

Hain Celestial Third Quarter Fiscal Year 2026 Financial Results



Forward-Looking Statements

This presentation release 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 strategy, our future results of operations, our capital and cost structure, our ability to optimize cash, strengthen our balance sheet, improve flexibility, stabilize sales and achieve sustainable and profitable growth, and the macroeconomic environment.

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; changes to consumer preferences; our ability to execute our business strategy; our ability realize the benefits of the North American snacks disposition; compliance with our credit agreement and our ability to refinance, retire and/or extend the maturity of the Company’s existing debt; our ability to manage our supply chain effectively; input cost inflation, including as a result of tariffs; reliance on independent contract manufacturers; disruption of operations at our manufacturing facilities; customer concentration; reliance on independent distributors; risks associated with operating internationally; risks associated with outsourcing arrangements; risks associated with geopolitical conflicts or events; 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; foreign currency exchange risk; general economic conditions; 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; cybersecurity incidents; disruptions to information technology systems; 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; our ability to manage our financial reporting and internal control systems and processes; compliance with data privacy laws; the adequacy of our insurance coverage; climate impacts; liabilities, claims or regulatory change with respect to environmental matters; 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, organic net sales; adjusted gross profit and its related margin; adjusted operating income and its related margin; adjusted net (loss) income and its related margin; diluted net (loss) 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, held for sale businesses, discontinued brands, 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, held for sale businesses, discontinued brands and exited product categories, the net sales of a divested business, held for sale 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 and warehouse and manufacturing consolidation and other costs, net.
- Adjusted operating income and its related margin: operating loss before goodwill impairment, long-lived asset and intangibles impairment, productivity and transformation costs, certain litigation expenses, net, costs associated with acquisitions, divestitures and other transactions, plant closure related costs, net, warehouse and manufacturing consolidation and other costs, net, and proceeds from insurance claim.
- Adjusted net (loss) income and its related margin and diluted net (loss) income per common share, as adjusted: net loss, adjusted to exclude the impact of goodwill impairment, long-lived asset and intangibles impairment, productivity and transformation costs, certain litigation expenses, net, costs associated with acquisitions, divestitures and other transactions, plant closure related costs, net, warehouse and manufacturing consolidation and other costs, net, proceeds from insurance claim, losses (gains) losses on sales of assets, unrealized currency losses and the related tax effects of such adjustments.
- Adjusted EBITDA and its related margin: net loss before depreciation and amortization, equity in net loss of equity-method investees, net interest expense, income taxes, stock-based compensation, net, unrealized currency losses, certain litigation expenses, net, proceeds from insurance claim, productivity and transformation costs, plant closure related costs, net, warehouse and manufacturing consolidation and other costs, net, losses (gains) on sales of assets, costs associated with acquisitions, divestitures and other transactions, goodwill impairment and long-lived asset and intangibles impairment.
- 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, held for sale businesses, 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.

Alison Lewis
President and CEO

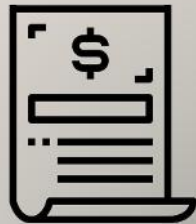


Q3 FY2026 Focus Areas & Highlights

- Third quarter performance showed **improved execution and financial discipline**
- Our **near-term priorities** remain:



Optimizing Cash



**Strengthening the
Balance Sheet**



**Improving
Profitability**



Stabilizing Sales

Q3 FY2026 Focus Areas & Highlights

- **Strong cash generation** and **\$155M reduction in total debt** in the quarter contributed to a materially improved financial position
- Completed North American snacks divestiture supporting **stronger go-forward margin and cash flow profile**
- **Profitability improved sequentially** with both gross margin and adjusted EBITDA margin improving vs. Q2 FY2026
- **Accelerated innovation is a clear differentiator in our turnaround** with stronger pipeline and meaningful news to reenergize core categories

Hain North America



- **Simplified portfolio** with divestiture of snacks business
 - Expect go-forward margin profile: **30%+ gross margin, low-double-digit adjusted EBITDA margin**
- **Core business is stable**
 - Demonstrated organic net sales growth across yogurt, tea, and baby & kids finger foods and cereal
- Achieved **gross margin and adjusted EBITDA margin expansion** year-over-year

North America – Innovation



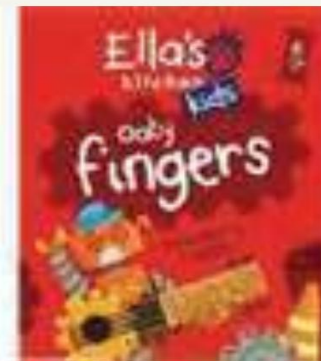
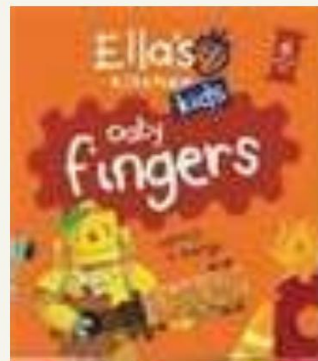
Hain International



- Portfolio of well-recognized and loved brands with decades of leadership and a track record of resilience
- Categories are struggling with volume and geopolitical uncertainty is contributing to a decline in consumer confidence
- Despite isolated challenges, **50% of Hain brands are gaining or holding share**
- **Innovation rates are accelerating, with IRR¹ up 260 bps year-over-year**

1. IRR or innovation renewal rate is the percent of net sales coming from SKUs launched or relaunched in the last three years.

