Zacks Report Date: December 14, 2025

# Hain Celestial Group (HAIN)

**$1.12** (Stock Price as of 12/12/2025)

Price Target (6-12 Months): **$1.00**

| | | |
|---|---|---|
| Long Term: 6-12 Months | **Zacks Recommendation:** (Since: 12/02/25) Prior Recommendation: Underperform | **Neutral** |
| Short Term: 1-3 Months | **Zacks Rank:** (1-5) | **3-Hold** |
| | Zacks Style Scores: | VGM: F |
| | Value: C \| Growth: F | Momentum: F |

## Summary

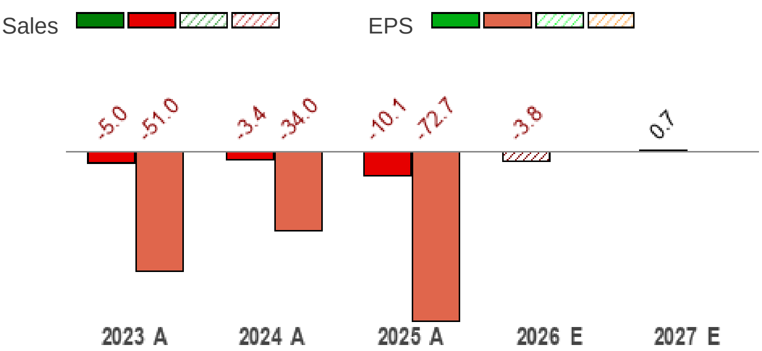

Hain Celestial is undertaking a strategic transformation focused on cost discipline, portfolio simplification, innovation, and digital growth. The company is reducing overhead, streamlining its global structure into regional models, and improving operational efficiency to enhance margins. It is prioritizing core brands, exiting low-return categories, and cutting SKUs to simplify manufacturing and boost profitability.
A strong innovation pipeline, including new snack and yogurt products, is driving organic revenue growth. Also, e-commerce expansion strengthens brand engagement. However, both North America and International segments contracted, indicating broad, systemic demand weakness. We expect net sales of North America and International segment to tumble 12.5% and 1% year over year, respectively in the second quarter of fiscal 2026.


## Price, Consensus & Surprise(1)


## Data Overview

| | |
|---|---|
| 52 Week High-Low | $8.17 - $1.00 |
| 20 Day Average Volume (sh) | 1,385,000 |
| Market Cap | $101.4 M |
| YTD Price Change | -81.8% |
| Beta | 0.61 |
| Dividend / Div Yld | $0.00 / 0.0% |
| Industry | Food - Miscellaneous |
| Zacks Industry Rank | Bottom 16% (203 out of 243) |
| Last EPS Surprise | -100.0% |
| Last Sales Surprise | 1.7% |
| EPS F1 Est- 4 week change | -333.3% |
| Expected Report Date | 02/09/2026 |
| Earnings ESP | 0.0% |
| P/E TTM | 22.4 |
| P/E F1 | -56.0 |
| PEG F1 | -3.6 |
| P/S TTM | 0.1 |

## Sales and EPS Growth Rates (Y/Y %)(2)




## Sales Estimates (millions of $)(2)

| | Q1 | Q2 | Q3 | Q4 | Annual* |
|---|---|---|---|---|---|
| 2027 | 367 E | 385 E | 389 E | 370 E | 1,510 E |
| 2026 | 368 A | 381 E | 385 E | 366 E | 1,500 E |
| 2025 | 395 A | 411 A | 390 A | 363 A | 1,560 A |

## EPS Estimates(2)

| | Q1 | Q2 | Q3 | Q4 | Annual* |
|---|---|---|---|---|---|
| 2027 | -0.01 E | 0.01 E | 0.07 E | 0.05 E | 0.12 E |
| 2026 | -0.08 A | -0.03 E | 0.06 E | 0.03 E | -0.02 E |
| 2025 | -0.04 A | 0.08 A | 0.07 A | -0.02 A | 0.09 A |

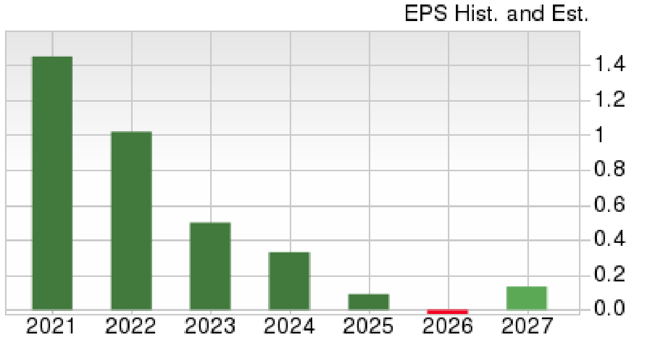
*Quarterly figures may not add up to annual.

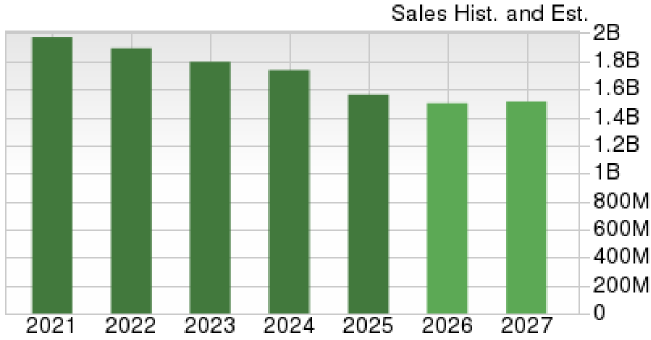
(1) The data in the charts and tables, except the estimates, is as of 12/12/2025.
(2) The report's text, the analyst-provided estimates, and the price target are as of 12/10/2025.

