

Hain Celestial Fourth Quarter Fiscal Year 2025 Financial Results



Forward-Looking Statements

This presentation contains forward-looking statements within the meaning of the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Such statements involve risks, uncertainties and assumptions. If the risks or uncertainties ever materialize or the assumptions prove incorrect, our results may differ materially from those expressed or implied by such forward-looking statements. The words “believe,” “expect,” “anticipate,” “may,” “should,” “plan,” “intend,” “potential,” “will” and similar expressions are intended to identify such forward-looking statements. Forward-looking statements include, among other things, our beliefs or expectations relating to our strategy, our future results of operations, our capital and cost structure, 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 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; compliance with our credit agreement and our ability to refinance our indebtedness; 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, warehouse and manufacturing consolidation and other costs, net, and other costs.
- *Adjusted operating income and its related margin*: operating (loss) income before certain litigation expenses, net, plant closure related costs, net, warehouse and manufacturing consolidation and other costs, net, productivity and transformation costs, CEO succession costs, costs associated with acquisitions, divestitures and other transactions, goodwill impairment, intangibles and long-lived asset impairment and other costs.
- *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 certain litigation expenses, net, plant closure related costs, net, warehouse and manufacturing consolidation and other costs, net, productivity and transformation costs, CEO succession costs, costs associated with acquisitions, divestitures and other transactions, (gains) losses on sales of assets, goodwill impairment, intangibles and long-lived asset impairment, unrealized and certain realized currency losses (gains) and other costs, and the related tax effects of such adjustments.
- *Adjusted EBITDA and its related margin*: net loss before net interest expense, income taxes, depreciation and amortization, equity in net loss of equity-method investees, stock-based compensation, net, unrealized and certain realized currency losses (gains), certain litigation expenses, net, plant closure related costs, net, warehouse and manufacturing consolidation and other costs, net, productivity and transformation costs, CEO succession costs, costs associated with acquisitions, divestitures and other transactions, (gains) losses on sales of assets, goodwill impairment, intangibles and long-lived asset impairment and other adjustments.
- *Free cash flow*: net cash (used in) 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
Interim President and CEO



Performance Overview & Decisive Steps

- Disappointing Q4 performance
- **Taking action to optimize cash, deleverage our balance sheet, stabilize sales, and improve profitability**
- Creating greater financial flexibility by **rapidly resetting cost structure** and **eliminating non-strategic spending**
- **Unwinding our global infrastructure** to implement leaner and more nimble regional operating model to **prioritize speed, simplicity, and impact**
- Focused turnaround strategy anchored on **5 actions to win in the marketplace**



