

# Hain Celestial Third Quarter Fiscal Year 2025 Financial Results



# Forward-Looking Statements

This presentation contains forward-looking statements within the meaning of the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Such statements involve risks, uncertainties and assumptions. If the risks or uncertainties ever materialize or the assumptions prove incorrect, our results may differ materially from those expressed or implied by such forward-looking statements. The words "believe," "expect," "anticipate," "may," "should," "plan," "intend," "potential," "will" and similar expressions are intended to identify such forward-looking statements. Forward-looking statements include, among other things: our beliefs or expectations relating to our future performance, results of operations and financial condition, including statements related to the reevaluation of our strategy, our ability to evolve and position Hain for long-term sustainable growth, expectations regarding organic net sales trends, the effectiveness of our marketing, promotional, distribution and investment initiatives, our ability to capitalize on new opportunities, our ability to drive growth and create value for shareholders 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; our ability to manage our supply chain effectively (including as a result of U.S. government tariffs and the imposition of any counter-tariffs); input cost inflation, including with respect to freight and other distribution costs; disruption of operations at our manufacturing facilities; reliance on independent contract manufacturers; changes to consumer preferences; customer concentration; our ability to execute our cost reduction initiatives and related strategic initiatives; impairments in the carrying value of goodwill or other intangible assets; reliance on independent distributors; risks associated with operating internationally; the availability of organic ingredients; risks associated with outsourcing arrangements; risks associated with geopolitical conflicts or events; our ability to identify and complete acquisitions or divestitures and our level of success in integrating acquisitions; our reliance on independent certification for a number of our products; our ability to attract and retain highly skilled people; risks related to tax matters, including changes in tax policy, tariffs, or import and export controls; the reputation of our company and our brands; our ability to use and protect trademarks; foreign currency exchange risk; general economic conditions; compliance with our credit agreement; cybersecurity incidents; disruptions to information technology systems; the impact of climate change and related disclosure regulations; liabilities, claims or regulatory change with respect to environmental matters; pending and future litigation, including litigation relating to Earth's Best® baby food products; potential liability if our products cause illness or physical harm; the highly regulated environment in which we operate; compliance with data privacy laws; the adequacy of our insurance coverage; and other risks and matters described in our most recent Annual Report on Form 10-K and our other filings from time to time with the U.S. Securities and Exchange Commission.

We undertake no obligation to update forward-looking statements to reflect actual results or changes in assumptions or circumstances, except as required by applicable law.



# Non-GAAP Financial Measures

This presentation includes non-GAAP financial measures, including, among others, organic net sales; adjusted gross profit and its related margin; adjusted operating income and its related margin; adjusted net income and its related margin; diluted net income per common share, as adjusted; adjusted EBITDA and its related margin; free cash flow; and net debt. The reconciliations of historic non-GAAP financial measures to the comparable GAAP financial measures are provided in the tables below. These non-GAAP financial measures should not be considered in isolation or as a substitute for the comparable GAAP measures. In addition, these non-GAAP measures may not be the same as similar measures provided by other companies due to potential differences in methods of calculation and items being excluded. They should be read only in connection with the company's consolidated financial statements presented in accordance with GAAP.

We define our non-GAAP financial measures as follows:

- Organic net sales: net sales excluding the impact of acquisitions, divestitures, 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 before certain litigation expenses, net, plant closure related costs, net, warehouse and manufacturing consolidation and other costs, net, productivity and transformation costs, costs associated with acquisitions, divestitures and other transactions, goodwill impairment, long-lived asset and intangibles impairment and other costs.
- Adjusted net income and its related margin and diluted net income per common share, as adjusted: net loss, adjusted to exclude the impact of certain litigation expenses, net, plant closure related costs, net, warehouse and manufacturing consolidation and other costs, net, productivity and transformation costs, costs associated with acquisitions, divestitures and other transactions, (gains) losses on sales of assets, goodwill impairment, long-lived asset and intangibles impairment, unrealized 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 currency losses, certain litigation expenses, net, plant closure related costs, net, warehouse and manufacturing consolidation and other costs, net, productivity and transformation costs, costs associated with acquisitions, divestitures and other transactions, (gains) losses on sales of assets, goodwill impairment, long-lived asset and intangibles impairment and other adjustments.
- Free cash flow: net cash provided by operating activities less purchases of property, plant and equipment.
- Net debt: total debt less cash and cash equivalents.