## Overview

Incorporated in 1993 and now headquartered in Hoboken, NJ, The Hain Celestial Group, Inc. (HAIN) is a leading global health and wellness company that produces, distributes, markets and sells a broad range of natural and organic foods and personal care products in more than 70 countries. The company's portfolio spans snacks, baby and kids' foods, beverages and meal-preparation products. Popular better-for-you groceries include non-dairy beverages and frozen desserts, flour and baking mixes, cereals, condiments, cooking oils, and infant and toddler foods; snacks include potato and vegetable chips, organic tortilla-style chips, whole-grain chips and popcorn; and its tea offerings feature herbal blends such as Sleepytime, Lemon Zinger, Red Zinger, Cinnamon Apple Spice and more.

Following changes in the strategy that include creating synergies among its businesses, Hain Celestial reassessed its segment reporting structure. Effective from Jul 1, the company's Canada and Hain Ventures operating units were moved from the Rest of World reporting segment to the United States reportable segment. The combined segment was renamed as "North America" (55.4% of first-quarter fiscal 25 total revenues). Similarly, the Europe operating segment was combined with the United Kingdom reportable segment. Together, they are reported as the "International" segment (44.6% of first-quarter fiscal 26 total revenues).




*As of 12/10/2025*

The Hain Celestial Group is the largest manufacturer in the natural foods segment and has several leading brands. Some of the prominent brands are Garden Veggie Snacks, Terra chips, Garden of Eatin' snacks, Hartley's jelly, Earth's Best and Ella's Kitchen baby and kids' foods, Celestial Seasonings teas, Joya and Natumi plant-based beverages, The Greek Gods yogurt, Cully & Sully, Yorkshire Provender, New Covent Garden and Imagine soups, Linda McCartney's (under license) meat-free products, and Avalon Organics personal care, among others.

(Notes: Zacks identifies fiscal years by the month in which the fiscal year ends, while HAIN identifies its fiscal year by the calendar year in which it begins; so comparable figures for any given fiscal year, as published by HAIN, will refer to this same fiscal year as being the year before the same year, as identified by Zacks.)


*As of 12/12/2025*

## Reasons To Buy:

- **Strategic Cost Reset and Leaner Operating Model**: Hain Celestial is executing a large structural reset that is already improving its financial and operating profile. SG&A decreased to $65.5 million in the first quarter of fiscal 2026 from $71.3 million, reflecting early progress toward the targeted 12% reduction in people-related SG&A. As a percentage of net sales, this metric decreased 30 bps year over year to 17.8% in the quarter under review. The company expects that aggressive cost-cutting efforts and disciplined execution of its five actions to win in the marketplace will drive stronger top- and bottom-line results in the second half of fiscal 2026 compared to the first half. The company has dismantled much of its global structure and transitioned to a regional model that is improving forecast accuracy and simplifying governance. This new model is designed to enhance speed, accountability and execution while eliminating low-value overhead. The company is demonstrating strong cost discipline, with $67 million in productivity savings achieved in fiscal 2025 and more than $60 million expected in fiscal 2026. Management emphasized improved operating rhythm, including stronger inventory visibility and better cross-functional alignment. These early signals suggest the cost framework is stabilizing and will generate larger margin benefits later in fiscal 2026.

> Hain Celestial is reshaping its portfolio to emphasize higher-return brands and simplify operations. Also, revenue growth management is becoming a consistent contributor to margin recovery.

- **Portfolio Simplification and Core-Brand Prioritization**: Hain Celestial is reshaping its portfolio to emphasize higher-return brands and simplify operations. It exited the meat-free category in North America and plans to eliminate around 30% of North America SKUs by fiscal 2027, including reducing tea blends from 91 to fewer than 55. These actions are lowering complexity, reducing manufacturing changeovers and improving gross margin potential. Core brands continue to perform: Greek Gods gained momentum with expanded formats; Sun-Pat and Hartley's delivered share gains; and Cully & Sully reported more than 25% sales growth. New Covent Garden's new 1-kilogram value pack has proven highly incremental with strong category contribution. Beverages delivered 2% organic growth in the first quarter, showing resilience. The ongoing strategic review with Goldman Sachs may lead to further pruning of non-core assets. This focused and simplified portfolio offers higher margin durability and a stronger base for growth.

- **Innovation Pipeline as a Growth Catalyst**: The company is operating with one of its most productive innovation pipelines in years. Garden Veggie Snacks underwent a full renovation — introducing avocado oil, real cheese and a sweet-potato straw — and began rolling out in late September with strong retailer support and continued expansion planned into winter. Consumer testing showed a strong preference over a leading competitor. Greek Gods expanded its 48-ounce format in club channels and began shipping its single-serve yogurt, tapping a segment representing approximately 30% of the yogurt category. Earth's Best will enter new "big-kids" snack occasions in the second half of fiscal 2026. International innovations also performed well, including Hartley's Juicy Jelly pouches and New Covent Garden's value pack, both driving incremental gains. The innovation model is now supported by two regional hubs to speed development and commercialization. These launches create clear pathways for accelerating organic revenues.

