



Q3 2023



FINANCIAL RESULTS

Record third quarter performance

NET SALES	NON-GAAP OPERATING INCOME	NON-GAAP EPS
\$1,023MM +1% vs PY	\$137MM +20% vs PY	\$1.75 +\$0.36 vs PY

HIGHLIGHTS

Sales growth driven by Dog & Cat, Live Goods and Packet Seed

Gained market share across key categories, including Dog Toys and Treats, Small Animal, Equine and Wild Bird, held share in Grass Seed and overall Garden category

Drove double-digit eCommerce growth and grew online market share across Pet and Garden

Converted inventory to cash with more than \$300 million in cash from operations

PET		GARDEN	
NET SALES	NON-GAAP OPERATING INCOME	NET SALES	OPERATING INCOME
\$503MM in line with PY	\$74MM +18% vs PY	\$520MM +2% vs PY	\$88MM +17% vs PY

Home is central to life – we are Central to home