5 Actions to Win in the Marketplace



Streamlining the portfolio



Accelerating brand renovation and innovation



Implementing strategic revenue growth management & pricing



Driving productivity and working capital efficiency



Strengthening digital capabilities

Streamlining the Business

Reducing complexity

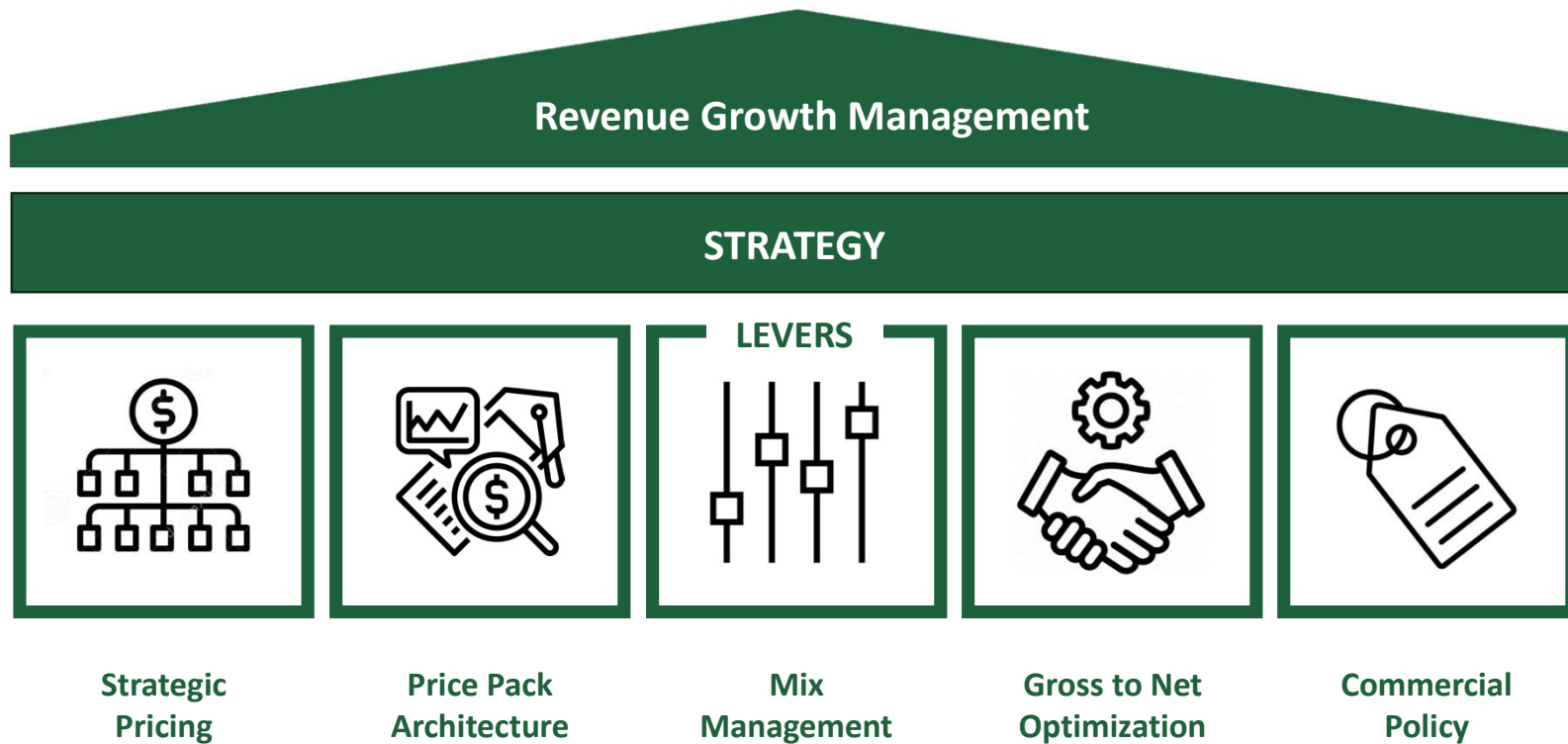
- Portfolio optimization with embedded portfolio management reviews to continuously assess portfolio simplicity
- Exiting or selling businesses where we are structurally disadvantaged



Accelerating Brand Renovation and Innovation

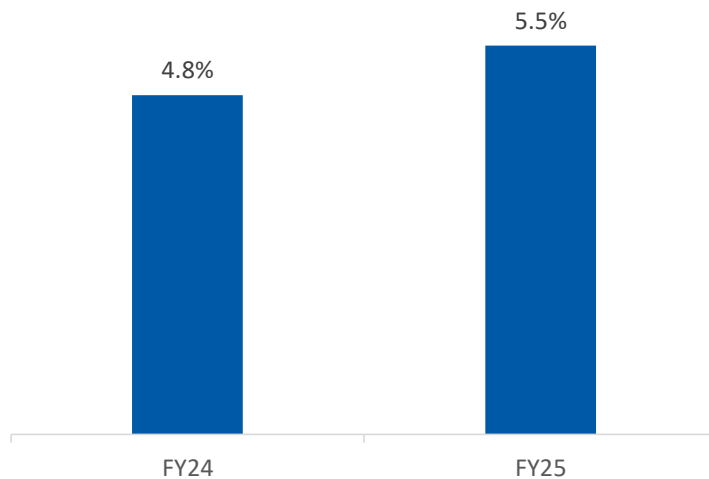


Implementing Strategic Revenue Growth Mgmt. & Pricing



Driving Productivity and Working Capital Efficiency

Productivity
(% of COGS)



Working Capital

Accounts Payable

- Overdelivered in FY25
- Further improvement expected in FY26

Inventory

- Material reduction expected in FY26

Cash Generation



Strengthening Digital Capabilities

Two areas of focus to increase efficiency, profitability and connectivity

E-Commerce

Assortment

Content

Visibility

Conversion

Digital & Social Marketing

Digital First
Approach

Improved ROI with
“Always On” Social

Summary

- Disappointing Q4 performance
- **Taking action to optimize cash, deleverage our balance sheet, stabilize sales, and improve profitability**
- Creating greater financial flexibility by **rapidly resetting cost structure and eliminating non-strategic spending**
- **Unwinding our global infrastructure** to implement leaner and more nimble regional operating model to **prioritize speed, simplicity, and impact**
- Focused turnaround strategy anchored on **5 actions to win in the marketplace**