International – Ella's Kitchen Innovation



International – Hartley's Innovation

Core Upgrade



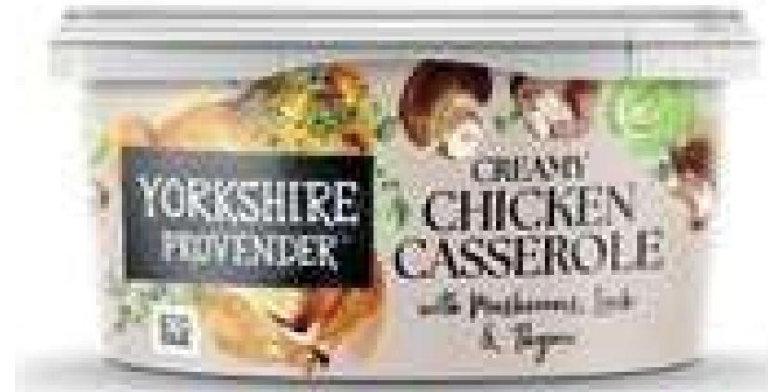
Fruity Combos



Category Leading Innovation



International – Yorkshire Provender Innovation



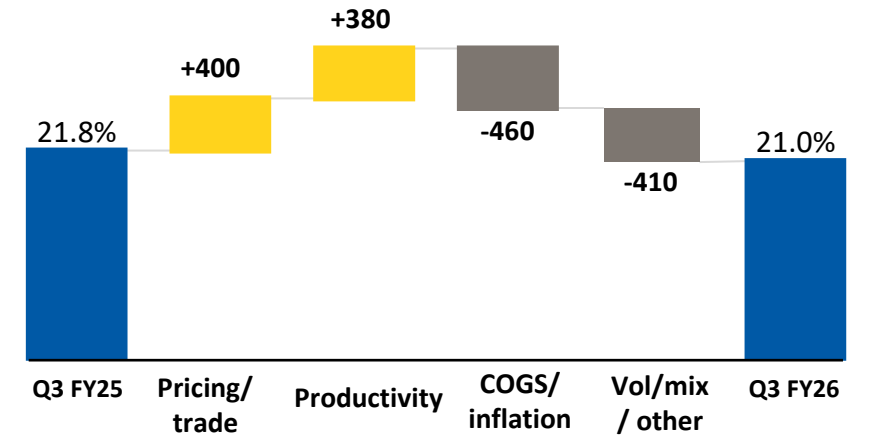
Lee Boyce
Chief Financial Officer



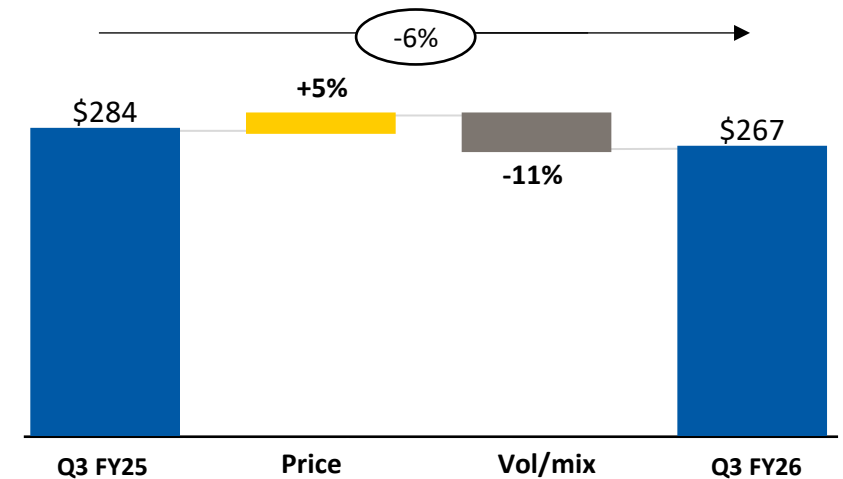
Performance Summary

\$'s in millions	Q3 FY26	Q3 FY26 vs. LY
Net Sales	\$338	-13%
Organic Net Sales	\$267	-6%
Adjusted Gross Margin	21.0%	-90 bps
Adjusted EBITDA	\$26	-22%
Adjusted EBITDA Margin	7.8%	-90 bps
Adjusted Net Income	-\$1	NM
Adjusted EPS	-\$0.01	NM

Adjusted Gross Margin Bridge



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



Q3 FY26 Segment Results – North America

-3%

Organic Net Sales
(\$'s millions)

