

# 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



2025

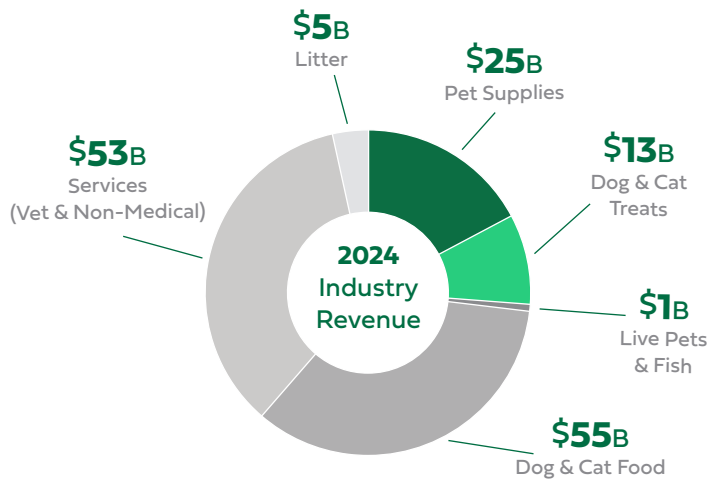
Investor  
Fact Sheet

## LEADING POSITIONS

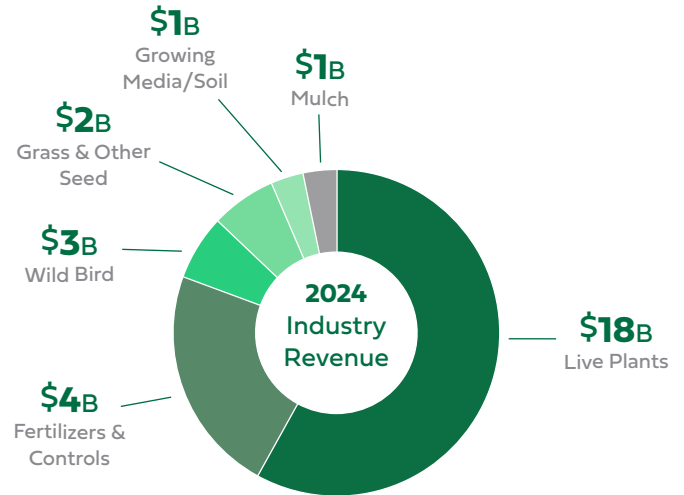
**#2 Pet Supplies**  
(ex. Dog & Cat Food, Cat Litter)

**#2 Lawn & Garden Consumables**

### Central plays in ~\$40B of \$158B Pet Industry



### Central plays in ~\$32B of \$33B Lawn & Garden Consumables Industry



## CONSUMER TRENDS SUPPORTING OUR INDUSTRIES

### Pet

- Despite economic challenges, humanization and premiumization continue to drive the pet industry forward, with growth in cat continuing to outpace dog through increased ownership and rising premiumization
- Approximately 95% of U.S. pet owners view their pets as family, and across all ages, pets are seen as essential companions for affection, fun, and mental and physical health, with new research continuing to validate this human-pet bond.
- For many younger adults, pets are viewed as a precursor to parenthood and are deeply integrated into daily life. These dynamics drive demand for premium products that promote their overall health and well-being.

### Garden

- Consumer interest in gardening, lawn care, and outdoor recreation remains strong, supported by lifestyle and demographic shifts.
- Consumer trends are creating opportunities in areas such as convenience (easy-to-use products and smaller package sizes), premiumization, customization, urban gardening, sustainability and the transformation of large grass spaces into lower-maintenance planned gardens.
- Millennials and Gen Z's demonstrate high participation in gardening and houseplant ownership, with Millennials standing out as the largest group of gardeners and a key driver of the growing interest in outdoor living.

## BROAD PORTFOLIO ACROSS GARDEN AND PET



# CENTRAL TO HOME STRATEGY – FISCAL YEAR 2025 HIGHLIGHTS



## CONSUMER

Build and grow brands Consumers love

### GROWING DISTINCTIVE, WINNING BRANDS



**Kaytee** – "It's All About the Little Things" campaign to emphasize that even small moments spent with pets can be special



**Nylabone** – Celebrates its 70th birthday with limited-edition chew toys and a special give-back campaign



**DMO** – 'Home Improvement' star Richard Karn teams up with DoMyOwn as 'Chief Solutions Officer'



## CUSTOMER

Win with winning Customers and Channels

### STRENGTHEN RELATIONSHIPS WITH WINNING CUSTOMERS

Central has been named Lowe's 2025 Vendor Partner of the Year in Lawn & Garden — the ninth time we've received this honor. This is a testament of the strength of our decades-long partnership, which began 1982 with our very first order of Pennington grass seed.



## CENTRAL

Fortify the Central Portfolio

### ENSURE A SAFE, RESPONSIBLE AND SUSTAINABLE FUTURE

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



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



## COST

Reduce Cost to improve margins and fuel growth

### SIMPLIFY THE CENTRAL PORTFOLIO

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

- Wind-down of operations in the United Kingdom and moved to a direct-export model.
- Consolidated 20 outdated locations into 5 efficient, DTC-enabled fulfillment hubs
- Exited low-margin pottery business



## CULTURE

Strengthen our entrepreneurial, BU-led, growth Culture

### DEVELOP AND RETAIN TOP TALENT



- Women make up 41% of our non-seasonal workforce and increasing opportunities for women remains a key priority.
- Women hold 35% of leadership positions, including manager, directors and senior executives.

## FISCAL 2025 – FINANCIAL RESULTS

### NET SALES

**\$3.1B**

(2)% vs. PY

### NON-GAAP OPERATING INCOME

**\$265MM**

+19% vs. PY

### NON-GAAP EPS

**\$2.73**

+\$0.60 vs. PY

### PET

#### NET SALES

**\$1.8B**

(2)% vs. PY

#### NON-GAAP OPERATING INCOME

**\$266MM**

+1% vs. PY

### GARDEN

#### NET SALES

**\$1.3B**

(3)% vs. PY

#### NON-GAAP OPERATING INCOME

**\$147MM**

+44% 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

**Marilyn Leahy**

Interim SVP Human Resources

**John Hanson**

President, Pet Consumer Products

**George Yuhas**

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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NASDAQ Symbols CENT, CENTA

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