- **Strategic Revenue Growth Management and Pricing Upside**: Revenue growth management is becoming a consistent contributor to margin recovery. In the first quarter of fiscal 2026, pricing delivered a 1-point uplift, while trade spending as a percentage of gross revenues improved 40 basis points year over year. Tea and Baby & Kids pricing flowed through with elasticities broadly in line with expectations, demonstrating a stable consumer response. International pricing actions implemented late in the prior year are performing well, contributing to improved margin dynamics. North America adjusted gross margin grew to 22.7%, up 210 basis points, driven by productivity gains and pricing and trade efficiencies. Management is accelerating pricing, pack architecture and trade-efficiency initiatives across Meals and Snacks for the remainder of fiscal 2026. These enhancements are expected to build sequentially throughout the year. The company expects international margins to improve, particularly in the second half of the year. This improvement is expected to be driven by three key factors. First, the higher-margin Ella's business is expected to show stronger performance supported by accelerated marketing and innovation to strengthen the category behind trusted, high-quality, nutritious products. Second, operational efficiency initiatives across the manufacturing network are expected to contribute to margin expansion. Third, the company anticipates realizing the full benefits of its revenue growth management efforts.

- **Digital Transformation and E-Commerce Expansion**: Hain Celestial's shift to digital-first marketing is strengthening brand engagement and improving marketing ROI. In the fiscal first quarter, the company saw positive returns on digital spending supported by programs like Earth's Besties CRM and an Ibotta performance-marketing pilot. Online demand remained robust, with tea and yogurt delivering double-digit growth at major North American online retailers. Digital activations are now tied to innovation launches such as Garden Veggie renovations and Greek Gods single-serve yogurt, boosting consumer trial. International e-commerce share grew in categories like soup, reflecting strong digital execution across markets. Digital advertising provides more targeted reach while reducing reliance on traditional, lower-return channels. Because online channels typically carry lower trade and distribution costs, the mix shift is margin accretive. This digital acceleration enhances brand relevance and strengthens the company's long-term growth engine.

- **Financial Position and Leverage**: Hain Celestial strengthened its financial position during the first quarter of fiscal 2026 while continuing its transformation. The company ended with $47.9 million in cash and $668 million in net debt, resulting in a 4.8x net secured leverage ratio, remaining well below the 5.5x maximum. The long-term objective is to reduce balance-sheet leverage to 3x adjusted EBITDA or less, as defined in the credit agreement. The increase in net debt was driven by seasonal working-capital requirements and capital expenditures. The company continues to prioritize directing cash toward debt reduction and strategic business investment. Free cash flow improved by nearly $3 million. Interest expense totaled $13.1 million, with over half the loan facility hedged at a fixed ~7.1% rate, reducing exposure to interest-rate volatility. Management reiterated expectations for positive free cash flow in fiscal 2026, supported by inventory resets, supplier-term improvements and EBITDA expansion. The company continues to expect capital expenditures to be approximately $30 million for fiscal 2026 and anticipates delivering stronger top- and bottom-line performance in the second half of the year compared to the first half. Collectively, these actions enhance flexibility and strengthen long-term shareholder value.

## Reasons To Sell:

Hain Celestial's North America segment is critical for overall company growth and consistent underperformances in major categories could drag down future performance.

- **Persistent Revenue Contraction and Broad-Based Category Weakness**: Hain Celestial's first quarter of fiscal 2026 demonstrated continued revenue deterioration, with consolidated net sales declining 6.8% year over year to $367.9 million and organic net sales falling 5.8%, reflecting broad market softness rather than isolated category anomalies. The volume/mix decline of 7 percentage points underscores structural demand challenges, with Snacks falling 17.2% organically, Baby & Kids down 9.5% organically due to puree softness and SKU rationalization. Meal Prep was flat organically, signaling stagnation in a key revenue pillar despite yogurt strength. Management did not offer fiscal 2026 numerical guidance, reflecting a lack of visibility around revenue stabilization. Retailer resets and shelf-space losses in Snacks continue to weigh heavily on distribution and velocity, suggesting multi-quarter recovery timelines. With the strategic review ongoing and innovation benefits still to materialize, the company faces a prolonged top-line risk profile across multiple regions and categories.

- **Weakness Across North America & International Operating Segments**: The North America segment, which drives the largest share of company profitability, remains under significant pressure, with first-quarter fiscal 2026 net sales down 11.8% and organic net sales for the segment declining 7.4% due to softer snack volumes. International performance deteriorated meaningfully as well, with organic net sales declining 3.9%, reflecting weaker performance in the baby & kids category. Adjusted gross profit for the segment was $25.7 million, down 25.2% year over year. The adjusted gross margin contracted 530 basis points to 15.7% due to unfavorable volume/mix and cost inflation. Adjusted EBITDA decreased 38.4% to $12.6 million from $20.4 million in the prior-year period. The decline was mainly attributed to a lower volume/mix and cost inflation. Consequently, the adjusted EBITDA margin fell 480 bps to 7.7% from 12.5% a year earlier. This simultaneous contraction in both North America and International reduces diversification benefits and amplifies execution risk. Weakness across geographies suggests that category challenges are not localized but systemic, raising concerns about brand relevance and competitive positioning. We expect net sales of North America and International segment to tumble 12.5% and 1% year over year, respectively in the second quarter of fiscal 2026.