\$117



Q3 FY25

\$114



Q3 FY26

+100 bps

Adjusted Gross Margin

22.4%



Q3 FY25

23.4%



Q3 FY26

-1%

Adjusted EBITDA
(\$'s millions)

\$17



Q3 FY25

\$17



Q3 FY26

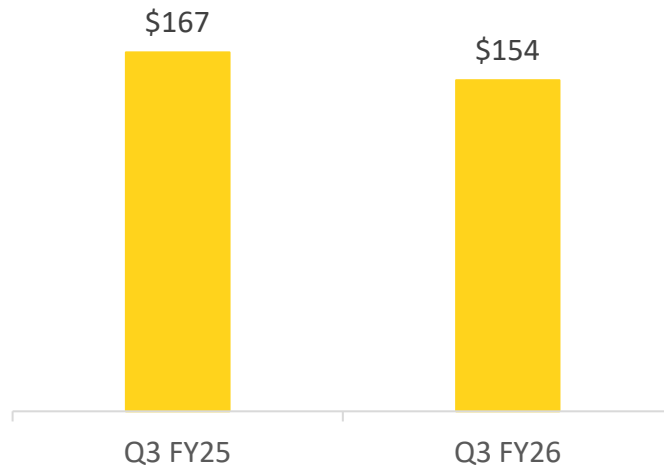
See Appendix for reconciliation between non-GAAP and comparable GAAP financial measures.



Q3 FY26 Segment Results – International

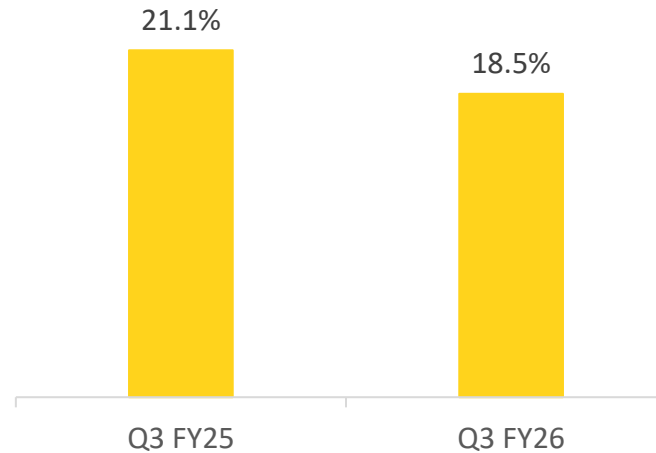
-8%

Organic Net Sales
(\$'s millions)



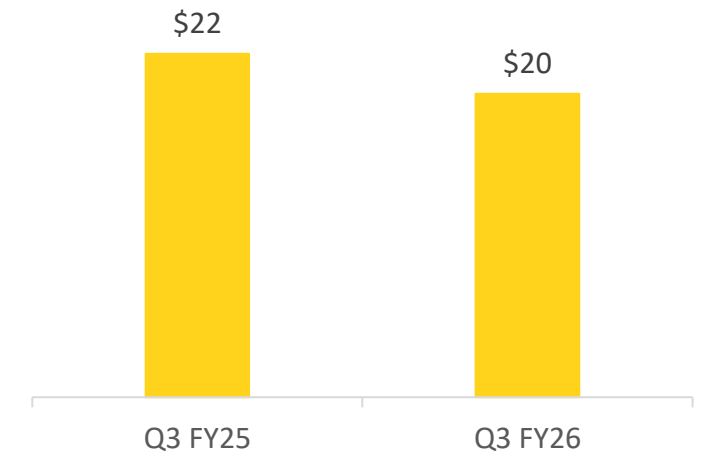
-270 bps

Adjusted Gross Margin



-12%

Adjusted EBITDA
(\$'s millions)



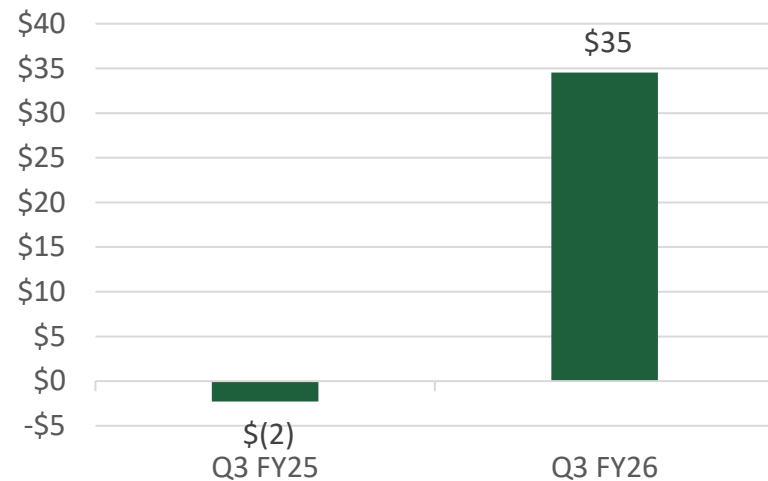
Category Performance

Organic Net Sales	Q3 FY26 \$'s in millions	Q3 FY26 vs. LY
Baby & Kids	\$52	-14%
Beverages	\$63	+0%
Meal Prep	\$146	-5%
Snacks	\$7	-7%

