

# Q3 2022

## FINANCIAL RESULTS

Steady performance in a challenging operating environment



### KEY HIGHLIGHTS

Gross margin year to date improved 50 bps driven by pricing, mix and productivity gains

Continued to invest in consumer insights, brand building, innovation and eCommerce to drive profitable long-term growth

Strong eCommerce growth of 14% vs PY driven by improved content, customer service and return on investment

Significantly improved customer service levels

Gained market share across many Pet and Garden categories including wild bird, grass seed, dog treats and equine

### NET SALES

 **\$1,015MM**  
(2)% vs. PY

### OPERATING INCOME

 **\$114MM**  
+1% vs. PY

### GAAP EPS

 **\$1.39**  
+\$0.02 vs. PY



### NET SALES

**\$511MM**  
(4)% vs. PY

### OPERATING INCOME

**\$76MM**  
+13% vs. PY



### NET SALES

**\$505MM**  
In line with PY

### OPERATING INCOME

**\$63MM**  
(12)% vs. PY

Home is central to life – we are Central to home