- **High Restructuring Charges and Ongoing Margin Stress**: Hain Celestial continues to absorb heavy restructuring costs, reporting $8.2 million in transformation charges in the first quarter and bringing total charges to $103 million in the fiscal first quarter, with expectations of $100-$110 million through fiscal 2027. Consolidated adjusted gross profit was $71.9 million, which fell 12.3% from the year-ago quarter. The adjusted gross margin contracted 130 basis points (bps) from the year-ago quarter to 19.5%. Adjusted EBITDA was $19.7 million, down 11.8% from $22.4 million in the year-ago quarter. The adjusted EBITDA margin was 5.4%, declining 30 bps year over year. Persistent margin compression despite heavy investment undermines management's narrative of near-term structural recovery. We expect adjusted gross margin to tumble 190 bps year over year to 21% in the second quarter of fiscal 2026. We also anticipate adjusted EBITDA margin to decline 360 basis points year over year to 5.6% in the fiscal second quarter.

- **Working-Capital Volatility and Deteriorating Cash Conversion**: Despite management's focus on working-capital optimization, first-quarter fiscal 2026 results reveal ongoing fragility. Accounts receivable increased $15.7 million versus June, absorbing cash instead of releasing it. Inventory, although lower sequentially, remains elevated at 83 days of inventory outstanding, higher than the 80 days seen last year, reflecting slow-moving SKUs in certain categories. Operating cash flow was negative $8.5 million, worsening liquidity conditions in a quarter where productivity benefits were expected to support improved cash conversion. Days payable outstanding decreased to 57 days, down from 65 days in the fiscal fourth quarter, reducing the company's ability to stretch supplier terms as a near-term liquidity lever. With planned inventory resets, supplier-term negotiations and SKU reductions overlapping, working-capital swings may intensify in the near term. These inconsistencies challenge Hain Celestial's ability to convert EBITDA into cash, especially given ongoing restructuring payments and rising marketing spend. Sustained volatility here poses a material risk to leverage reduction and capital allocation.

- **Seasonal Risks**: Hain Celestial remains prone to seasonal fluctuations for some of its product lines. For instance, sales for tea, baking products, soup and hot cereal and desserts are stronger in colder months, while sales for snacks, sunscreen and personal care products are greater in warmer months. The absence of the appropriate season for these products may result in lower sales and, in turn, weigh on the company's overall performance.

- **Stiff Competition**: Hain Celestial operates in a highly competitive food industry, wherein it faces competition from conventional packaged goods companies as well as natural and organic packaged foods companies. The company competes on grounds of lower cost advantage, pricing, packaging, product quality, taste, geographic reach and responsiveness to changing consumer needs among others. Further, significant consolidation in the grocery and foodservice industry and consumers evolving preferences has intensified competition of late.

## Last Earnings Report

### Hain Celestial Posts Loss in Q1 Earnings, Sales Decline Y/Y

| FY Quarter Ending | 6/30/2025 |
|---|---|
| Earnings Reporting Date | Nov 07, 2025 |
| Sales Surprise | 1.66% |
| EPS Surprise | -100.00% |
| Quarterly EPS | -0.08 |
| Annual EPS (TTM) | 0.05 |

The Hain Celestial posted first-quarter fiscal 2026 results, with the top and bottom lines declining year over year. The top line surpassed the consensus mark and the bottom line missed the same.

### More on Hain Celestial's Q1 Results

The company posted an adjusted loss of 8 cents per share, wider than the Zacks Consensus Estimate for an adjusted loss of 4 cents. The bottom line also declined from the adjusted loss of 4 cents incurred in the year-ago quarter.

Net sales of $367.9 million beat the consensus estimate of $362 million. The top line declined 6.8% year over year. Organic net sales fell 5.8% from the same period last year, reflecting a 7-point decrease in the volume/mix, partially offset by a 1-point increase in pricing.

The adjusted gross profit was $71.9 million, which fell 12.3% from the year-ago quarter. The adjusted gross margin contracted 130 basis points (bps) from the year-ago quarter to 19.5%.

SG&A expenses were $65.5 million, down 8.2% from $71.3 million in the year-ago quarter. As a percentage of net sales, this metric decreased 30 bps year over year to 17.8% in the quarter under review.

Adjusted EBITDA was $19.7 million, down 11.8% from $22.4 million in the year-ago quarter. The adjusted EBITDA margin was 5.4%, declining 30 bps year over year.

### Hain Celestial's Q1 Revenue & Profit Insights by Segments

Net sales in the North America segment dropped 11.8% year over year to $203.9 million. Organic net sales for the segment declined 7.4% due to softer snack volumes, partially offset by growth in beverages, baby & kids, and meal prep categories.

Adjusted gross profit came in at $46.2 million, down 3% from the prior-year quarter. Meanwhile, the adjusted gross margin expanded 210 basis points to 22.7%, driven by productivity gains and pricing and trade efficiencies, partially offset by an unfavorable volume/mix and cost inflation.

Adjusted EBITDA rose 36.5% to $17 million from $12.5 million a year ago. The improvement was primarily fueled by productivity savings, reduced SG&A expenses, and pricing and trade efficiencies, partly offset by volume/mix pressures and cost inflation. As a result, the adjusted EBITDA margin increased 290 bps to 8.3% from 5.4% in the prior-year period.

Net sales in the International segment totaled $164 million, marking a modest 0.3% increase from the year-ago quarter. However, organic net sales declined 3.9%, reflecting weaker performance in the baby & kids category, partially offset by growth in meal prep.

Adjusted gross profit for the segment was $25.7 million, down 25.2% year over year. The adjusted gross margin contracted 530 basis points to 15.7% due to unfavorable volume/mix and cost inflation, partially offset by productivity savings and pricing, and trade efficiencies.

Adjusted EBITDA decreased 38.4% to $12.6 million from $20.4 million in the prior-year period. The decline was mainly attributed to a lower volume/mix and cost inflation, partially mitigated by productivity improvements and pricing and trade efficiencies. Consequently, the adjusted EBITDA margin fell 480 bps to 7.7% from 12.5% a year earlier.