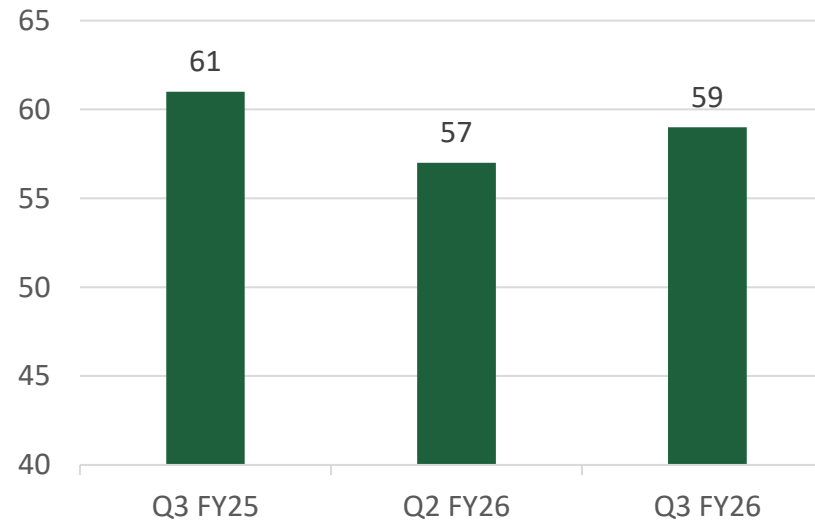


Free Cash Flow And Working Capital Mgmt.

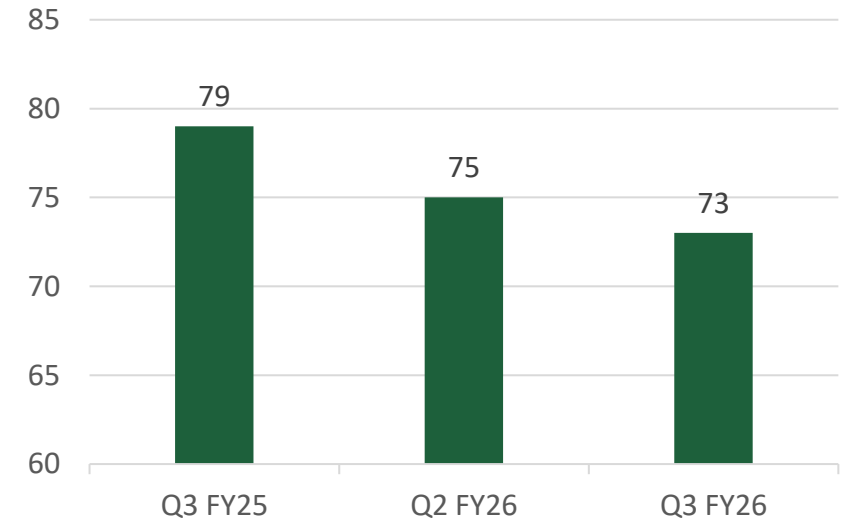
Free Cash Flow
(\$ millions)



Days Payable Outstanding (DPO)