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

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



**Dawn Zier**  
**Chair of the Board**



# Strategic Announcements

1. Leadership Transition
2. Formal Review of Company Portfolio



# **Alison Lewis**

## **Interim President and CEO**





**Lee Boyce**  
**Chief Financial Officer**



# Q3 FY25 Performance Challenges We're Addressing

## Snacks

- Underperformance in promotional activity and continued category softness

## Earth's Best

- Delayed timing on formula recovery

## Celestial Seasonings

- Service issues at the start of tea season, consumption recovered in Q3

## Trade Investment & Inflation

- Pricing not on pace to offset inflation



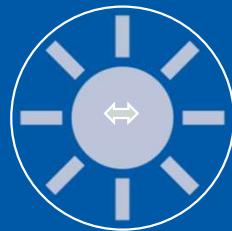
# Q3 Progress Made



International  
returning to  
growth



Sequential  
improvement  
in organic net  
sales trends



Return to  
consumption  
growth in  
Celestial  
Seasonings



Productivity  
and efficiency  
savings



Ongoing  
reduction of  
working  
capital



# Focused On 5 Key Drivers to Shift Performance



**Simplifying our business**



**Accelerating brand renovation and innovation**



**Implementing strategic revenue growth management & pricing**



**Driving productivity and working capital reduction**

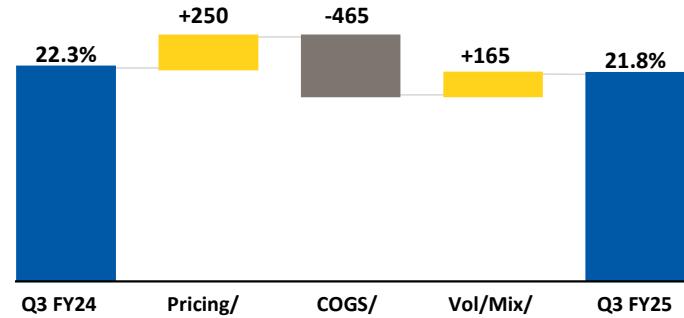


**Strengthening digital capabilities**

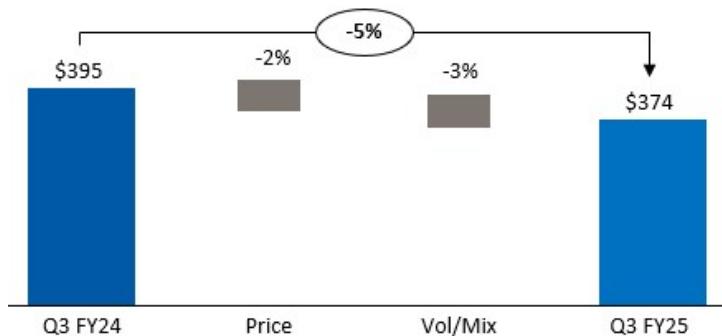
# Performance Summary

\$'s in millions	Q3 FY25	Q3 FY25 vs. LY
<b>Net Sales</b>	\$390	-11%
<b>Organic Net Sales</b>	\$374	-5%
<b>Adjusted Gross Margin</b>	21.8%	-50 bps
<b>Adjusted EBITDA</b>	\$34	-23%
<b>Adjusted EBITDA Margin</b>	8.6%	-140 bps
<b>Adjusted Net Income</b>	\$6	-46%
<b>Adjusted Earnings per Share</b>	\$0.07	-46%

