



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



2022

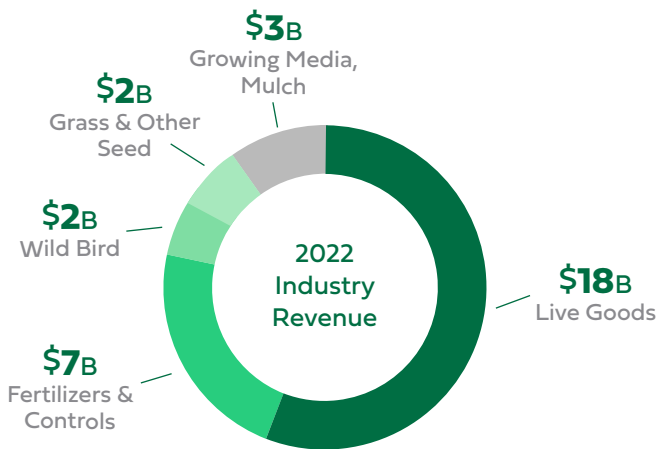
Investor
Fact Sheet

LEADING POSITIONS

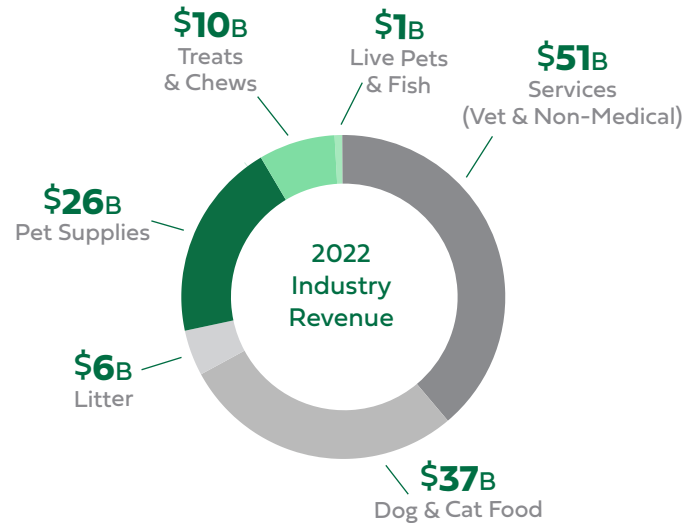
#2 Lawn & Garden Consumables

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

Central plays in ~\$31B of \$32B Lawn & Garden Consumables Industry



Central plays in ~\$37B of \$131B Pet Industry



CONSUMER TRENDS SUPPORTING OUR INDUSTRIES

Garden

- Millennials have become homeowners in large numbers, representing 29% of all gardeners.
- Rural revitalization is a tailwind for the garden industry as a large portion of the population now live either full-time or part-time outside of cities and in more suburban or rural areas thus providing more space for larger lawns.
- 75% of gardeners believe they have a personal responsibility to be environmentally friendly.

Pet

- 95% of U.S. pet owners view pets as family, and humanization is a significant tailwind for the pet industry.
- Online shopping in Pet has continued to grow much faster than brick and mortar retail. In fact, 80% of the U.S. population shops online and more than half of U.S. consumers prefer it over in-person.
- Almost 90% of pet owners agree that they look for products to improve their pet's health and well-being.

BROAD PORTFOLIO ACROSS GARDEN AND PET



CENTRAL TO HOME STRATEGY – 2022 FISCAL YEAR HIGHLIGHTS



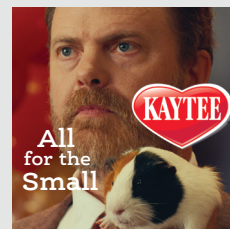
CONSUMER

Build and grow brands Consumers love

BUILDING DISTINCTIVE, WINNING BRANDS



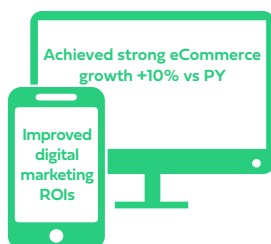
Grew market share in wild bird and grass seed, small animal and dog treats.



CUSTOMER

Win with winning Customers and Channels

STRENGTHEN RELATIONSHIPS WITH WINNING CUSTOMERS



Awarded Companion Animal Vendor of the Year



CENTRAL

Fortify the Central Portfolio

ENSURE A SAFE, RESPONSIBLE AND SUSTAINABLE FUTURE

Launched inaugural Central Impact Report

Our three priorities and 10 focus areas

Protecting our Planet

- Energy & Greenhouse Gases
- Water
- Waste
- Biodiversity

Cultivating our Communities

- Philanthropy
- Employee Volunteering
- Product Stewardship

Empowering our Employees

- Health & Safety
- Diversity & Inclusion
- Learning & Development



COST

Reduce Cost to improve margins and fuel growth

SIMPLIFY THE CENTRAL PORTFOLIO

Expanded capacity and invested in automation



Eliminated thousands of SKUs



CULTURE

Strengthen our entrepreneurial, BU-led, growth Culture

DEVELOP AND RETAIN TOP TALENT

Held company's first CLC Leadership Summit



Launched Mentorship Program



FISCAL 2022 – SOLID RESULTS IN A CHALLENGING ENVIRONMENT

NET SALES



\$3.3B

+1% VS. PY

OPERATING INCOME



\$260MM

+2% VS. PY

GAAP EPS



\$2.80

+ \$0.05 VS. PY



GARDEN

NET SALES

\$1.5B

+4% VS. PY

OPERATING INCOME

\$154MM

+11% VS. PY



PET

NET SALES

\$1.9B

(1)% VS. PY

OPERATING INCOME

\$209MM

+0.3% 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

Tim Cofer
CEO

Glen Axelrod
SVP, Dog & Cat Brands

Jon Balousek
President, Corporate Development

Ken Elsbury
SVP, Central Life Sciences

Aron Kolosik
Chief Supply Chain Officer

John Hanson
President,
Pet Consumer Products

Niko Lahanas
CFO

Marilyn Leahy
SVP, Human Resources

Joyce McCarthy
General Counsel and Corporate
Secretary

Mike McGoohan
SVP, Marketing & Strategy

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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and annual reports, presentations, and webcasts.
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STOCK LISTINGS

NASDAQ Symbols CENT, CENTA

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