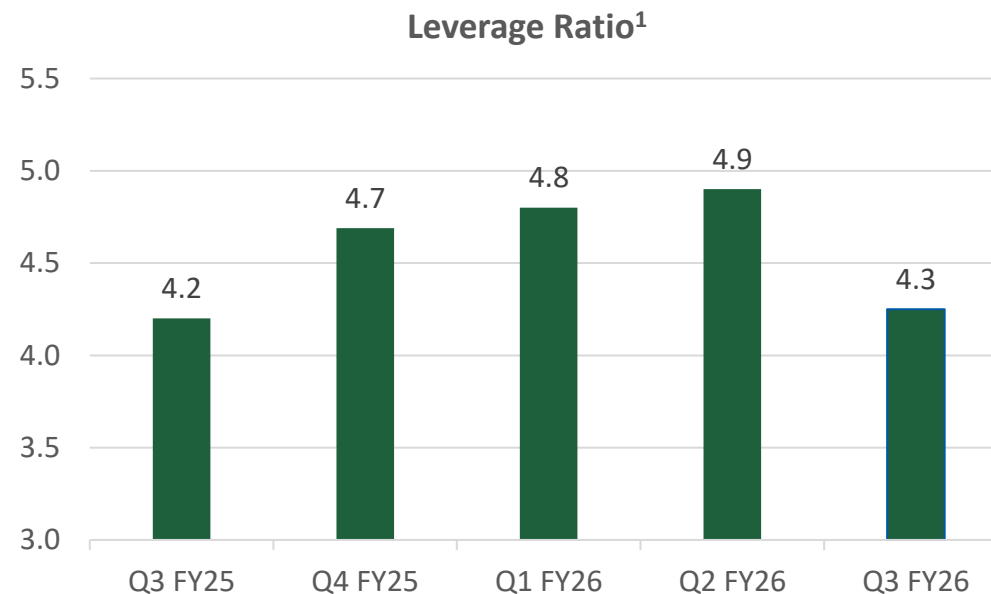
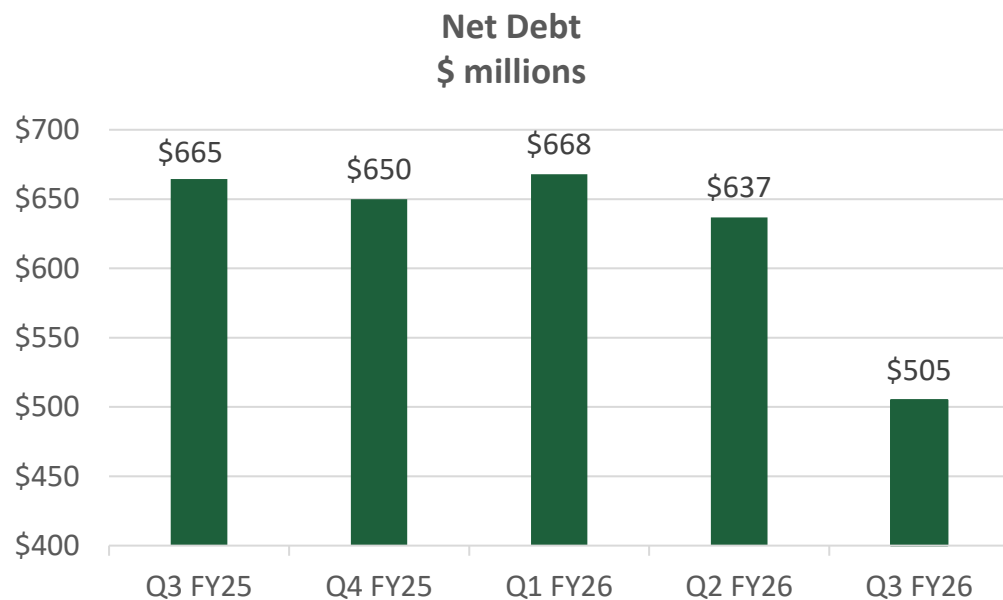
Days Inventory Outstanding (DIO)



Strong Improvement in Free Cash Flow
Enhanced Operating Discipline Driving Improved Working Capital Management



Net Debt and Leverage Ratio



Reduced Net Debt by \$145 Million Since FY25 and by \$272 Million in the Last 11 Quarters

¹ Credit agreement consolidated secured leverage ratio

Note: maximum consolidated secured leverage ratio under our credit agreement is 5.5x

Outlook

➤ Fiscal 2026

- Given the uncertainty in the business around the outcome and timing of completion of our strategic review, we are currently not providing numeric guidance for the year
- We continue to expect free cash flow in FY26 to be positive

➤ Fiscal 2027

- Our fundamental priorities will be continuing to stabilize sales through our Five Actions to Win thereby setting the foundation for future growth, driving margin improvement vs FY26, generating cash, and eliminating stranded costs
- Upon completion of the strategic review, we plan to provide guidance for fiscal 2027

➤ Stranded Cost Progress

- Stranded costs associated with the completed sale of the North American snacks business are expected to be at the high end of the previous \$20-25 million range
- We have already initiated actions to remove nearly 70%, making good progress
- The remaining stranded costs will be reduced through fiscal 2027 with ~half expected to be removed by the end of Q2 and the remainder by Q4



Summary

- **Strengthening foundation** through improved operating discipline, strong cash generation, ongoing net debt reduction
- **Simplified portfolio** though NA snacks divestiture, positioning NA for stronger margin profile
- **Executing next phase of strategic review**
- NA delivered **GM and EBITDA margin expansion**
- **Half of international brands** gaining or holding share
- **Actively addressing December debt maturity**
- Remain focused on **Five Actions to Win** to drive sustainable profitable growth



Q&A



Appendix



Net Sales, Gross Profit, Adjusted Gross Profit & Adjusted EBITDA by Segment (Q3 FY26 and Q3 FY25)