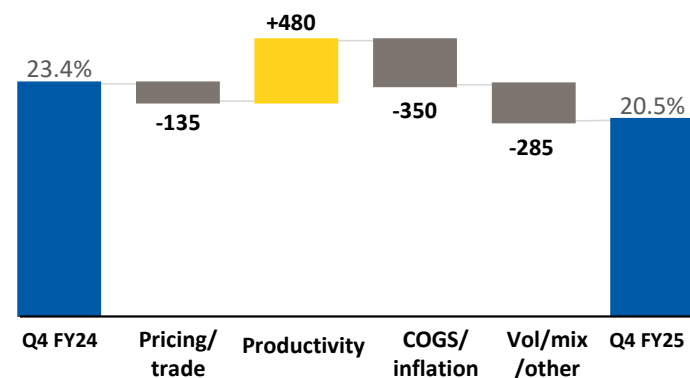
Lee Boyce
Chief Financial Officer



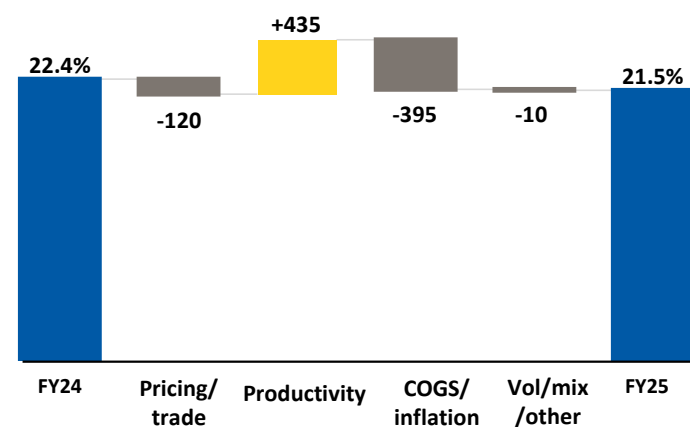
Performance Summary

\$'s in millions	Q4 2025	Q4 2025 vs. LY	FY 2025	FY 2025 vs. LY
Net Sales	\$363	-13%	\$1,560	-10%
Organic Net Sales	\$332	-11%	\$1,444	-7%
Adjusted Gross Margin	20.5%	-290 bps	21.5%	-90 bps
Adjusted EBITDA	\$20	-50%	\$114	-26%
Adjusted EBITDA Margin	5.5%	-400 bps	7.3%	-160 bps
Adjusted Net Income	-\$2	NM	\$8	-73%
Adjusted EPS	-\$0.02	NM	\$0.09	-73%

Adjusted Gross Margin Bridge Q4 FY25



Adjusted Gross Margin Bridge FY25



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

Q4 FY25 Segment Results – North America

-14%

Organic Net Sales
(\$'s millions)

\$215

\$184

Q4 FY24

Q4 FY25

-340 bps

Adjusted Gross Margin

22.6%

19.2%

Q4 FY24

Q4 FY25

-50%

Adjusted EBITDA
(\$'s millions)

\$21

\$10

Q4 FY24

Q4 FY25



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

Q4 FY25 Segment Results – International

-6%

Organic Net Sales
(\$'s millions)

\$158

\$148

Q4 FY24

Q4 FY25

-270 bps

Adjusted Gross Margin

24.8%

22.1%

Q4 FY24

Q4 FY25

-23%

Adjusted EBITDA
(\$'s millions)