### Hain Celestial's Categorical Sales Details

In the Snacks category, organic net sales declined 17.2% year over year, driven by continued velocity challenges and distribution losses in North America. In the Baby & Kids category, organic net sales fell 9.5%, reflecting industry-wide volume softness in purees, particularly in the U.K. In Beverages, organic net sales increased 1.8%, primarily driven by growth in tea products in North America. For the Meal Prep category, organic net sales inched up 0.2%, as strong performance in yogurt was largely offset by weaker sales of meat-free products in the U.K. and soup in North America.

### Hain Celestial's Financial Snapshot: Cash, Debt & Equity Overview

The company closed the quarter with cash and cash equivalents of $47.9 million, long-term debt (excluding the current portion) of $708.6 million, and total shareholders' equity of $445 million. Net cash used in operating activities was $8.5 million for the quarter compared with $10.8 million in the prior-year period. Free cash flow for the quarter was an outflow of $14 million compared with an outflow of $17 million in the prior-year period. The improvement was primarily driven by better inventory management and delivery, partially offset by lower accounts receivable recovery and a decline in cash earnings. Capital expenditure (CapEx) totaled $5 million for the quarter, down from $6 million in the prior-year period. The company expects fiscal 2026 CapEx to be $30 million.

## Valuation

Hain Celestial Group shares are down 39.7% in the past six-month period and 87% in the trailing 12-month period. Stocks in the Zacks sub-industry are down 12.1%, and the Zacks Consumer Staples sector is down 8.6%, in the past six-month period. Over the past year, the sub-industry is down 19.7%, and the sector is down 6%.

The S&P 500 index is up 16.4% in the past six-month period and 14.5% in the past year.

The stock is currently trading at 22.09X forward 12-month earnings, which compares to 14.40X for the Zacks sub-industry, 16.02X for the Zacks sector, and 23.46X for the S&P 500 index.

Over the past five years, the stock has traded as high as 32.10X and as low as 3.49X, with a 5-year median of 19.49X. Our Neutral recommendation indicates that the stock will perform in line with the market. Our $1 price target reflects 23.42X forward 12-month earnings.

The table below shows summary valuation data for HAIN

**Valuation Multiples - HAIN**

| | | Stock | Sub-Industry | Sector | S&P 500 |
|---|---|---|---|---|---|
| P/E F12M | Current | 22.09 | 14.40 | 16.02 | 23.46 |
| | 5-Year High | 32.10 | 20.73 | 20.29 | 23.78 |
| | 5-Year Low | 3.49 | 14.40 | 16.02 | 15.73 |
| | 5-Year Median | 19.49 | 17.46 | 18.00 | 21.21 |
| P/B TTM | Current | 0.21 | 1.76 | 16.20 | 8.51 |
| | 5-Year High | 3.48 | 2.42 | 21.11 | 9.16 |
| | 5-Year Low | 0.19 | 1.76 | 11.81 | 6.60 |
| | 5-Year Median | 1.13 | 2.15 | 15.09 | 8.05 |
| EV/EBITDA TTM | Current | 1.41 | 8.08 | 33.50 | 18.64 |
| | 5-Year High | 24.64 | 15.16 | 44.89 | 22.41 |
| | 5-Year Low | 1.41 | 8.07 | 33.20 | 13.87 |
| | 5-Year Median | 15.64 | 13.15 | 39.69 | 17.96 |

*As of 12/09/2025* *Source: Zacks Investment Research*

## Industry Analysis[1] Zacks Industry Rank: Bottom 16% (203 out of 243)


## Top Peers [1]

| Company (Ticker) | Rec | Rank |
|---|---|---|
| J & J Snack Foods Co...**(JJSF)** | Outperform | 1 |
| B&G Foods, Inc. **(BGS)** | Neutral | 3 |
| MEDIFAST INC **(MED)** | Neutral | 4 |
| Ollie's Bargain Outl...**(OLLI)** | Neutral | 3 |
| Sysco Corporation **(SYY)** | Neutral | 3 |
| United Natural Foods...**(UNFI)** | Neutral | 1 |
| Utz Brands, Inc. **(UTZ)** | Neutral | 3 |
| Post Holdings, Inc. **(POST)** | Underperform | 4 |