## Adjusted Gross Margin Bridge

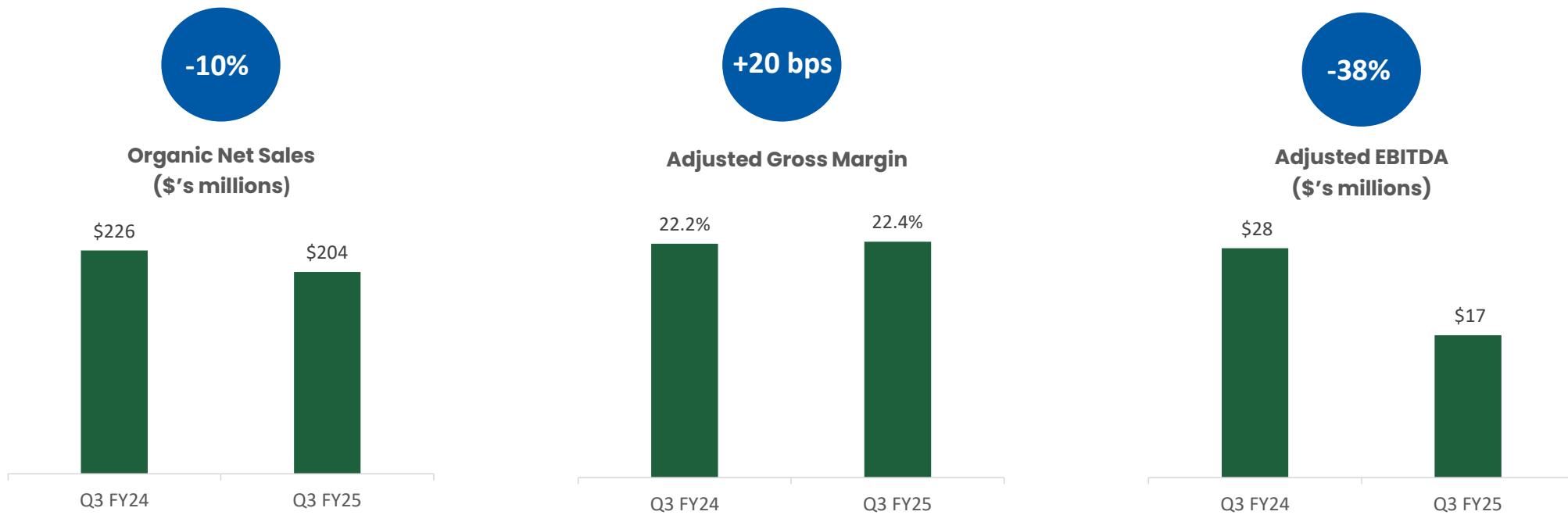


## Organic Net Sales Growth Decomposition (\$'s millions)



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

# Q3 FY25 Segment Results – North America



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



# Q3 FY25 Segment Results – International

+0.5%

Organic Net Sales  
(\$'s millions)

\$169      \$170

Q3 FY24

Q3 FY25

-130 bps

Adjusted Gross Margin

22.4%      21.1%

Q3 FY24

Q3 FY25

-10%

Adjusted EBITDA  
(\$'s millions)

\$25      \$22

Q3 FY24

Q3 FY25



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

# Category Performance

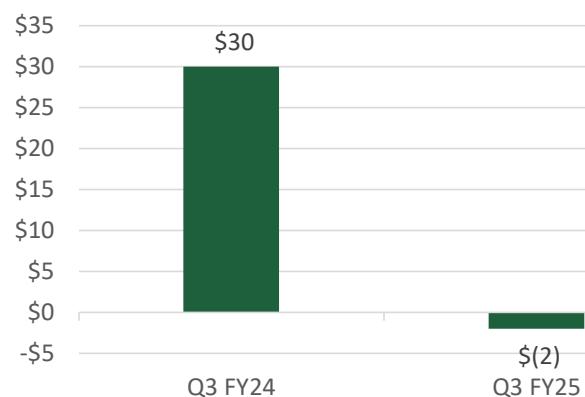
Organic Net Sales	Q3 FY25 \$'s in millions	Q3 FY25 vs. LY
<b>Snacks</b>	\$89	-13%
<b>Baby &amp; Kids</b>	\$60	-6%
<b>Beverages</b>	\$64	-7%
<b>Meal Prep</b>	\$161	1%



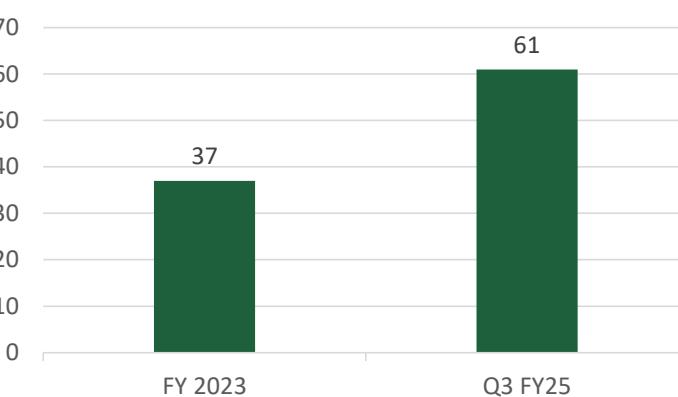
See Appendix for reconciliation between non-GAAP and comparable GAAP financial measures.

