We are Central to home

OUR MISSION
Lead the future of the Garden and Pet industries... one blade of grass and one wagging tail at a time

OUR PURPOSE
Nurture happy and healthy homes

2023
Investor Fact Sheet
LEADING POSITIONS

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

**Lawn & Garden Consumables**

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

- $5B Litter
- $25B Pet Supplies
- $51B Dog & Cat Food
- $13B Treats & Chews
- $7B Live Pets & Fish
- $50B Services (Vet & Non-Medical)

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

- $1B Grass & Other Seed
- $2B Growing Media/Soil
- $2B Wild Bird
- $1B Mulch
- $18B Live Goods

**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**

- Pennington
- Nyabone Chews Best
- Kaytee
- Amdro
- Aqueon
- Farnam
- Cadet
- Ferry-Morse
- K&H
- Four Paws
**CENTRAL TO HOME STRATEGY – 2023 FISCAL YEAR HIGHLIGHTS**

### Growing Distinctive, Winning Brands

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

![Image of Zilla](image)

**Central to Home Strategy**

- **Consumer**
  - Build and grow brands Consumers love

- **Customer**
  - Win with winning Customers and Channels

- **Central**
  - Fortify the Central Portfolio

- **Culture**
  - Strengthen our entrepreneurial, BU-led, growth Culture

- **Cost**
  - Reduce Cost to improve margins and fuel growth

- **Cultivate our Communities**
  - Empowering our Employees

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  - Empowering our Employees

- **Empowering our Employees**
  - Health & Safety

- **Empowering our Employees**
  - Diversity & Inclusion

- **Empowering our Employees**
  - Learning & Development

### Strengthen Relationships with Winning Customers

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

- **Improved digital marketing ROI**

### Ensure a Safe, Responsible and Sustainable Future

- **Protecting our Planet**
  - Energy & Greenhouse Gases
  - Water
  - Waste
  - Biodiversity

- **Cultivating our Communities**
  - Philanthropy
  - Employee Volunteering
  - Product Stewardship

- **Empowering our Employees**
  - Health & Safety

- **Empowering our Employees**
  - Diversity & Inclusion

- **Empowering our Employees**
  - 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**

### 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.**

![Image of Women in Leadership Council](image)
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
in line with 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

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STOCK LISTINGS

NASDAQ Symbols CENT, CENTA

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