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 - Q3 FY26	\$ 171,495	\$ 166,862	\$ -	\$ 338,357
Net sales - Q3 FY25	\$ 222,407	\$ 167,944	\$ -	\$ 390,351
% change - FY26 net sales vs. FY25 net sales	(22.9)%	(0.6)%		(13.3)%
Gross Profit				
Q3 FY26				
Gross profit	\$ 39,571	\$ 30,821	\$ -	\$ 70,392
Non-GAAP adjustments ⁽¹⁾	594	-	-	594
Adjusted gross profit	\$ 40,165	\$ 30,821	\$ -	\$ 70,986
% change - FY26 gross profit vs. FY25 gross profit	(19.5)%	(13.1)%		(16.8)%
% change - FY26 adjusted gross profit vs. FY25 adjusted gross profit	(19.3)%	(13.1)%		(16.7)%
Gross margin	23.1%	18.5%		20.8%
Adjusted gross margin	23.4%	18.5%		21.0%
Q3 FY25				
Gross profit	\$ 49,178	\$ 35,472	\$ -	\$ 84,650
Non-GAAP adjustments ⁽¹⁾	592	-	-	592
Adjusted gross profit	\$ 49,770	\$ 35,472	\$ -	\$ 85,242
Gross margin	22.1%	21.1%		21.7%
Adjusted gross margin	22.4%	21.1%		21.8%
Adjusted EBITDA				
Q3 FY26				
Adjusted EBITDA	\$ 17,171	\$ 19,580	\$ (10,499)	\$ 26,252
% change - FY26 Adjusted EBITDA vs. FY25 Adjusted EBITDA	(0.8)%	(11.7)%	(79.3)%	(21.9)%
Adjusted EBITDA margin	10.0%	11.7%		7.8%
Q3 FY25				
Adjusted EBITDA	\$ 17,306	\$ 22,166	\$ (5,857)	\$ 33,615
Adjusted EBITDA margin	7.8%	13.2%		8.6%

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

Net Sales, Gross Profit, Adjusted Gross Profit & Adjusted EBITDA by Segment (Q2 FY26 and Q2 FY25)

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 FY26	\$ 197,821	\$ 186,299	\$ -	\$ 384,120
Net sales - Q2 FY25	\$ 229,289	\$ 182,196	\$ -	\$ 411,485
% change - FY26 net sales vs. FY25 net sales	(13.7)%	2.3%		(6.7)%
Gross Profit				
Q2 FY26				
Gross profit	\$ 40,749	\$ 33,690	\$ -	\$ 74,439
Non-GAAP adjustments ⁽¹⁾	419	-	-	419
Adjusted gross profit	\$ 41,168	\$ 33,690	\$ -	\$ 74,858
% change - FY26 gross profit vs. FY25 gross profit	(28.4)%	(7.8)%		(20.3)%
% change - FY26 adjusted gross profit vs. FY25 adjusted gross profit	(28.8)%	(7.8)%		(20.6)%
Gross margin	20.6%	18.1%		19.4%
Adjusted gross margin	20.8%	18.1%		19.5%
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
Gross margin	24.8%	20.0%		22.7%
Adjusted gross margin	25.2%	20.0%		22.9%
Adjusted EBITDA				
Q2 FY26				
Adjusted EBITDA	\$ 10,911	\$ 18,998	\$ (5,627)	\$ 24,282
% change - FY26 Adjusted EBITDA vs. FY25 Adjusted EBITDA	(56.9)%	(15.7)%	43.4%	(35.9)%
Adjusted EBITDA margin	5.5%	10.2%		6.3%
Q2 FY25				
Adjusted EBITDA	\$ 25,307	\$ 22,526	\$ (9,940)	\$ 37,893
Adjusted EBITDA margin	11.0%	12.4%		9.2%

Adjusted Gross Profit, Adjusted Operating Income, Adjusted Net (Loss) Income and Adjusted Net (Loss) Income per Diluted Share (Q3 FY26 and Q3 FY25)

THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES

Adjusted Gross Profit, Adjusted Operating Income, Adjusted Net (Loss) Income and Adjusted Net (Loss) Income per Diluted Share

(unaudited and in thousands, except per share amounts)

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

	Third Quarter		Third Quarter Year to Date	
	2026	2025	2026	2025
Gross profit, GAAP	\$ 70,392	\$ 84,650	\$ 212,909	\$ 259,712
<i>Adjustments to Cost of sales:</i>				
Plant closure related costs, net	594	208	4,802	1,395
Warehouse/manufacturing consolidation and other costs, net	-	384	-	384
Gross profit, as adjusted	<u>\$ 70,986</u>	<u>\$ 85,242</u>	<u>\$ 217,711</u>	<u>\$ 261,491</u>

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

	Third Quarter		Third Quarter Year to Date	
	2026	2025	2026	2025
Operating loss, GAAP	\$ (42,131)	\$ (121,079)	\$ (147,818)	\$ (209,925)
<i>Adjustments to Cost of sales:</i>				
Plant closure related costs, net	594	208	4,802	1,395
Warehouse/manufacturing consolidation and other costs, net	-	384	-	384
<i>Adjustments to Operating expenses ^(a):</i>				
Goodwill impairment	31,018	110,251	150,926	201,518
Long-lived asset and intangibles impairment	15,047	24,012	26,964	42,029
Productivity and transformation costs	4,066	7,289	17,519	16,497
Certain litigation expenses, net ^(b)	2,519	407	3,164	2,254
Transaction and integration costs, net	1,553	(151)	4,735	(574)
Plant closure related costs, net	133	(213)	281	(166)
Proceeds from insurance claim ^(c)	-	-	(25,900)	-
Operating income, as adjusted	<u>\$ 12,799</u>	<u>\$ 21,108</u>	<u>\$ 34,673</u>	<u>\$ 53,412</u>

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

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

^(c) Represents a receivable under the Company's representation and warranty insurance related to one of its prior acquisitions, which was collected on January 2, 2026.