\$27

\$21

Q4 FY24

Q4 FY25



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

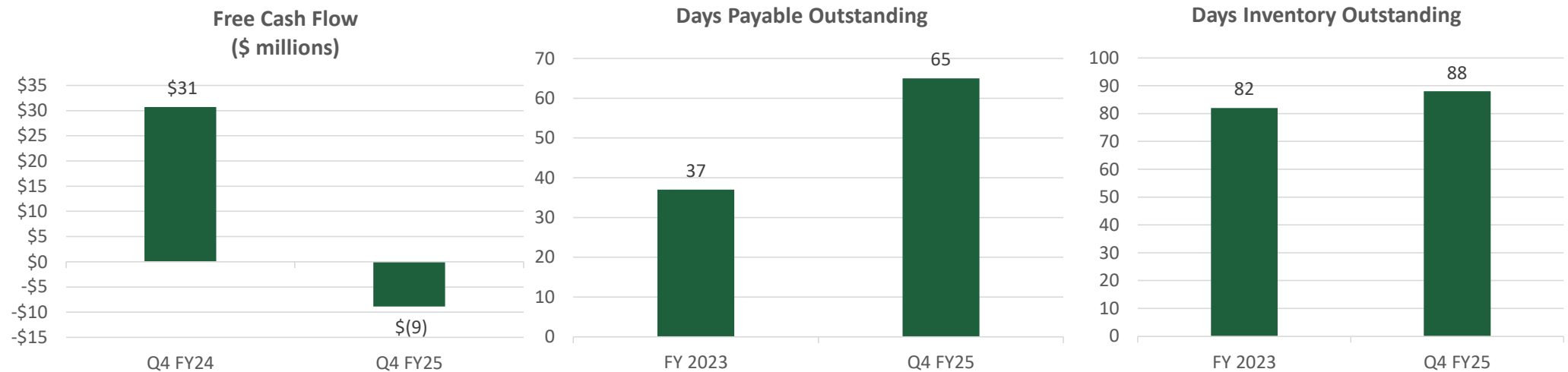
Category Performance

Organic Net Sales	Q4 FY25 \$'s in millions	Q4 FY25 vs. LY
Snacks	\$93	-19%
Baby & Kids	\$58	-9%
Beverages	\$54	-3%
Meal Prep	\$127	-8%



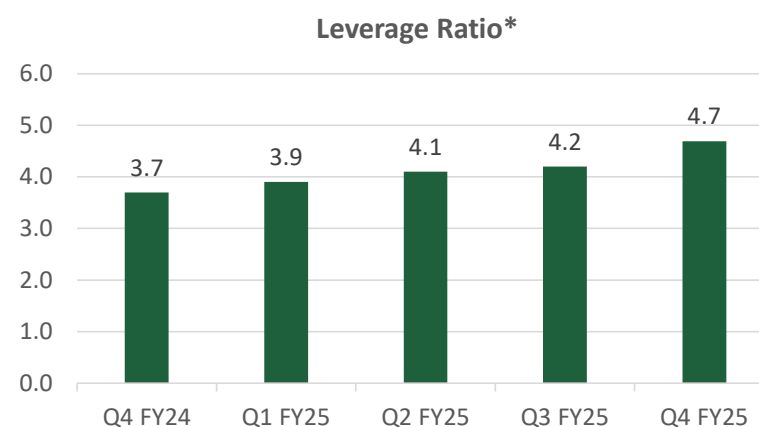
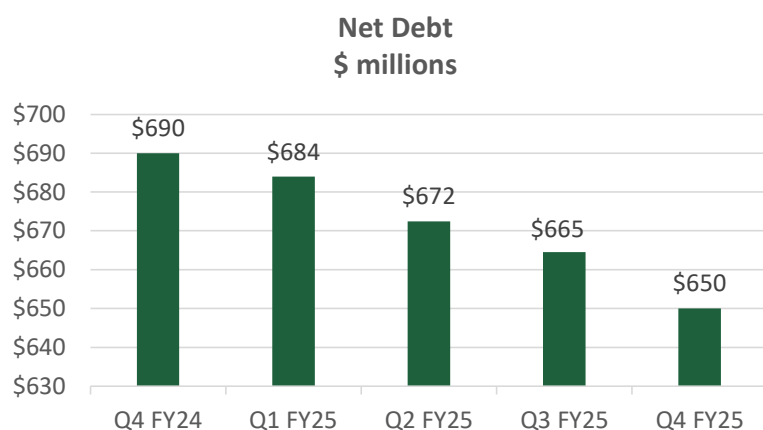
See Appendix for reconciliation between non-GAAP and comparable GAAP financial measures.

Free Cash Flow And Working Capital Mgmt.



**Continued Progress Towards FY27 DPO Target of 70+ Days
Opportunity for Improvement in Days Inventory Outstanding**

Continued Improvement In Net Debt



Reduced Net Debt by \$14 Million in Q4
Long-Term Leverage Ratio Goal of <3x



** Credit agreement consolidated secured leverage ratio*

Note: maximum consolidated secured leverage ratio under our credit agreement is 5.5x for the quarter ending 9/30/2025 and thereafter

Outlook

- **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 expect aggressive cost cutting and execution against our 5 actions to win in the marketplace to drive stronger top- and bottom-line results in 2H FY26 as compared to 1H FY26**
- **We expect Q1 FY26 net sales and adjusted EBITDA to look similar to that in Q4 FY25 on an absolute basis**
- **We expect free cash flow in Q1 FY26 to be an outflow, due to typical seasonality, and to be positive in FY26**

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.