# Free Cash Flow And Working Capital Mgmt.

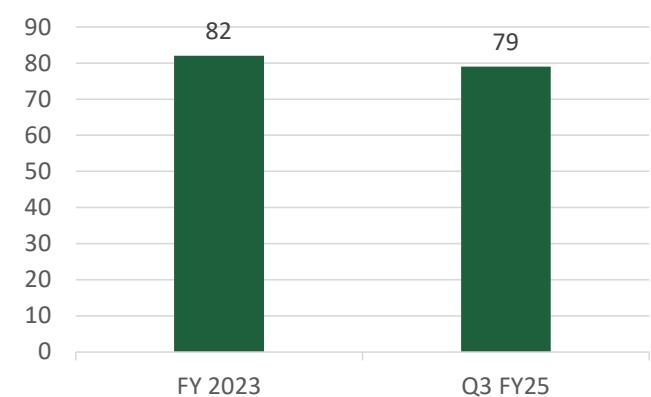
**Free Cash Flow**  
(\$ millions)



**Days Payable Outstanding**  
Improvement from FY23



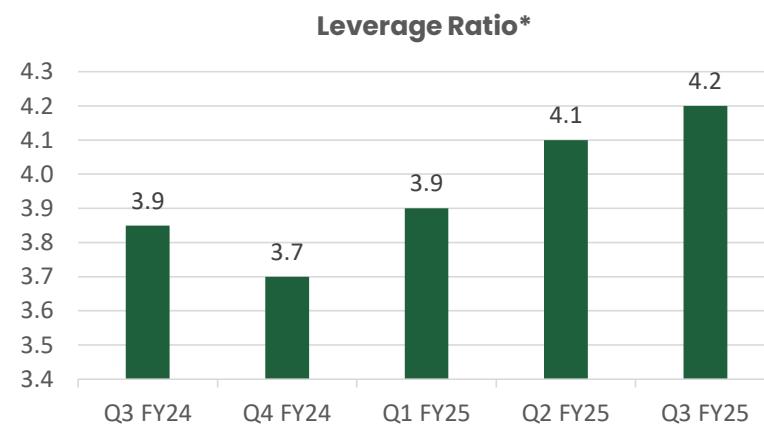
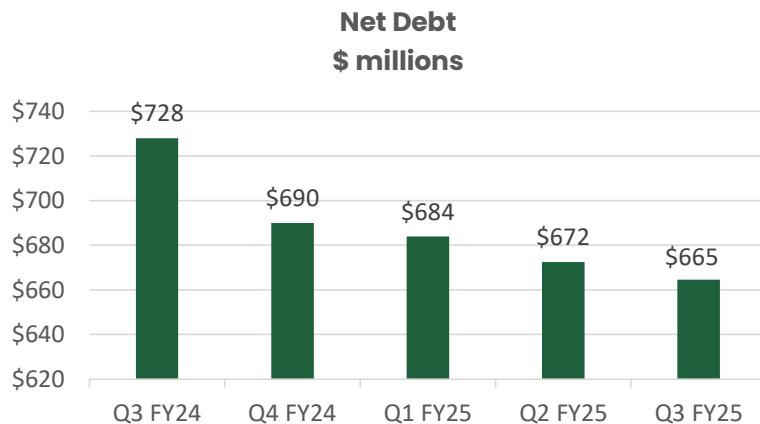
**Days Inventory Outstanding**  
Improvement from FY23



**Progress Towards FY27 Targets**

**70+ Days Payable Outstanding and 55 Days Inventory Outstanding**

# Continued Improvement In Net Debt



**Reduced Net Debt by \$8 Million in Q3  
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 4.75x for the quarter ending 6/30/2025 through (and including) the quarter ending 3/31/2026, 4.50x for the quarter ending 6/30/2026, and 4.25x for the quarter ending 9/30/2026 and thereafter.