## Industry Comparison[1] Industry: Food - Miscellaneous

Industry Peers

| | HAIN | X Industry | S&P 500 | CELH | CHEF | POST |
|---|---|---|---|---|---|---|
| **Zacks Recommendation (Long Term)** | Neutral | - | - | Neutral | Neutral | Underperform |
| **Zacks Rank (Short Term)** | 3 | - | - | 3 | 4 | 4 |
| **VGM Score** | F | - | - | A | B | A |
| Market Cap | 101.43 M | 1.67 B | 39.38 B | 11.30 B | 2.54 B | 5.15 B |
| # of Analysts | 3 | 3 | 22 | 10 | 1 | 4 |
| Dividend Yield | 0.00% | 0.00% | 1.41% | 0.00% | 0.00% | 0.00% |
| **Value Score** | C | - | - | C | C | A |
| Cash/Price | 0.47 | 0.07 | 0.04 | 0.08 | 0.03 | 0.04 |
| EV/EBITDA | 71.47 | 9.61 | 14.60 | 51.88 | 16.51 | 9.11 |
| PEG Ratio | -3.62 | 1.92 | 2.23 | 0.81 | NA | NA |
| Price/Book (P/B) | 0.23 | 1.89 | 3.35 | 9.40 | 4.41 | 1.42 |
| Price/Cash Flow (P/CF) | 0.21 | 9.48 | 15.20 | 46.17 | 19.44 | 5.32 |
| P/E (F1) | -56.00 | 15.59 | 19.78 | 34.63 | 32.88 | 13.42 |
| Price/Sales (P/S) | 0.07 | 0.91 | 3.06 | 5.32 | 0.63 | 0.63 |
| Earnings Yield | -1.79% | 6.21% | 4.99% | 2.90% | 3.04% | 7.45% |
| Debt/Equity | 1.59 | 0.42 | 0.57 | 0.72 | 1.23 | 1.97 |
| Cash Flow ($/share) | 5.33 | 1.82 | 8.99 | 0.95 | 3.21 | 12.06 |
| **Growth Score** | F | - | - | A | B | B |
| Hist. EPS Growth (3-5 yrs) | -44.89% | 7.15% | 8.16% | 121.72% | 19.61% | 36.45% |
| Proj. EPS Growth (F1/F0) | NA% | 4.01% | 8.57% | 81.43% | 29.25% | 1.80% |
| Curr. Cash Flow Growth | 544.73% | 0.63% | 6.75% | -8.59% | 17.70% | -26.90% |
| Hist. Cash Flow Growth (3-5 yrs) | 28.09% | 4.64% | 7.43% | 213.83% | 16.88% | 4.15% |
| Current Ratio | 1.89 | 1.53 | 1.19 | 1.89 | 2.14 | 1.67 |
| Debt/Capital | 61.42% | 34.55% | 38.01% | 41.73% | 55.24% | 66.35% |
| Net Margin | -34.69% | 2.70% | 12.78% | 3.03% | 1.85% | 4.11% |
| Return on Equity | 0.77% | 9.71% | 17.00% | 41.88% | 14.11% | 11.72% |
| Sales/Assets | 0.88 | 0.91 | 0.53 | 0.67 | 2.15 | 0.62 |
| Proj. Sales Growth (F1/F0) | -3.80% | 0.00% | 5.77% | 80.30% | 8.10% | 4.20% |
| **Momentum Score** | F | - | - | C | D | D |
| Daily Price Chg | 2.75% | 0.00% | -1.07% | -0.25% | -0.16% | 1.19% |
| 1 Week Price Chg | 8.74% | 0.28% | -0.63% | 4.23% | 5.13% | 2.85% |
| 4 Week Price Chg | -17.65% | 0.00% | 1.39% | 2.45% | 5.99% | -7.46% |
| 12 Week Price Chg | -26.80% | -6.63% | 2.45% | -19.90% | -3.79% | -4.83% |
| 52 Week Price Chg | -85.77% | -16.33% | 12.83% | 37.90% | 28.14% | -15.70% |
| 20 Day Average Volume | 1,385,000 | 147,704 | 2,728,366 | 5,915,842 | 403,278 | 994,126 |
| (F1) EPS Est 1 week change | 0.00% | 0.00% | 0.00% | 0.72% | 0.00% | 0.00% |
| (F1) EPS Est 4 week change | -333.33% | 0.00% | 0.00% | 0.72% | 0.00% | -7.04% |
| (F1) EPS Est 12 week change | -110.15% | -1.49% | 0.69% | 17.32% | 8.57% | -9.12% |
| (Q1) EPS Est Mthly Chg | -125.00% | 0.00% | 0.00% | 0.00% | -7.46% | -16.97% |

