



Q1 2023



FINANCIAL RESULTS

Delivered first quarter results in line with guidance, which anticipated near-term challenges

NET SALES

\$628MM

OPERATING INCOME

\$0.4MM

EPS

\$(0.16)

PET

NET SALES

\$416MM

OPERATING INCOME

\$40MM

GARDEN

NET SALES

\$212MM

OPERATING INCOME

\$(11)MM

HIGHLIGHTS

Robust sales growth in our Dog & Cat brands and Outdoor Cushions, Wild Bird and Grass Seed

Pet POS grew by 6%, Garden POS low single digits, both exceeding net sales growth

Service levels in the mid to upper 90s in Pet and high 90s in Garden

Gained market share in Dog treats & toys, Small animal, Pet Bird, Aquatics and Equine, Wild Bird and Grass Seed

eCommerce grew faster than Brick & Mortar, gained eCommerce share across most of Pet and Garden

Branded products outperformed private label products

Home is central to life – we are Central to home