# In Region Production Makes Hain Less Subject To Tariffs



# Revising Full Year Guidance

	<b>FY25 Guidance</b>
<b>Organic Net Sales Growth</b>	Approx. -5% to -6%
<b>Adjusted EBITDA</b>	Approx. \$125 million
<b>Gross Margin</b>	Approx. 21.5%
<b>Free Cash Flow</b>	Approx. \$40 million

## Notes:

- Our current estimate of baseline organic net sales for FY24 is \$1,495 million
  - Q1 FY24: \$384
  - Q2 FY24: \$414
  - Q3 FY24: \$395
  - Q4 FY24: \$380
- Q1 FY25: \$365
- Q2 FY25: \$391
- Q3 FY25: \$374

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

- Positioning as **pure-play better-for-you company** particularly relevant in today's dynamic regulatory environment
- Solid business foundation with **strong productivity delivery, positive free cash flow profile, reduction in debt**
- **Key drivers to shift performance:**
  - Simplifying business
  - Accelerating brand renovation and innovation
  - Implementing strategic RGM and pricing actions
  - Driving productivity and cost reduction
  - Strengthening digital capabilities
- Launching formal process to review portfolio to **maximize shareholder value**



# Q&A



# Appendix



# Net Sales, Gross Profit, Adjusted Gross Profit & Adjusted EBITDA by Segment (Q3 FY25 and Q3 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
<b>Net Sales</b>				
Net sales - Q3 FY25	\$ 222,407	\$ 167,944	\$ -	\$ 390,351
Net sales - Q3 FY24	\$ 268,107	\$ 170,251	\$ -	\$ 438,358
% change - FY25 net sales vs. FY24 net sales	(17.0)%	(1.4)%		(11.0)%
<b>Gross Profit</b>				
Q3 FY25				
Gross profit	\$ 49,178	\$ 35,472	\$ -	\$ 84,650
Non-GAAP adjustments <sup>(1)</sup>	592	-	-	592
Adjusted gross profit	\$ 49,770	\$ 35,472	\$ -	\$ 85,242
% change - FY25 gross profit vs. FY24 gross profit	(17.0)%	(5.2)%		(12.4)%
% change - FY25 adjusted gross profit vs. FY24 adjusted gross profit	(16.6)%	(7.0)%		(12.8)%
Gross margin	22.1%	21.1%		21.7%
Adjusted gross margin	22.4%	21.1%		21.8%
Q3 FY24				
Gross profit	\$ 59,237	\$ 37,434	\$ -	\$ 96,671
Non-GAAP adjustments <sup>(1)</sup>	406	691	-	1,097
Adjusted gross profit	\$ 59,643	\$ 38,125	\$ -	\$ 97,768
Gross margin	22.1%	22.0%		22.1%
Adjusted gross margin	22.2%	22.4%		22.3%
<b>Adjusted EBITDA</b>				
Q3 FY25				
Adjusted EBITDA	\$ 17,306	\$ 22,166	\$ (5,857)	\$ 33,615
% change - FY25 adjusted EBITDA vs. FY24 adjusted EBITDA	(37.9)%	(9.7)%	32.4%	(23.2)%
Adjusted EBITDA margin	7.8%	13.2%		8.6%
Q3 FY24				
Adjusted EBITDA	\$ 27,883	\$ 24,547	\$ (8,668)	\$ 43,762
Adjusted EBITDA margin	10.4%	14.4%		10.0%

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

# Adjusted Gross Profit, Adjusted Operating Income, Adjusted Net Income and Adjusted Net Income per Diluted Share (Q3 FY25 and Q3 FY24)

## THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES

### Adjusted Gross Profit, Adjusted Operating Income, Adjusted Net Income and Adjusted Net Income per Diluted Share (unaudited and in thousands, except per share amounts)

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

	Third Quarter		Third Quarter Year to Date	
	2025	2024	2025	2024
Gross profit, GAAP	\$ 84,650	\$ 96,671	\$ 259,712	\$ 282,829
<i>Adjustments to Cost of sales:</i>				
Warehouse/manufacturing consolidation and other costs, net	384	184	384	995
Plant closure related costs, net	208	913	1,395	6,535
Other	-	-	-	1,443
Gross profit, as adjusted	<u>\$ 85,242</u>	<u>\$ 97,768</u>	<u>\$ 261,491</u>	<u>\$ 291,802</u>

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

	Third Quarter		Third Quarter Year to Date	
	2025	2024	2025	2024
Operating loss, GAAP	\$ (121,079)	\$ (27,901)	\$ (209,925)	\$ (30,960)
<i>Adjustments to Cost of sales:</i>				
Warehouse/manufacturing consolidation and other costs, net	384	184	384	995
Plant closure related costs, net	208	913	1,395	6,535
Other	-	-	-	1,443
<i>Adjustments to Operating expenses <sup>(a)</sup>:</i>				
Goodwill impairment	110,251	-	201,518	-
Long-lived asset and intangibles impairment	24,012	49,426	42,029	70,786
Productivity and transformation costs	7,289	7,175	16,497	20,447
Certain litigation expenses, net <sup>(b)</sup>	407	458	2,254	4,073
Transaction and integration costs, net	(151)	55	(574)	282
Plant closure related costs, net	(213)	232	(166)	179
Operating income, as adjusted	<u>\$ 21,108</u>	<u>\$ 30,542</u>	<u>\$ 53,412</u>	<u>\$ 73,780</u>

<sup>(a)</sup> 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.