## Analyst Earnings Model[2]

**The Hain Celestial Group, Inc. (HAIN)**

*In $MM, except per share data*

| | 2023A | 2024A | 2025A | | | 2026E | | | | | 2027E | | | 2028E |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | FY | FY | FY | 1QA | 2QE | 3QE | 4QE | FY | 1QE | 2QE | 3QE | 4QE | FY | FY |
| FY Ends June 30th | Jun-23 | Jun-24 | Jun-25 | 30-Sep-25 | 31-Dec-25 | 31-Mar-26 | 30-Jun-26 | Jun-26 | 30-Sep-26 | 31-Dec-26 | 31-Mar-27 | 30-Jun-27 | Jun-27 | Jun-28 |
| **Income Statement** | | | | | | | | | | | | | | |
| **Total Revenue** | **$1,796.6** | **$1,736.3** | **$1,559.8** | **$367.9** | **$381.0** | **$385.3** | **$366.1** | **$1,500.3** | **$366.6** | **$384.8** | **$389.2** | **$369.8** | **$1,510.4** | **$1,525.6** |
| Organic Growth | (2.7%) | (4.2%) | (6.5%) | (5.8%) | (5.6%) | (2.1%) | (0.1%) | (3.5%) | 1.0% | 1.0% | 1.0% | 1.0% | 1.0% | 1.0% |
| Currency | (3.7%) | 1.5% | 0.7% | 1.7% | 1.1% | 1.7% | 1.6% | 1.5% | (0.7%) | 0.0% | 0.0% | 0.0% | (0.2%) | 0.0% |
| Acquisitions/Divestitures | 1.4% | (0.7%) | (4.4%) | (2.7%) | (2.9%) | (0.8%) | (0.8%) | (1.8%) | (0.6%) | 0.0% | 0.0% | 0.0% | (0.2%) | 0.0% |
| Cost of Goods Sold, Adjusted | $1,399.1 | $1,346.5 | $1,224.0 | $296.0 | $300.9 | $304.3 | $287.5 | $1,188.7 | $292.1 | $300.8 | $304.2 | $287.5 | $1,184.6 | $1,188.9 |
| Cost of Goods Sold, GAAP | $1,400.2 | $1,355.5 | $1,225.7 | $299.8 | $301.7 | $304.8 | $287.5 | $1,193.9 | $295.8 | $301.7 | $304.8 | $287.5 | $1,189.8 | $1,194.1 |
| **Gross Profit, Adjusted** | **$397.5** | **$389.8** | **$335.8** | **$71.9** | **$80.1** | **$81.1** | **$78.5** | **$311.6** | **$74.6** | **$84.0** | **$85.0** | **$82.3** | **$325.9** | **$336.8** |
| **Gross Profit, GAAP** | **$396.4** | **$380.8** | **$334.1** | **$68.1** | **$79.3** | **$80.5** | **$78.6** | **$306.4** | **$70.8** | **$83.2** | **$84.4** | **$82.3** | **$320.7** | **$331.5** |
| Selling, General and Administrative Expenses | $289.2 | $290.1 | $271.8 | $65.5 | $71.1 | $60.6 | $60.9 | $258.1 | $63.5 | $70.6 | $63.2 | $63.4 | $260.6 | $263.2 |
| Amortization of Acquired Intangible Assets | $10.0 | $5.8 | $6.5 | $1.2 | $1.6 | $1.2 | $1.3 | $5.4 | $1.2 | $1.6 | $1.2 | $1.3 | $5.4 | $5.5 |
| Long-Lived Asset and Intangibles Impairment | $175.5 | $76.1 | $66.9 | $0.0 | $0.0 | $0.0 | $0.0 | $0.0 | $0.0 | $0.0 | $0.0 | $0.0 | $0.0 | $0.0 |
| Productivity and Transformation Costs | $7.3 | $27.7 | $21.5 | $8.2 | $3.9 | $7.2 | $5.1 | $24.4 | $8.2 | $3.9 | $7.3 | $5.1 | $24.5 | $24.7 |
| Goodwill Impairment | | | $428.9 | $0.0 | $0.0 | $0.0 | $0.0 | $0.0 | $0.0 | $0.0 | $0.0 | $0.0 | $0.0 | $0.0 |
| Proceeds from Insurance Claim | $0.0 | $0.0 | $0.0 | $0.0 | $0.0 | $0.0 | $0.0 | $0.0 | $0.0 | $0.0 | $0.0 | $0.0 | $0.0 | $0.0 |
| **Operating Expenses, Adjusted** | **$290.8** | **$288.5** | **$270.7** | **$63.7** | **$71.1** | **$60.6** | **$60.9** | **$256.3** | **$63.5** | **$70.6** | **$63.2** | **$63.4** | **$260.6** | **$263.2** |
| **Operating Expenses, GAAP** | **$482.0** | **$399.8** | **$795.7** | **$74.9** | **$76.6** | **$69.0** | **$67.3** | **$287.8** | **$72.9** | **$76.2** | **$71.7** | **$69.8** | **$290.5** | **$293.5** |
| Depreciation & Amortization | $50.8 | $44.7 | $44.3 | $15.4 | $10.2 | $10.3 | $11.4 | $47.4 | $15.4 | $10.3 | $10.4 | $11.6 | $47.6 | $48.1 |
| **Adjusted EBITDA** | **$166.6** | **$154.5** | **$113.8** | **$19.7** | **$21.3** | **$32.8** | **$31.1** | **$104.8** | **$28.5** | **$25.7** | **$34.3** | **$32.5** | **$120.9** | **$129.6** |
| **Operating Income, Adjusted** | **$106.7** | **$101.3** | **$65.1** | **$8.2** | **$9.0** | **$20.5** | **$17.6** | **$55.3** | **$11.1** | **$13.4** | **$21.8** | **$18.9** | **$65.2** | **$73.5** |
| **Operating Income, GAAP** | **($85.6)** | **($18.9)** | **($461.6)** | **($6.9)** | **$2.7** | **$11.4** | **$11.3** | **$18.6** | **($2.1)** | **$7.0** | **$12.7** | **$12.5** | **$30.1** | **$38.1** |
| Interest and Other Expenses, Net, Adjusted | $46.4 | $57.0 | $51.4 | $15.5 | $12.9 | $13.4 | $13.2 | $55.0 | $12.3 | $12.2 | $12.5 | $12.3 | $49.3 | $47.5 |
| Interest and Other Expenses, Net, GAAP | $44.0 | $61.3 | $52.1 | $14.8 | $11.6 | $12.7 | $12.0 | $51.1 | $11.4 | $11.1 | $11.4 | $11.3 | $45.2 | $43.3 |
| **Pre-Tax Income, Adjusted** | **$60.3** | **$44.3** | **$13.7** | **($7.3)** | **($3.8)** | **$7.0** | **$4.5** | **$0.4** | **($1.3)** | **$1.2** | **$9.4** | **$6.6** | **$15.9** | **$26.0** |
| **Pre-Tax Income, GAAP** | **($129.6)** | **($80.3)** | **($513.7)** | **($21.7)** | **($8.9)** | **($1.2)** | **($0.7)** | **($32.5)** | **($13.5)** | **($4.1)** | **$1.3** | **$1.2** | **($15.1)** | **($5.3)** |
| Income Tax (Benefit), Adjusted | $14.3 | $11.8 | $3.8 | ($0.2) | ($1.0) | $1.8 | $1.2 | $1.8 | ($0.3) | $0.3 | $2.4 | $1.7 | $4.1 | $6.8 |
| Income Tax (Benefit), GAAP | ($14.2) | ($7.8) | $15.3 | ($1.3) | ($2.3) | ($0.3) | ($0.2) | ($4.1) | ($3.5) | ($1.1) | $0.3 | $0.3 | ($3.9) | ($1.4) |
| Tax Rate, Adjusted | 23.7% | 26.6% | 28.0% | 2.8% | 26.0% | 26.0% | 26.0% | 466.3% | 26.0% | 26.0% | 26.0% | 26.0% | 26.0% | 26.0% |
| Tax Rate, GAAP | 10.9% | 9.7% | (3.0%) | 5.8% | 26.0% | 26.0% | 26.0% | 12.5% | 26.0% | 26.0% | 26.0% | 26.0% | 26.0% | 26.0% |
| Equity in Net Loss (Income) of Equity-Method Investees | $1.1 | $2.6 | $1.8 | $0.2 | $0.2 | $0.2 | $0.2 | $0.7 | $0.2 | $0.2 | $0.2 | $0.2 | $0.7 | $0.7 |
| **Net Income, Adjusted** | **$44.9** | **$30.0** | **$8.1** | **($7.2)** | **($3.0)** | **$5.0** | **$3.1** | **($2.1)** | **($1.1)** | **$0.7** | **$6.8** | **$4.7** | **$11.1** | **$18.5** |
| **Net Income From Continuing Operations, GAAP** | **($116.5)** | **($75.0)** | **($530.8)** | **($20.6)** | **($6.8)** | **($1.1)** | **($0.7)** | **($29.1)** | **($10.1)** | **($3.2)** | **$0.8** | **$0.7** | **($11.8)** | **($4.6)** |
| Income/(Loss) From Discontinued Operations | $0.0 | $0.0 | $0.0 | $0.0 | $0.0 | $0.0 | $0.0 | $0.0 | $0.0 | $0.0 | $0.0 | $0.0 | $0.0 | $0.0 |
| **Net Income, GAAP** | **($116.5)** | **($75.0)** | **($530.8)** | **($20.6)** | **($6.8)** | **($1.1)** | **($0.7)** | **($29.1)** | **($10.1)** | **($3.2)** | **$0.8** | **$0.7** | **($11.8)** | **($4.6)** |
| Diluted Shares Outstanding | 89.4 | 89.8 | 90.1 | 90.3 | 90.3 | 90.3 | 90.3 | 90.3 | 90.3 | 90.3 | 90.3 | 90.3 | 90.3 | 90.3 |
| **Diluted EPS, Adjusted** | **$0.50** | **$0.33** | **$0.09** | **($0.08)** | **($0.03)** | **$0.06** | **$0.03** | **($0.02)** | **($0.01)** | **$0.01** | **$0.07** | **$0.05** | **$0.12** | **$0.21** |
| **Diluted EPS from Continuing Operations, GAAP** | **($1.30)** | **($0.84)** | **($5.89)** | **($0.23)** | **($0.07)** | **($0.01)** | **($0.01)** | **($0.32)** | **($0.11)** | **($0.04)** | **$0.01** | **$0.01** | **($0.13)** | **($0.05)** |
| **Dilutes EPS, GAAP** | **($1.30)** | **($0.84)** | **($5.89)** | **($0.23)** | **($0.07)** | **($0.01)** | **($0.01)** | **($0.32)** | **($0.11)** | **($0.04)** | **$0.01** | **$0.01** | **($0.13)** | **($0.05)** |

