



# Q1 2026

## FINANCIAL RESULTS



### STRONG START AS FOCUS SHIFTS TO GROWTH AND INNOVATION

### Q1 HIGHLIGHTS

#### NET SALES

**\$617MM**

(6)% vs. PY

#### GROSS MARGIN

**30.8%**

100 basis points vs. PY

#### NON-GAAP OPERATING INCOME

**\$24MM**

(\$11)% vs. PY

#### NON-GAAP EPS

**\$0.21**

Consistent with PY

Market share gains in dog treats, flea & tick, wild and pet bird, professional, fertilizer, and packet seeds

Started embedding innovation more deeply across the organization

Acquired assets of Champion USA, provider of EPA-approved feed through fly control solutions

Repurchased 660,000 shares or 18.5 million of stock

Reaffirmed Fiscal 2026 non-GAAP EPS guidance of \$2.70 or better

### PET

#### NET SALES

**\$416MM**

(3)% vs. PY

#### NON-GAAP OPERATING INCOME

**\$50MM**

(2)% vs. PY

### GARDEN

#### NET SALES

**\$202MM**

(12)% vs. PY

#### NON-GAAP OPERATING INCOME

**\$(2)MM**

(201)% vs. PY