



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



2023

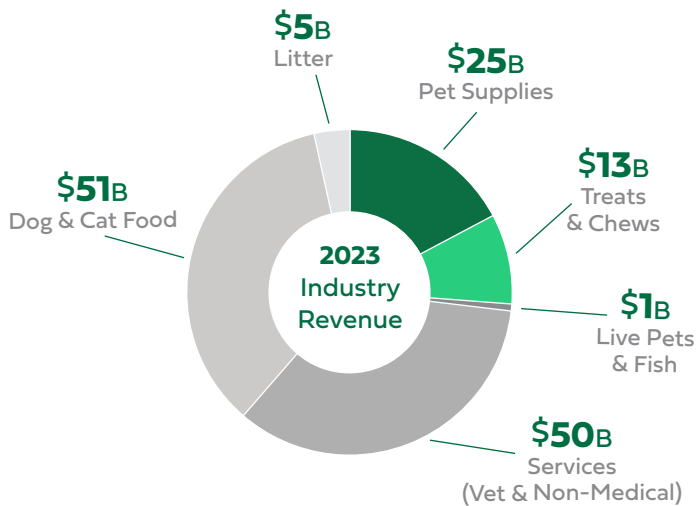
Investor
Fact Sheet

LEADING POSITIONS

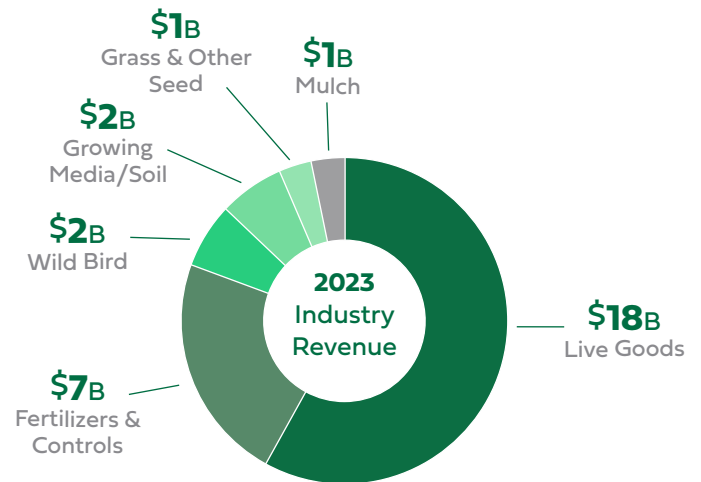
#2 Pet Supplies
(ex. Dog & Cat Food, Cat Litter)

#2 Lawn & Garden Consumables

Central plays in ~\$39B of \$145B Pet Industry



Central plays in ~\$30B of \$31B Lawn & Garden Consumables Industry



CONSUMER TRENDS SUPPORTING OUR INDUSTRIES

Pet

- For the first time, pet ownership is split equally between younger generations (Gen Z & Millennials) and the older generations (Gen X & Baby Boomers), with the younger generations spending more on their pets.
- Across generations, the majority of pet owners depend on their pets intensely for companionship, affection, fun and mental and physical health benefits.
- Approximately 96% of U.S. pet owners view their pet as family, and pets are interwoven into the lifestyles and daily routines of pet parents. Moreover, the majority of pet owners look for products to improve their pet's health and well-being.

Garden

- Gardening and outdoor recreation continue to be popular among many consumer and lifestyle changes and shifts in demographics are creating new opportunities in gardening.
- Interest in outdoor living is particularly high among millennials, the nation's largest group of gardeners, representing 29% of all gardeners, and they are increasingly interested in gardening as a leisure pursuit.
- 55% of people who grow plants refer to their plants as "babies" or have called themselves a "plant parent" and are more likely to spend more money on their "plant babies".

BROAD PORTFOLIO ACROSS PET AND GARDEN



CENTRAL TO HOME STRATEGY – 2023 FISCAL YEAR HIGHLIGHTS



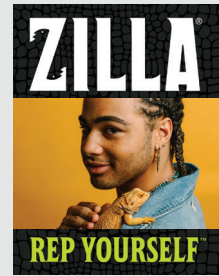
CONSUMER

Build and grow brands Consumers love

GROWING DISTINCTIVE, WINNING BRANDS



Promising early marketing campaign results driving accelerated growth and share gains across several pet and garden brands.



CUSTOMER

Win with winning Customers and Channels

STRENGTHEN RELATIONSHIPS WITH WINNING CUSTOMERS



Bell Nursery was named Outdoor Garden Partner of the Year by the Home Depot



CENTRAL

Fortify the Central Portfolio

ENSURE A SAFE, RESPONSIBLE AND SUSTAINABLE FUTURE

Focused on 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

SIMPLIFY THE CENTRAL PORTFOLIO

Launched Cost and Simplicity program to simplify our business and improve our efficiency across the organization.



Sold distribution business into the independent garden center channel.



Acquired TDBBS, a provider of premium natural dog chews and treats



COST

Reduce Cost to improve margins and fuel growth



CULTURE

Strengthen our entrepreneurial, BU-led, growth Culture

DEVELOP AND RETAIN TOP TALENT

Introduced Women in Leadership Council, a collective of senior female leaders from across the organization to help advance women at Central.



FISCAL 2023 – FINANCIAL RESULTS

NET SALES

\$3.3B

in line with PY

NON-GAAP OPERATING INCOME

\$227MM

(13)% vs. PY

NON-GAAP EPS

\$2.59

\$(0.21) vs. PY

PET

NET SALES

\$1.9B

in line with PY

NON-GAAP OPERATING INCOME

\$216MM

+4% vs. PY

GARDEN

NET SALES

\$1.4B

(2)% vs. PY

NON-GAAP OPERATING INCOME

\$122MM

(21)% 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

Beth Springer
Interim CEO

Niko Lahanas
CFO

Glen Axelrod
SVP, Dog & Cat Brands

Joyce McCarthy
General Counsel & Secretary

Ken Elsbury
Chief People Officer and
Life Sciences Lead

Dan Pennington
SVP, Wild Bird, Chemical & Fertilizer

Aron Kolosik
Chief Supply Chain Officer

J.D. Walker
President, Garden Consumer
Products

John Hanson
President,
Pet Consumer Products

Chris Walter
SVP & Chief Information Officer

CORPORATE OFFICE

Central Garden & Pet Company
1340 Treat Blvd., Suite 600
Walnut Creek, CA 94597
(925) 948-4000
WWW.CENTRAL.COM

INDEPENDENT AUDITORS

Deloitte & Touche LLP
San Francisco, CA

STOCK LISTINGS

NASDAQ Symbols CENT, CENTA

TRANSFER AGENT

Computershare Trust Company, N.A.
250 Royall Street
Canton, MA 02021
(877) 261-9290
www.computershare.com/investor

Visit us online at ir.central.com where you can find quarterly
and annual reports, presentations, and webcasts.
Or contact Investor Relations at ir@central.com.

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