Q&A



Appendix



Net Sales, Gross Profit, Adjusted Gross Profit & Adjusted EBITDA by Segment (Q4 FY25 and Q4 FY24)

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

	North America	International	Corporate/Other	Hain Consolidated
Net Sales				
Net sales - Q4 FY25	\$ 205,790	\$ 157,558	\$ -	\$ 363,348
Net sales - Q4 FY24	\$ 259,695	\$ 159,104	\$ -	\$ 418,799
% change - FY25 net sales vs. FY24 net sales	(20.8)%	(1.0)%		(13.2)%
Gross Profit				
Q4 FY25				
Gross profit	\$ 39,522	\$ 34,824	\$ -	\$ 74,346
Non-GAAP adjustments ⁽¹⁾	(15)	-	-	(15)
Adjusted gross profit	\$ 39,507	\$ 34,824	\$ -	\$ 74,331
% change - FY25 gross profit vs. FY24 gross profit	(32.5)%	(11.7)%		(24.1)%
% change - FY25 adjusted gross profit vs. FY24 adjusted gross profit	(32.6)%	(11.7)%		(24.1)%
Gross margin	19.2%	22.1%		20.5%
Adjusted gross margin	19.2%	22.1%		20.5%
Q4 FY24				
Gross profit	\$ 58,574	\$ 39,429	\$ -	\$ 98,003
Non-GAAP adjustments ⁽¹⁾	-	(12)	-	(12)
Adjusted gross profit	\$ 58,574	\$ 39,417	\$ -	\$ 97,991
Gross margin	22.6%	24.8%		23.4%
Adjusted gross margin	22.6%	24.8%		23.4%
Adjusted EBITDA				
Q4 FY25				
Adjusted EBITDA	\$ 10,398	\$ 20,938	\$ (11,430)	\$ 19,906
% change - FY25 adjusted EBITDA vs. FY24 adjusted EBITDA	(50.2)%	(22.5)%	(36.5)%	(49.7)%
Adjusted EBITDA margin	5.1%	13.3%		5.5%
Q4 FY24				
Adjusted EBITDA	\$ 20,900	\$ 27,020	\$ (8,376)	\$ 39,544
Adjusted EBITDA margin	8.0%	17.0%		9.4%

⁽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 (FY25 and FY24)

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

	North America	International	Corporate/Other	Hain Consolidated
Net Sales				
Net sales - Q4 FY25 YTD	\$ 888,626	\$ 671,154	\$ -	\$ 1,559,780
Net sales - Q4 FY24 YTD	\$ 1,055,527	\$ 680,759	\$ -	\$ 1,736,286
% change - FY25 net sales vs. FY24 net sales	(15.8)%	(1.4)%		(10.2)%
Gross Profit				
Q4 FY25 YTD				
Gross profit	\$ 192,910	\$ 141,148	\$ -	\$ 334,058
Non-GAAP adjustments ⁽¹⁾	1,764	-	-	1,764
Adjusted gross profit	\$ 194,674	\$ 141,148	\$ -	\$ 335,822
% change - FY25 gross profit vs. FY24 gross profit	(16.4)%	(6.0)%		(12.3)%
% change - FY25 adjusted gross profit vs. FY24 adjusted gross profit	(18.5)%	(6.5)%		(13.8)%
Gross margin	21.7%	21.0%		21.4%
Adjusted gross margin	21.9%	21.0%		21.5%
Q4 FY24 YTD				
Gross profit	\$ 230,689	\$ 150,143	\$ -	\$ 380,832
Non-GAAP adjustments ⁽¹⁾	8,157	804	-	8,961
Adjusted gross profit	\$ 238,846	\$ 150,947	\$ -	\$ 389,793
Gross margin	21.9%	22.1%		21.9%
Adjusted gross margin	22.6%	22.2%		22.4%
Adjusted EBITDA				
Q4 FY25 YTD				
Adjusted EBITDA	\$ 65,470	\$ 86,000	\$ (37,681)	\$ 113,789
% change - FY25 adjusted EBITDA vs. FY24 adjusted EBITDA	(33.7)%	(9.4)%	3.8%	(26.4)%
Adjusted EBITDA margin	7.4%	12.8%		7.3%
Q4 FY24 YTD				
Adjusted EBITDA	\$ 98,728	\$ 94,974	\$ (39,180)	\$ 154,522
Adjusted EBITDA margin	9.4%	14.0%		8.9%

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

Adjusted Gross Profit, Adjusted Operating Income, Adjusted Net (Loss) Income and Adjusted Net (Loss) Income per Diluted Share (Q4 and Year to Date FY25 and FY24)

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:

	Fourth Quarter		Fourth Quarter Year to Date	
	2025	2024	2025	2024
Gross profit, GAAP	\$ 74,346	\$ 98,003	\$ 334,058	\$ 380,832
<i>Adjustments to Cost of sales:</i>				
Plant closure related costs, net	(15)	(12)	1,380	6,523
Warehouse/manufacturing consolidation and other costs, net	-	-	384	995
Other	-	-	-	1,443
Gross profit, as adjusted	\$ 74,331	\$ 97,991	\$ 335,822	\$ 389,793

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

	Fourth Quarter		Fourth Quarter Year to Date	
	2025	2024	2025	2024
Operating (loss) income, GAAP	\$ (251,678)	\$ 12,012	\$ (461,603)	\$ (18,948)
<i>Adjustments to Cost of sales:</i>				
Plant closure related costs, net	(15)	(12)	1,380	6,523
Warehouse/manufacturing consolidation and other costs, net	-	-	384	995
Other	-	-	-	1,443
<i>Adjustments to Operating expenses^(a):</i>				
Goodwill impairment	227,364	-	428,882	-
Intangibles and long-lived asset impairment	24,911	5,357	66,940	76,143
Productivity and transformation costs	5,033	7,294	21,530	27,741
CEO succession	4,774	-	4,774	-
Certain litigation expenses, net ^(b)	1,219	3,189	3,473	7,262
Transaction and integration costs, net	86	(316)	(488)	(34)
Plant closure related costs, net	1	(25)	(165)	154
Operating income, as adjusted	\$ 11,695	\$ 27,499	\$ 65,107	\$ 101,279

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

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

Adjusted Gross Profit, Adjusted Operating Income, Adjusted Net (Loss) Income and Adjusted Net (Loss) Income per Diluted Share (Q4 and Year to Date FY25 and FY24) 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:

	Fourth Quarter		Fourth Quarter Year to Date	
	2025	2024	2025	2024
Net loss, GAAP	\$ (272,615)	\$ (2,937)	\$ (530,841)	\$ (75,042)
<i>Adjustments to Cost of sales:</i>				
Plant closure related costs, net	(15)	(12)	1,380	6,523
Warehouse/manufacturing consolidation and other costs, net	-	-	384	995
Other	-	-	-	1,443
<i>Adjustments to Operating expenses ^(a):</i>				
Goodwill impairment	227,364	-	428,882	-
Intangibles and long-lived asset impairment	24,911	5,357	66,940	76,143
Productivity and transformation costs	5,033	7,294	21,530	27,741
CEO succession	4,774	-	4,774	-
Certain litigation expenses, net ^(b)	1,219	3,189	3,473	7,262
Transaction and integration costs, net	86	(316)	(488)	(34)
Plant closure related costs, net	1	(25)	(165)	154
<i>Adjustments to Interest and other expense, net ^(c):</i>				
(Gain) loss on sale of assets	(5,396)	4,322	(3,194)	4,384
Unrealized and certain realized currency losses (gains)	3,116	(74)	3,941	9
<i>Adjustments to Provision (benefit) for income taxes:</i>				
Net tax impact of non-GAAP adjustments	9,838	(5,466)	11,453	(19,605)
Net (loss) income, as adjusted	<u>\$ (1,684)</u>	<u>\$ 11,332</u>	<u>\$ 8,069</u>	<u>\$ 29,973</u>
Net loss margin	(75.0)%	(0.7)%	(34.0)%	(4.3)%
Adjusted net (loss) income margin	(0.5)%	2.7%	0.5%	1.7%
Diluted shares used in the calculation of net loss per common share:	89,024	89,845	90,127	89,750
Diluted shares used in the calculation of adjusted net (loss) income per common share:	89,024	89,965	90,380	89,923
Diluted net loss per common share, GAAP	\$ (3.06)	\$ (0.03)	\$ (5.89)	\$ (0.84)
Diluted net (loss) income per common share, as adjusted	\$ (0.02)	\$ 0.13	\$ 0.09	\$ 0.33

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

^(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, (gain) loss on sale of assets, unrealized and certain realized currency losses (gains), and other expense, net.

