



# Q2 2025

## FINANCIAL RESULTS



### ACHIEVED SOLID SECOND QUARTER RESULTS

### Q2 HIGHLIGHTS

#### NET SALES

**\$834MM**

(7)% vs. PY

#### NON-GAAP OPERATING INCOME

**\$99MM**

in line with PY

#### NON-GAAP EPS

**\$1.04**

\$0.05 vs. PY

Continued execution of Cost & Simplicity program enhances efficiency

Opened new DTC-enabled Dog & Cat distribution center in New Jersey

Further eCommerce growth, fueled by centralized retail media efforts, new product introductions and improved content

Record sales and online share leadership in Wild Bird

Held market share in pet and garden with gains across several key categories including Dog Chews, Rawhide, Wild Bird and Grass Seed

### PET

#### NET SALES

**\$454MM**

(6)% vs. PY

#### NON-GAAP OPERATING INCOME

**\$66MM**

5% vs. PY

### GARDEN

#### NET SALES

**\$380MM**

(10)% vs. PY

#### OPERATING INCOME

**\$59MM**

3% vs. PY