<sup>(b)</sup> Expenses and items relating to securities class action, baby food litigation and SEC investigation.

# Adjusted Gross Profit, Adjusted Operating Income, Adjusted Net Income and Adjusted Net Income per Diluted Share (Q3 FY25 and Q3 FY24) cont.

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

	Reconciliation of Net Loss, GAAP to Net Income, as Adjusted:		Third Quarter		Third Quarter Year to Date	
	2025	2024	2025	2024	2025	2024
Net loss, GAAP	\$ (134,588)	\$ (48,194)	\$ (258,226)	\$ (72,105)		
<i>Adjustments to Cost of sales:</i>						
Warehouse/manufacturing consolidation and other costs, net	384	184	384	995		
Plant closure related costs, net	208	913	1,395	6,535		
Other	-	-	-	1,443		
<i>Adjustments to Operating expenses <sup>(a)</sup>:</i>						
Goodwill impairment	110,251	-	201,518	-		
Long-lived asset and intangibles impairment	24,012	49,426	42,029	70,786		
Productivity and transformation costs	7,289	7,175	16,497	20,447		
Certain litigation expenses, net <sup>(b)</sup>	407	458	2,254	4,073		
Transaction and integration costs, net	(151)	55	(574)	282		
Plant closure related costs, net	(213)	232	(166)	179		
<i>Adjustments to Interest and other expense, net <sup>(c)</sup>:</i>						
Unrealized currency losses (gains)	1,255	(71)	825	83		
(Gain) loss on sale of assets	(106)	-	2,202	62		
<i>Adjustments to (Benefit) provision for income taxes:</i>						
Net tax impact of non-GAAP adjustments	(2,693)	1,094	1,615	(14,139)		
Net income, as adjusted	\$ 6,055	\$ 11,272	\$ 9,753	\$ 18,641		
Net loss margin	(34.5)%	(11.0)%	(21.6)%	(5.5)%		
Adjusted net income margin	1.6%	2.6%	0.8%	1.4%		
Diluted shares used in the calculation of net loss per common share:						
	90,247	89,832	90,080	89,718		
Diluted shares used in the calculation of adjusted net income per common share:						
	90,407	90,058	90,287	90,088		
Diluted net loss per common share, GAAP	\$ (1.49)	\$ (0.54)	\$ (2.87)	\$ (0.80)		
Diluted net income per common share, as adjusted	\$ 0.07	\$ 0.13	\$ 0.11	\$ 0.21		

<sup>(a)</sup> 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.

<sup>(b)</sup> Expenses and items relating to securities class action, baby food litigation and SEC investigation.

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

# Organic Net Sales by Segment (Q3 FY25 and Q3 FY24)

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

**Q3 FY25**

Net sales

Less: Impact of divestitures, held for sale businesses,  
 discontinued brands and exited product categories

Less: Impact of foreign currency exchange

Organic net sales

	<b>North America</b>	<b>International</b>	<b>Hain Consolidated</b>
\$ 222,407	\$ 167,944	\$ 390,351	
19,477	493	19,970	
(1,428)	(2,327)	(3,755)	
<b>\$ 204,358</b>	<b>\$ 169,778</b>	<b>\$ 374,136</b>	

**Q3 FY24**

Net sales

Less: Impact of divestitures, held for sale businesses,  
 discontinued brands and exited product categories

Organic net sales

\$ 268,107	\$ 170,251	\$ 438,358	
42,008	1,239	43,247	
<b>\$ 226,099</b>	<b>\$ 169,012</b>	<b>\$ 395,111</b>	

Net sales decline

Less: Impact of divestitures, held for sale businesses,  
 discontinued brands and exited product categories

Less: Impact of foreign currency exchange

Organic net sales (decline) growth

(17.0)%	(1.4)%	(11.0)%	
(6.9)%	(0.5)%	(4.8)%	
(0.5)%	(1.4)%	(0.9)%	
<b>(9.6)%</b>	<b>0.5%</b>	<b>(5.3)%</b>	

