



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

Fiscal 2021

Investor
Fact Sheet

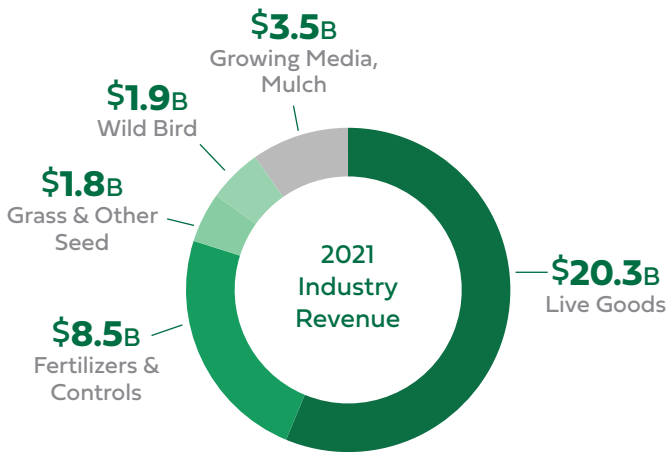


LEADING POSITIONS

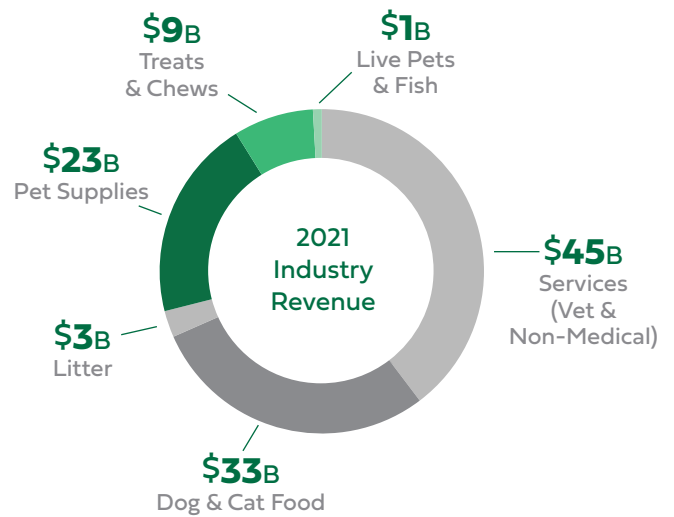
#2 Lawn & Garden Consumables

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

Central plays in ~\$33B of \$36B Lawn & Garden Consumables Industry



Central plays in ~\$33B of \$117B Pet Industry



CONSUMER TRENDS SUPPORTING OUR INDUSTRIES

Garden

- 18 million new gardeners entered the category in 2020
- Post-COVID, 30% of all gardeners plan to participate in the category more than today
- Millennials are now the largest group of gardeners with increasing interest in sustainability

Pet

- Pet ownership grew 4% in 2021, and is projected to grow 14% by 2030
- Driven by Millennials, spending on pets is expected to double by 2030
- Two thirds of all pets were owned by Gen Z or Millennials

BROAD PORTFOLIO ACROSS GARDEN AND PET



LONG-TERM STRATEGY IN ACTION: 2021 ACHIEVEMENTS



CONSUMER

Build and grow brands Consumers love

DROVE GROWTH THROUGH PRODUCT INNOVATION

GARDEN



PET



CUSTOMER

Win with winning Customers and Channels

EXPANDED STRONG CUSTOMER PARTNERSHIPS

Growth across all top 10 customers



2021 Outdoor Garden Supplier of the Year



CENTRAL

Fortify the Central Portfolio

ACQUIRED FOUR SUCCESSFUL BUSINESSES



COST

Reduce Cost to improve margins and fuel growth

ADVANCED OPERATIONAL EXCELLENCE

Invested in incremental capacity and automation to improve service and reduce cost



Captured scale benefits across business units



CULTURE

Strengthen our entrepreneurial, BU-led, growth Culture

WELCOMED TOP TALENT, KEPT EMPLOYEES SAFE & BUILT CAPABILITIES



1,000+ full-time employees joined Team Central through acquisitions

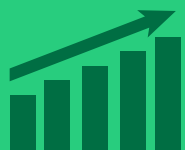


18 mobile vaccination clinics were held resulting in 900+ fully or partially vaccinated employees



Brought in GREAT NEW TALENT and built capabilities to enable sustainable, profitable growth

FISCAL 2021 – SECOND CONSECUTIVE YEAR OF RECORD RESULTS



Net Sales

\$3.3B

+23% vs. PY



Operating Income

\$254MM

+29% vs. PY



GAAP EPS

\$2.75

+25% vs. PY



GARDEN

43% OF TOTAL FY21 NET SALES

Net Sales

\$1.4B

+38% vs. PY

Operating Income

\$139MM

+20% vs. PY



PET

57% OF TOTAL FY21 NET SALES

Net Sales

\$1.9B

+13% vs. PY

Operating Income

\$208MM

+21% vs. PY

EXTERNAL RECOGNITION IN 2021

Business Achievement



Employer of Choice



Winning Brands



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

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

George Yuhas
General Counsel

CORPORATE OFFICE

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STOCK LISTINGS

NASDAQ Symbols CENT, CENTA

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