## Zacks Stock Rating System

We offer two rating systems that take into account investors' holding horizons: Zacks Rank and Zacks Recommendation. Each provides valuable insights into the future profitability of the stock and can be used separately or in combination with each other depending on your investment style.

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The Zacks Recommendation aims to predict performance over the next 6 to 12 months. The foundation for the quantitatively determined Zacks Recommendation is trends in the company's estimate revisions and earnings outlook. The Zacks Recommendation is broken down into 3 Levels; Outperform, Neutral and Underperform. Unlike many Wall Street firms, we have an excellent balance between the number of Outperform and Neutral recommendations. Our team of 70 analysts are fully versed in the benefits of earnings estimate revisions and how that is harnessed through the Zacks quantitative rating system. But we have given our analysts the ability to override the Zacks Recommendation for the 1200 stocks that they follow. The reason for the analyst over-rides is that there are often factors such as valuation, industry conditions and management effectiveness that a trained investment professional can spot better than a quantitative model.

## Zacks Rank

The Zacks Rank is our short-term rating system that is most effective over the one- to three-month holding horizon. The underlying driver for the quantitatively-determined Zacks Rank is the same as the Zacks Recommendation, and reflects trends in earnings estimate revisions.

## Zacks Style Scores

The Zacks Style Score is as a complementary indicator to the Zacks rating system, giving investors a way to focus on the highest rated stocks that best fit their own stock picking preferences.

Academic research has proven that stocks with the best Value, Growth and Momentum characteristics outperform the market. The Zacks Style Scores rate stocks on each of these individual styles and assigns a rating of A, B, C, D and F. We also produce the VGM Score (V for Value, G for Growth and M for Momentum), which combines the weighted average of the individual Style Scores into one score. This is perfectly suited for those who want their stocks to have the best scores across the board.

| | |
|---|---|
| Value Score | C |
| Growth Score | F |
| Momentum Score | F |
| VGM Score | F |

As an investor, you want to buy stocks with the highest probability of success. That means buying stocks with a Zacks Recommendation of Outperform, which also has a Style Score of an A or a B.

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