



We are Central to home

OUR PURPOSE

Nurture happy and healthy homes

OUR MISSION

Lead the future of the garden and pet industries...
one blade of grass and one wagging tail at a time



2024

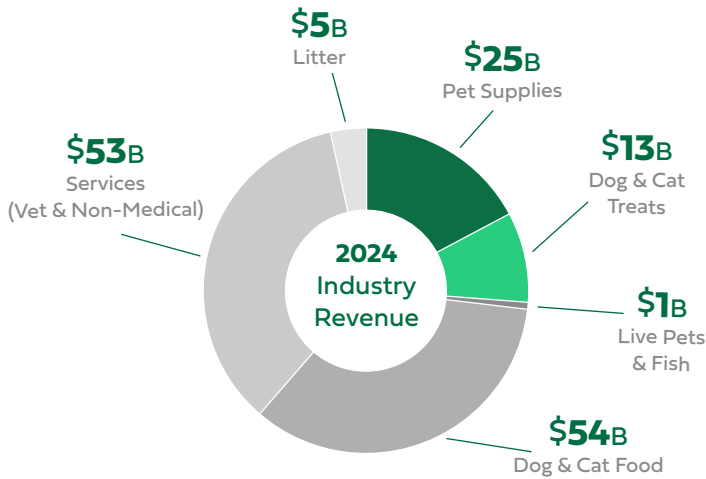
Investor
Fact Sheet

LEADING POSITIONS

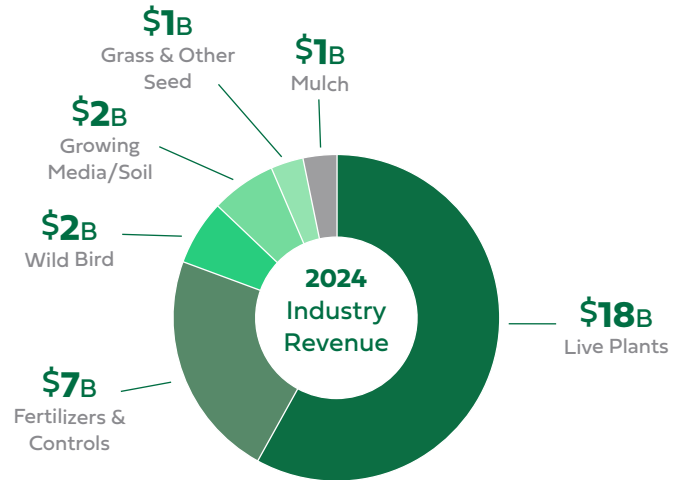
#2 Pet Supplies
(ex. Dog & Cat Food, Cat Litter)

#2 Lawn & Garden Consumables

Central plays in ~\$39B of \$151B Pet Industry



Central plays in ~\$30B of \$31B Lawn & Garden Consumables Industry



CONSUMER TRENDS SUPPORTING OUR INDUSTRIES

Pet

- Pet ownership is split equally between the younger generations (Gen Z & Millennials) and older generations (Gen X & Baby Boomers), with the younger generations spending more on their pets in the past year.
- Across generations, the majority of pet owners depend on their pets intensely for companionship, affection, fun, and mental and physical health benefits.
- Approximately 95% of U.S. pet owners view their pets as family. Moreover, younger adults see pets as companions and a precursor to parenthood. Pets are interwoven into all aspects of life, and this motivates most pet owners to look for products that promote their pet's overall health and well-being.

Garden

- Gardening, lawn care, and outdoor recreation continue to be popular among many consumers.
- Lifestyle changes and demographic shifts are creating new opportunities in gardening, which include convenience through easy-to-use products and smaller package sizes, as well as trends like premiumization, customization, urbanization, sustainability, and transforming large grass areas into well-planned gardens that are easier to maintain.
- Millennials and Gen Z actively engage in gardening and houseplant ownership, with a particularly strong interest in outdoor living among Millennials, who represent the largest group of gardeners in the nation.

BROAD PORTFOLIO ACROSS GARDEN AND PET



CENTRAL TO HOME STRATEGY – FISCAL YEAR 2024 HIGHLIGHTS



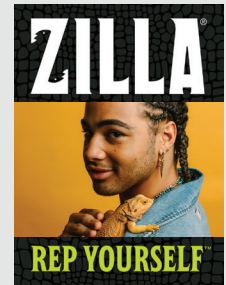
CONSUMER

Build and grow brands Consumers love

GROWING DISTINCTIVE, WINNING BRANDS



Marketing campaign results are driving accelerated growth and share gains across several brands.



CUSTOMER

Win with winning Customers and Channels

STRENGTHEN RELATIONSHIPS WITH WINNING CUSTOMERS

Proudly joined The Home Depot Foundation and HandsOn Greater Phoenix to give veteran residents across multiple Native American Connections facilities a safe and relaxing place to call home.



Volunteered in Swing for Charity event with Lowe's Foundation and Sleep in Heavenly Peace building 700 beds for children during Careers in Construction Month.



CENTRAL

Fortify the Central Portfolio

ENSURE A SAFE, RESPONSIBLE AND SUSTAINABLE FUTURE

Committed to protecting our planet, cultivating our communities and empowering our employees.



- Begun embedding sustainability in our daily operations.
- Started tracking progress toward our sustainability goals.
- Continued enhancing our social responsibility and environmental stewardship.

SIMPLIFY THE CENTRAL PORTFOLIO

Progressed on Cost and Simplicity program to simplify our business and improve our efficiency across the organization.



COST

Reduce Cost to improve margins and fuel growth



- Integrated our Arden outdoor cushion, dog bed, and K&H businesses.
- Expanded capacity and enhanced efficiency at our natural dog treats processing plant in Mexico.



- Implemented corporate transportation management system and centralized load planning.
- Consolidated live plants businesses under the Bell brand name and relocated production to a modernized site in Kentucky.



CULTURE

Strengthen our entrepreneurial, BU-led, growth Culture

DEVELOP AND RETAIN TOP TALENT



Our Women in Leadership Council held its first Summit in Atlanta themed "We Rise by Lifting Others" and introduced a new "Women's Leadership Track" in our 2024 Mentorship Program

FISCAL 2024 – FINANCIAL RESULTS

NET SALES

\$3.2B

(3)% vs. PY

NON-GAAP OPERATING INCOME

\$223MM

(2)% vs. PY

NON-GAAP EPS

\$2.13

+\$0.06 vs. PY

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

The Central Way



We Do the Right Thing

We Strive to be the Best

We are Entrepreneurial

We Win Together

We Grow Every Day

We are Passionate

CENTRAL LEADERSHIP TEAM

Niko Lahanas

Chief Executive Officer

Glen Axelrod

SVP, Dog & Cat Brands

John Hanson

President, Pet Consumer Products

Marilyn Leahy

Interim SVP Human Resources

Joyce McCarthy

General Counsel & Secretary

Brad Smith

Chief Financial Officer

Dan Pennington

SVP, Wild Bird, Chemical & Fertilizer

J.D. Walker

President, Garden Consumer Products

Chris Walter

SVP & Chief Information Officer

CORPORATE OFFICE

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STOCK LISTINGS

NASDAQ Symbols CENT, CENTA

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