Organic Net Sales by Segment (Q4 and Year to Date FY25 and FY24)

THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES

Organic Net Sales Growth by Segment

(unaudited and in thousands)

Q4 FY25	North America	International	Hain Consolidated
Net sales	\$ 205,790	\$ 157,558	\$ 363,348
Less: Impact of divestitures, held for sale businesses, discontinued brands and exited product categories	21,976	935	22,911
Less: Impact of foreign currency exchange	(224)	8,353	8,129
Organic net sales	<u>\$ 184,038</u>	<u>\$ 148,270</u>	<u>\$ 332,308</u>
 Q4 FY24			
Net sales	\$ 259,695	\$ 159,104	\$ 418,799
Less: Impact of divestitures, held for sale businesses, discontinued brands and exited product categories	44,787	1,508	46,295
Organic net sales	<u>\$ 214,908</u>	<u>\$ 157,596</u>	<u>\$ 372,504</u>
 Net sales decline	(20.8)%	(1.0)%	(13.2)%
Less: Impact of divestitures, held for sale businesses, discontinued brands and exited product categories	(6.3)%	(0.4)%	(4.3)%
Less: Impact of foreign currency exchange	(0.1)%	5.3%	1.9%
Organic net sales decline	<u>(14.4)%</u>	<u>(5.9)%</u>	<u>(10.8)%</u>
 Q4 FY25 YTD			
Net sales	\$ 888,626	\$ 671,154	\$ 1,559,780
Less: Impact of divestitures, held for sale businesses, discontinued brands and exited product categories	101,789	2,771	104,560
Less: Impact of foreign currency exchange	(2,074)	13,691	11,617
Organic net sales	<u>\$ 788,911</u>	<u>\$ 654,692</u>	<u>\$ 1,443,603</u>
 Q4 FY24 YTD			
Net sales	\$ 1,055,527	\$ 680,759	\$ 1,736,286
Less: Impact of divestitures, held for sale businesses, discontinued brands and exited product categories	186,979	4,709	191,688
Organic net sales	<u>\$ 868,548</u>	<u>\$ 676,050</u>	<u>\$ 1,544,598</u>
 Net sales decline	(15.8)%	(1.4)%	(10.2)%
Less: Impact of divestitures, held for sale businesses, discontinued brands and exited product categories	(6.4)%	(0.2)%	(4.4)%
Less: Impact of foreign currency exchange	(0.2)%	2.0%	0.7%
Organic net sales decline	<u>(9.2)%</u>	<u>(3.2)%</u>	<u>(6.5)%</u>

Organic Net Sales by Category (Q4 and Year to Date FY25 and FY24)

THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES

Organic Net Sales Growth by Category

(unaudited and in thousands)

						Hain
	Snacks	Baby & Kids	Beverages	Meal Prep	Personal Care	Consolidated
Q4 FY25						
Net sales	\$ 93,324	\$ 59,327	\$ 55,783	\$ 140,196	\$ 14,718	\$ 363,348
Less: Impact of divestitures, held for sale businesses, discontinued brands and exited product categories	131	(26)	-	8,088	14,718	22,911
Less: Impact of foreign currency exchange	312	1,501	1,648	4,668	-	8,129
Organic net sales	<u>\$ 92,881</u>	<u>\$ 57,852</u>	<u>\$ 54,135</u>	<u>\$ 127,440</u>	<u>\$ -</u>	<u>\$ 332,308</u>
Q4 FY24						
Net sales	\$ 121,143	\$ 64,022	\$ 55,892	\$ 149,113	\$ 28,629	\$ 418,799
Less: Impact of divestitures, held for sale businesses, discontinued brands and exited product categories	6,339	205	-	11,122	28,629	46,295
Organic net sales	<u>\$ 114,804</u>	<u>\$ 63,817</u>	<u>\$ 55,892</u>	<u>\$ 137,991</u>	<u>\$ -</u>	<u>\$ 372,504</u>
Net sales decline	(23.0)%	(7.3)%	(0.2)%	(6.0)%	(48.6)%	(13.2)%
Less: Impact of divestitures, held for sale businesses, discontinued brands and exited product categories	(4.2)%	(0.3)%	0.0%	(1.5)%	n/a	(4.3)%
Less: Impact of foreign currency exchange	0.3%	2.3%	2.9%	3.1%	n/a	1.9%
Organic net sales decline	<u>(19.1)%</u>	<u>(9.3)%</u>	<u>(3.1)%</u>	<u>(7.6)%</u>	<u>n/a</u>	<u>(10.8)%</u>
Q4 FY25 YTD						Hain
	Snacks	Baby & Kids	Beverages	Meal Prep	Personal Care	Consolidated
Net sales	\$ 371,012	\$ 241,552	\$ 245,147	\$ 639,507	\$ 62,562	\$ 1,559,780
Less: Impact of divestitures, held for sale businesses, discontinued brands and exited product categories	4,071	178	-	37,749	62,562	104,560
Less: Impact of foreign currency exchange	(519)	2,632	709	8,795	-	11,617
Organic net sales	<u>\$ 367,460</u>	<u>\$ 238,742</u>	<u>\$ 244,438</u>	<u>\$ 592,963</u>	<u>\$ -</u>	<u>\$ 1,443,603</u>
Q4 FY24 YTD						
Net sales	\$ 463,261	\$ 252,480	\$ 253,008	\$ 662,117	\$ 105,420	\$ 1,736,286
Less: Impact of divestitures, held for sale businesses, discontinued brands and exited product categories	38,095	1,615	-	46,558	105,420	191,688
Organic net sales	<u>\$ 425,166</u>	<u>\$ 250,865</u>	<u>\$ 253,008</u>	<u>\$ 615,559</u>	<u>\$ -</u>	<u>\$ 1,544,598</u>
Net sales decline	(19.9)%	(4.3)%	(3.1)%	(3.4)%	(40.7)%	(10.2)%
Less: Impact of divestitures, held for sale businesses, discontinued brands and exited product categories	(6.2)%	(0.5)%	0.0%	(1.0)%	n/a	(4.4)%
Less: Impact of foreign currency exchange	(0.1)%	1.0%	0.3%	1.3%	n/a	0.7%
Organic net sales decline	<u>(13.6)%</u>	<u>(4.8)%</u>	<u>(3.4)%</u>	<u>(3.7)%</u>	<u>n/a</u>	<u>(6.5)%</u>