Adjusted Gross Profit, Adjusted Operating Income, Adjusted Net (Loss) Income and Adjusted Net (Loss) Income per Diluted Share (Q3 FY26 and Q3 FY25) cont.

THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES

Adjusted Gross Profit, Adjusted Operating Income, Adjusted Net (Loss) Income and Adjusted Net (Loss) Income per Diluted Share

(unaudited and in thousands, except per share amounts)

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

	Third Quarter		Third Quarter Year to Date	
	2026	2025	2026	2025
Net loss, GAAP	\$ (106,343)	\$ (134,588)	\$ (242,974)	(258,226)
<i>Adjustments to Cost of sales:</i>				
Plant closure related costs, net	594	208	4,802	1,395
Warehouse/manufacturing consolidation and other costs, net	-	384	-	384
<i>Adjustments to Operating expenses ^(a):</i>				
Goodwill impairment	31,018	110,251	150,926	201,518
Long-lived asset and intangibles impairment	15,047	24,012	26,964	42,029
Productivity and transformation costs	4,066	7,289	17,519	16,497
Certain litigation expenses, net ^(b)	2,519	407	3,164	2,254
Transaction and integration costs, net	1,553	(151)	4,735	(574)
Plant closure related costs, net	133	(213)	281	(166)
Proceeds from insurance claim ^(c)	-	-	(25,900)	-
<i>Adjustments to Interest and other expense, net ^(d):</i>				
Loss (gain) on sale of assets	50,529	(106)	48,501	2,202
Unrealized currency losses	219	1,255	623	825
<i>Adjustments to Provision (benefit) for income taxes:</i>				
Net tax impact of non-GAAP adjustments	(584)	(2,693)	133	1,615
Net (loss) income, as adjusted	<u>\$ (1,249)</u>	<u>\$ 6,055</u>	<u>\$ (11,226)</u>	<u>9,753</u>
Net loss margin	(31.4)%	(34.5)%	(22.3)%	(21.6)%
Adjusted net (loss) income margin	(0.4)%	1.6%	(1.0)%	0.8%
Diluted shares used in the calculation of net loss per common share:	90,993	90,247	90,650	90,080
Diluted shares used in the calculation of adjusted net (loss) income per common share:	90,993	90,407	90,650	90,287
Diluted net loss per common share, GAAP	\$ (1.17)	\$ (1.49)	\$ (2.68)	\$ (2.87)
Diluted net (loss) income per common share, as adjusted	\$ (0.01)	\$ 0.07	\$ (0.12)	\$ 0.11

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

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

^(c) Represents a receivable under the Company's representation and warranty insurance related to one of its prior acquisitions, which was collected on January 2, 2026.

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

Organic Net Sales by Segment (Q3 FY26 and Q3 FY25)

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>
Q3 FY26			
Net sales	\$ 171,495	\$ 166,862	\$ 338,357
Less: Impact of divestitures, held for sale businesses, discontinued brands and exited product categories	57,493	872	58,365
Less: Impact of foreign currency exchange	282	12,244	12,526
Organic net sales	<u>\$ 113,720</u>	<u>\$ 153,746</u>	<u>\$ 267,466</u>
Q3 FY25			
Net sales	\$ 222,407	\$ 167,944	\$ 390,351
Less: Impact of divestitures, held for sale businesses, discontinued brands and exited product categories	105,487	1,155	106,642
Organic net sales	<u>\$ 116,920</u>	<u>\$ 166,789</u>	<u>\$ 283,709</u>
Net sales decline	(22.9)%	(0.6)%	(13.3)%
Less: Impact of divestitures, held for sale businesses, discontinued brands and exited product categories	(20.3)%	(0.1)%	(10.8)%
Less: Impact of foreign currency exchange	0.1%	7.3%	3.2%
Organic net sales decline	<u>(2.7)%</u>	<u>(7.8)%</u>	<u>(5.7)%</u>

Organic Net Sales by Category (Q3 FY26 and Q3 FY25)

