12.6%		8.2%

(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 (Q3 FY24 and Q3 FY23)

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:

	Third Quarter	
	2024	**2023**
Gross profit, GAAP	$ 96,671	$ 97,479
Adjustments to Cost of sales:		
Plant closure related costs, net	913	22
Warehouse/manufacturing consolidation and other costs, net	184	10
Inventory write-downs related to exited categories	-	-
Gross profit, as adjusted	$ 97,768	$ 97,511

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

	Third Quarter	
	2024	**2023**
Operating loss, GAAP	$ (27,901)	$ (140,926)
Adjustments to Cost of sales:		
Plant closure related costs, net	913	22
Warehouse/manufacturing consolidation and other costs, net	184	10
Inventory write-downs related to exited categories	-	-
Adjustments to Operating expenses [(a)]:		
Intangibles and long-lived asset impairment	49,426	156,583
Productivity and transformation costs	7,175	3,933
Certain litigation expenses, net[(b)]	458	(1,582)
Plant closure related costs, net	232	-
Transaction and integration costs, net	55	215
CEO succession	-	-
Warehouse/manufacturing consolidation and other costs, net	-	3,982
Operating income, as adjusted	$ 30,542	$ 22,237

(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, baby food litigation and SEC investigation.

Adjusted Gross Profit, Adjusted Operating Income, Adjusted Net Income and Adjusted EPS (Q3 FY24 and Q3 FY23) 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 Loss, GAAP to Net Income, as Adjusted:	Third Quarter	
	2024	**2023**
Net loss, GAAP	$ (48,194)	$ (115,727)
Adjustments to Cost of sales:		
Plant closure related costs, net	913	22
Warehouse/manufacturing consolidation and other costs, net	184	10
Inventory write-downs related to exited categories	-	-
Adjustments to Operating expenses [(a)]:		
Intangibles and long-lived asset impairment	49,426	156,583
Productivity and transformation costs	7,175	3,933
Certain litigation expenses, net[(b)]	458	(1,582)
Plant closure related costs, net	232	-
Transaction and integration costs, net	55	215
CEO succession	-	-
Warehouse/manufacturing consolidation and other costs, net	-	3,982
Adjustments to Interest and other expense, net [(c)]:		
Unrealized currency (gains) losses	(71)	202
(Gain) loss on sale of assets	-	(134)
Adjustments to Provision (benefit) for income taxes:		
Net tax impact of non-GAAP adjustments	1,094	(40,131)
Net income, as adjusted	$ 11,272	$ 7,373
Net loss margin	(11.0)%	(25.4)%
Adjusted net income margin	2.6%	1.6%
Diluted shares used in the calculation of net (loss) income per common share:	89,832	89,421
Diluted net loss per common share, GAAP	$ (0.54)	$ (1.29)
Diluted net income per common share, as adjusted	$ 0.13	$ 0.08

[(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, 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 (Q3 FY24 and Q3 FY23)

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

Q3 FY24	**North America**	**International**	**Hain Consolidated**
Net sales	$ 268,107	$ 170,251	$ 438,358
Divestitures and discontinued brands	(307)	-	(307)
Organic net sales	$ 267,800	$ 170,251	$ 438,051
Q3 FY23			
Net sales	$ 286,649	$ 168,594	$ 455,243
Divestitures and discontinued brands	(163)	-	(163)
Organic net sales	$ 286,486	$ 168,594	$ 455,080
Net sales (decline) growth	(6.5)%	1.0%	(3.7)%
Impact of divestitures and discontinued brands	0.0%	0.0%	(0.0)%
Organic net sales (decline) growth	(6.5)%	1.0%	(3.7)%

Adjusted EBITDA (Q3 FY24 and Q3 FY23)

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

	Third Quarter	
	2024	**2023**
Net loss	$ (48,194)	$ (115,727)
Depreciation and amortization	10,858	13,784
Equity in net loss of equity-method investees	966	528
Interest expense, net	13,322	12,924
Provision (benefit) for income taxes	5,100	(39,587)
Stock-based compensation, net	3,017	3,228
Unrealized currency losses	250	202
Certain litigation expenses, net[(a)]	458	(1,582)
Restructuring activities		
Productivity and transformation costs	7,175	3,933
Plant closure related costs, net	1,145	22
Warehouse/manufacturing consolidation and other costs, net	184	2,871
CEO succession	-	-
Acquisitions, divestitures and other		
Transaction and integration costs, net	55	215
(Gain) loss on sale of assets	-	(134)
Impairment charges		
Intangibles and long-lived asset impairment	49,426	156,583
Inventory write-downs related to exited categories	-	-
Adjusted EBITDA	$ 43,762	$ 37,260

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

Net Debt (Q4 FY23 – Q3 FY24)

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

	June 30, 2023	September 30, 2023	December 31, 2023	March 31, 2024
Debt				
Long-term debt, less current portion	$ 821,181	$ 807,401	$ 801,675	$ 769,948
Current portion of long-term debt	7,567	7,568	7,569	7,569
Total debt	$ 828,748	$ 814,969	$ 809,244	$ 777,517
Less: Cash and cash equivalents	53,364	38,280	53,672	49,549
Net debt	$ 775,384	$ 776,689	$ 755,572	$ 727,968

Free Cash Flow (Q3 FY24 and Q3 FY23)

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

	Third Quarter	
	2024	**2023**
Net cash provided by operating activities	$ 42,274	$ 28,961
Purchases of property, plant and equipment	(12,034)	(7,379)
Free cash flow	$ 30,240	$ 21,582

Thank You!

Hain Celestial®