Adjusted EBITDA (Q4 and Year to Date FY25 and FY24)

THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES

Adjusted EBITDA

(unaudited and in thousands)

	Fourth Quarter		Fourth Quarter Year to Date	
	2025	2024	2025	2024
Net loss	\$ (272,615)	\$ (2,937)	\$ (530,841)	\$ (75,042)
Depreciation and amortization	11,357	10,305	44,259	44,665
Equity in net loss of equity-method investees	104	210	1,813	2,581
Interest expense, net	11,689	12,954	47,773	54,232
Provision (benefit) for income taxes	9,551	(3,292)	15,297	(7,820)
Stock-based compensation, net	(1,273)	2,569	8,149	12,704
Unrealized and certain realized currency losses (gains)	3,116	(74)	3,823	17
Certain litigation expenses, net ^(a)	1,219	3,189	3,473	7,262
Restructuring activities				
Productivity and transformation costs	5,033	7,294	21,530	27,741
CEO succession	4,774	-	4,774	-
Plant closure related costs, net	(14)	(37)	1,215	5,251
Warehouse/manufacturing consolidation and other costs, net	-	-	384	995
Acquisitions, divestitures and other				
(Gain) loss on sale of assets	(5,396)	4,322	(3,194)	4,384
Transaction and integration costs, net	86	(316)	(488)	(34)
Impairment charges				
Goodwill impairment	227,364	-	428,882	-
Intangibles and long-lived asset impairment	24,911	5,357	66,940	76,143
Other	-	-	-	1,443
Adjusted EBITDA	<u>\$ 19,906</u>	<u>\$ 39,544</u>	<u>\$ 113,789</u>	<u>\$ 154,522</u>

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

Net Debt (Q4 FY25 – Q4 FY24)

THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES

Net Debt

(unaudited and in thousands)

	<u>June 30, 2025</u>	<u>March 31, 2025</u>	<u>December 31, 2024</u>	<u>September 30, 2024</u>	<u>June 30, 2024</u>
Debt					
Long-term debt, less current portion	\$ 697,168	\$ 701,401	\$ 721,076	\$ 732,799	\$ 736,523
Current portion of long-term debt	7,653	7,554	7,564	7,567	7,569
Total debt	704,821	708,955	728,640	740,366	744,092
Less: Cash and cash equivalents	54,355	44,425	56,200	56,853	54,307
Net debt	<u>\$ 650,466</u>	<u>\$ 664,530</u>	<u>\$ 672,440</u>	<u>\$ 683,513</u>	<u>\$ 689,785</u>

Free Cash Flow (Q4 and Year to Date FY25 and FY24)

THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES

Free Cash Flow

(unaudited and in thousands)

	Fourth Quarter		Fourth Quarter Year to Date	
	2025	2024	2025	2024
Net cash (used in) provided by operating activities	\$ (2,648)	\$ 39,396	\$ 22,115	\$ 116,355
Purchases of property, plant and equipment	(6,224)	(8,692)	(25,284)	(33,461)
Free cash flow	<u>\$ (8,872)</u>	<u>\$ 30,704</u>	<u>\$ (3,169)</u>	<u>\$ 82,894</u>

Thank You!