# Organic Net Sales by Category (Q3 FY25 and Q3 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
<b>Q3 FY25</b>						
Net sales	\$ 88,506	\$ 59,896	\$ 62,874	\$ 162,266	\$ 16,809	\$ 390,351
Less: Impact of divestitures, held for sale businesses, discontinued brands and exited product categories	162	2	-	2,997	16,809	19,970
Less: Impact of foreign currency exchange	(705)	(293)	(1,005)	(1,752)	-	(3,755)
Organic net sales	<u>\$ 89,049</u>	<u>\$ 60,187</u>	<u>\$ 63,879</u>	<u>\$ 161,021</u>	<u>\$ -</u>	<u>\$ 374,136</u>
<b>Q3 FY24</b>						
Net sales	\$ 111,157	\$ 64,317	\$ 68,384	\$ 165,675	\$ 28,825	\$ 438,358
Less: Impact of divestitures, held for sale businesses, discontinued brands and exited product categories	8,629	278	-	5,515	28,825	43,247
Organic net sales	<u>\$ 102,528</u>	<u>\$ 64,039</u>	<u>\$ 68,384</u>	<u>\$ 160,160</u>	<u>\$ -</u>	<u>\$ 395,111</u>
Net sales decline	(20.4)%	(6.9)%	(8.1)%	(2.1)%	(41.7)%	(11.0)%
Less: Impact of divestitures, held for sale businesses, discontinued brands and exited product categories	(6.7)%	(0.4)%	0.0%	(1.5)%	n/a	(4.8)%
Less: Impact of foreign currency exchange	(0.6)%	(0.5)%	(1.5)%	(1.1)%	n/a	(0.9)%
Organic net sales (decline) growth	<u>(13.1)%</u>	<u>(6.0)%</u>	<u>(6.6)%</u>	<u>0.5%</u>	<u>n/a</u>	<u>(5.3)%</u>

# Adjusted EBITDA (Q3 FY25 and Q3 FY24)

THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES

## Adjusted EBITDA

(unaudited and in thousands)

	Third Quarter	
	2025	2024
Net loss	\$ (134,588)	\$ (48,194)
Depreciation and amortization	10,455	10,858
Equity in net loss of equity-method investees	966	966
Interest expense, net	11,096	13,322
(Benefit) provision for income taxes	(505)	5,100
Stock-based compensation, net	2,973	3,017
Unrealized currency losses	1,137	250
Certain litigation expenses, net <sup>(a)</sup>	407	458
Restructuring activities		
Productivity and transformation costs	7,289	7,175
Warehouse/manufacturing consolidation and other costs, net	384	184
Plant closure related costs, net	(5)	1,145
Acquisitions, divestitures and other		
(Gain) loss on sale of assets	(106)	-
Transaction and integration costs, net	(151)	55
Impairment charges		
Goodwill impairment	110,251	-
Long-lived asset and intangibles impairment	24,012	49,426
Other	-	-
Adjusted EBITDA	<u>\$ 33,615</u>	<u>\$ 43,762</u>

<sup>(a)</sup> Expenses and items relating to securities class action, baby food litigation and SEC investigation.

## Net Debt (Q3 FY25 – Q3 FY24)

### THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES

#### Net Debt

(unaudited and in thousands)

	March 31, 2025	December 31, 2024	September 30, 2024	June 30, 2024	March 31, 2024
Debt					
Long-term debt, less current portion	\$ 701,401	\$ 721,076	\$ 732,799	\$ 736,523	\$ 769,948
Current portion of long-term debt	7,554	7,564	7,567	7,569	7,569
Total debt	708,955	728,640	740,366	744,092	777,517
Less: Cash and cash equivalents	44,425	56,200	56,853	54,307	49,549
Net debt	\$ 664,530	\$ 672,440	\$ 683,513	\$ 689,785	\$ 727,968

## Free Cash Flow (Q3 FY25 and Q3 FY24)

### THE HAIN CELESTIAL GROUP, INC. AND SUBSIDIARIES

#### Free Cash Flow

(unaudited and in thousands)

	<b>Third Quarter</b>	
	<b>2025</b>	<b>2024</b>
Net cash provided by operating activities	\$ 4,645	\$ 42,274
Purchases of property, plant and equipment	(6,921)	(12,034)
Free cash flow	\$ (2,276)	\$ 30,240

# Thank You!

