



# Fiscal 2024

## FINANCIAL RESULTS



### NOTABLE ACHIEVEMENTS DESPITE CHALLENGES

### Q4 HIGHLIGHTS

#### NET SALES

**\$3.2B**

(3)% vs. PY

#### NON-GAAP OPERATING INCOME

**\$223MM**

(2)% vs. PY

#### NON-GAAP EPS

**\$2.13**

+\$0.06 vs. PY

Announced Niko Lahanas as CEO and Brad Smith as CFO

Advanced multi-year journey to simplify business and improve efficiency

Significantly improved cash position

Excelled in eCommerce across both segments

Gained share in rawhide, dog treats, bird and grass seed

### PET

#### NET SALES

**\$1.8B**

(2)% vs. PY

#### NON-GAAP OPERATING INCOME

**\$224MM**

+3% vs. PY

### GARDEN

#### NET SALES

**\$1.4B**

(5)% vs. PY

#### NON-GAAP OPERATING INCOME

**\$102MM**

(16)% vs. PY