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

	<u>Baby & Kids</u>	<u>Beverages</u>	<u>Meal Prep</u>	<u>Personal Care</u>	<u>Snacks</u>	<u>Hain Consolidated</u>
Q3 FY26						
Net sales	\$ 53,133	\$ 66,502	\$ 153,231	\$ 12,664	\$ 52,827	\$ 338,357
Less: Impact of divestitures, held for sale businesses, discontinued brands and exited product categories	-	-	332	12,664	45,369	58,365
Less: Impact of foreign currency exchange	1,589	3,339	7,118	-	480	12,526
Organic net sales	<u>\$ 51,544</u>	<u>\$ 63,163</u>	<u>\$ 145,781</u>	<u>\$ -</u>	<u>\$ 6,978</u>	<u>\$ 267,466</u>
Q3 FY25						
Net sales	\$ 59,896	\$ 62,874	\$ 162,266	\$ 16,809	\$ 88,506	\$ 390,351
Less: Impact of divestitures, held for sale businesses, discontinued brands and exited product categories	221	-	8,634	16,809	80,978	106,642
Organic net sales	<u>\$ 59,675</u>	<u>\$ 62,874</u>	<u>\$ 153,632</u>	<u>\$ -</u>	<u>\$ 7,528</u>	<u>\$ 283,709</u>
Net sales (decline) growth	(11.3)%	5.8%	(5.6)%	(24.7)%	(40.3)%	(13.3)%
Less: Impact of divestitures, held for sale businesses, discontinued brands and exited product categories	(0.4)%	(0.0)%	(4.9)%	n/a	(33.5)%	(10.8)%
Less: Impact of foreign currency exchange	2.7%	5.3%	4.4%	n/a	0.5%	3.2%
Net sales (decline) growth	<u>(13.6)%</u>	<u>0.5%</u>	<u>(5.1)%</u>	<u>n/a</u>	<u>(7.3)%</u>	<u>(5.7)%</u>

Adjusted EBITDA (Q3 FY26 and Q3 FY25)

THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES

Adjusted EBITDA

(unaudited and in thousands)

	Third Quarter	
	2026	2025
Net loss	\$ (106,343)	\$ (134,588)
Depreciation and amortization	12,484	10,455
Equity in net loss of equity-method investees	21	966
Interest expense, net	12,515	11,096
Provision (benefit) for income taxes	759	(505)
Stock-based compensation, net	1,138	2,973
Unrealized currency losses	219	1,137
Certain litigation expenses, net ^(a)	2,519	407
Proceeds from insurance claim ^(b)	-	-
Restructuring activities		
Productivity and transformation costs	4,066	7,289
Plant closure related costs, net	727	(5)
Warehouse/manufacturing consolidation and other costs, net	-	384
Acquisitions, divestitures and other		
Loss (gain) on sale of assets	50,529	(106)
Transaction and integration costs, net	1,553	(151)
Impairment charges		
Goodwill impairment	31,018	110,251
Long-lived asset and intangibles impairment	15,047	24,012
Adjusted EBITDA	<u>\$ 26,252</u>	<u>\$ 33,615</u>

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

^(b) Represents a receivable under the Company's representation and warranty insurance related to one of its prior acquisitions, which was collected on January 2, 2026.

Adjusted EBITDA (Q2 FY26)

THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES

Adjusted EBITDA

(unaudited and in thousands)

	Second Quarter	
	2026	
Net loss	\$	(116,006)
Depreciation and amortization		11,149
Equity in net loss of equity-method investees		133
Interest expense, net		14,066
Provision for income taxes		2,386
Stock-based compensation, net		1,051
Unrealized currency losses (gains)		139
Proceeds from insurance claim ^(a)		(25,900)
Certain litigation expenses, net ^(b)		(182)
Restructuring activities		
Productivity and transformation costs		5,234
Plant closure related costs, net		520
Acquisitions, divestitures and other		
Transaction and integration costs, net		1,009
(Gain) loss on sale of assets		(1,142)
Impairment charges		
Goodwill impairment		119,908
Intangibles and long-lived asset impairment		11,917
Adjusted EBITDA	<u>\$</u>	<u>24,282</u>

^(a) Represents a receivable under the Company's representation and warranty insurance related to one of its prior acquisitions, which was collected on January 2, 2026.

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

Net Debt (Q3 FY25 – Q3 FY26)

THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES

Net Debt

(unaudited and in thousands)

	<u>March 31, 2026</u>	<u>December 31, 2025</u>	<u>September 30, 2025</u>	<u>June 30, 2025</u>	<u>March 31, 2025</u>
Debt					
Current portion of long-term debt	\$ 549,184	\$ 704,315	\$ 7,647	\$ 7,653	\$ 7,554
Long-term debt, less current portion	312	388	708,563	697,168	701,401
Total debt	549,496	704,703	716,210	704,821	708,955
Less: Cash and cash equivalents	44,311	68,017	47,886	54,355	44,425
Net debt	<u>\$ 505,185</u>	<u>\$ 636,686</u>	<u>\$ 668,324</u>	<u>\$ 650,466</u>	<u>\$ 664,530</u>

Free Cash Flow (Q3 FY26 and Q3 FY25)

THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES

Free Cash Flow

(unaudited and in thousands)

	Third Quarter	
	2026	2025
Net cash provided by operating activities	\$ 38,338	\$ 4,645
Purchases of property, plant and equipment	(3,789)	(6,921)
Free cash flow	<u>\$ 34,549</u>	<u>\$ (2,276)</u>

Thank You!

