



September 4, 2025

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All adjusted GAAP numbers presented are footnoted and reconciled to their closest GAAP measurement in the attached reconciliation schedule or in our May 8, 2025 and August 7, 2025 earnings releases in the “About Non-GAAP Financial Measures” section.

Contents Overview

- I. Introduction to Prestige Consumer Healthcare
- II. Brand-Building Playbook
- III. Financial Strategy & Capital Allocation
- IV. The Road Ahead



I. Introduction to Prestige Consumer Healthcare

Who We Are: Helping Consumers Care for Themselves

12+ Billion eye drops per year



650+ Million throat drops for every cold season



17+ Million doses of pain relief per week

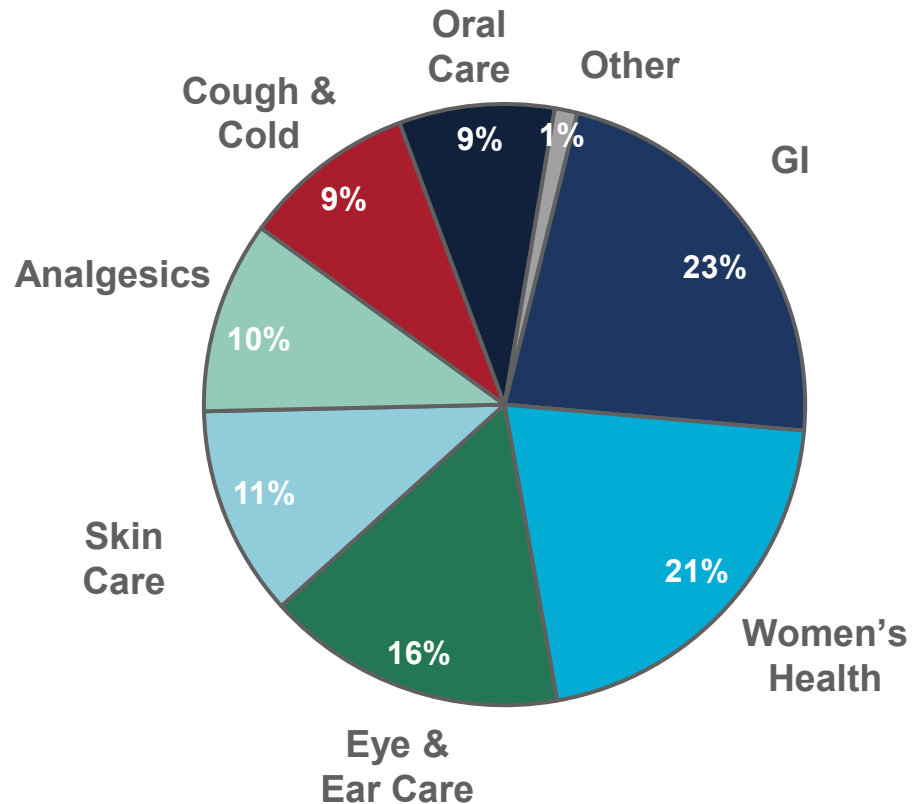


8+ Million infections treated annually



Diversified Portfolio of Leading Consumer Healthcare Brands

Total Sales by Category



FY 25 Revenues

Diverse Portfolio of Market-Leading Brands

Motion Sickness
Constipation
Rehydration

Dramamine **Fleet**
Hydralyte

Feminine Hygiene
Vaginal Anti-Fungal

MONISTAT **summer's eve**

Allergy & Redness Relief
Dry Eye Relief Treatment

CLEAR EYES **thera tears**

Wart Removal
Lice/Parasite Treatment

Compound W **Nix**

Powdered Analgesic

BC **Goody's**

Sore Throat Liquids/Lozenge

LUDEN'S **Chloraseptic**

Proven Strategy Delivers Long-Term Performance

Proven Ability to Execute Value Creation Strategy

1

Investing for Growth with Proven Brand-Building Playbook

2

Superior Business Attributes Drive Strong Free Cash Flow

3

Scalable & Efficient Platform Enables Capital Allocation Optionality

+3.4%
5-Yr CAGR

Revenue

+2.4%
5-Yr CAGR

Organic Revenue⁽¹⁾

+8.8%
5-Yr CAGR

Adj. EPS⁽²⁾



II. Brand-Building Playbook

Brand-Building Focus Positions Us for Long-Term Growth



1 Understanding Consumer Insights and Opportunity

2 Flexible & Agile Brand Strategies in a Dynamic Environment

3 Expanding Consumer Reach and Growth Through E-Commerce Expansion

4 Consumer-Driven New Product Development

Resulting Long-Term Success Across Channels & Categories

Broadened Motion Sickness Offering



#1 Brand* in Motion Sickness

Expanding an Iconic Brand into Nausea & Beyond



Leading brand* in Nausea/Motion Sickness

Robust Digital Campaigns Supporting Brand

DITCH THE NAUSEA
Dramamine PRESENTS
DITCH THE Drama Llama of NAUSEA

DITCH THE Drama Llama of NAUSEA
With the leader in nausea relief

THE LAST BARF BAG
A TRIBUTE TO A CULTURAL ICON

DREAM TRIP WENT ALL WRONG?
YOU COULD WIN A 'CHEW OVER!'

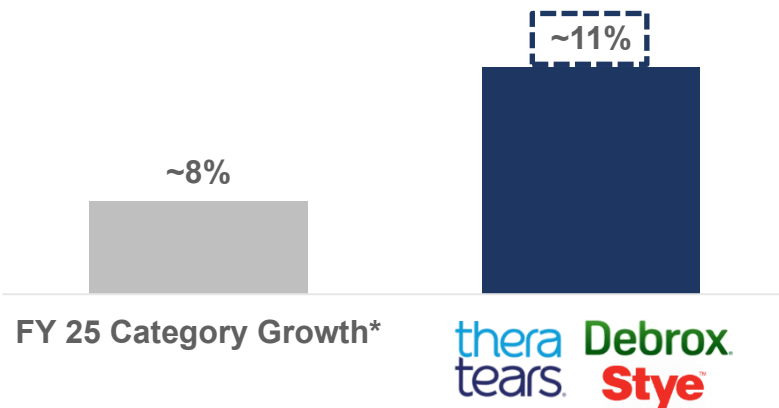
Successful Brand-building Resulting in Double-digit CAGR* Over Last Four Years, Ahead of Category

* Market Share and CAGR rate reflects U.S. IRI MULO + C store for the 52 weeks ended 5-18-25

Portfolio Diversity Enables Agile Marketing Strategy

Agility in Action ...

... Supported by Brand-Building Playbook

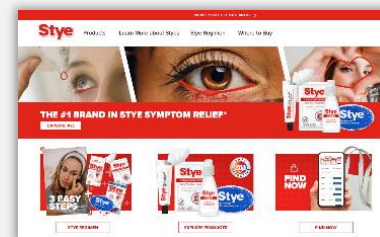


Limited FY 25 *Clear Eyes* marketing opportunities due to supply constraints

Rapidly identified & executed on adjacent opportunities in Eye & Ear portfolio

*MULO+ Conv 52 weeks ending 3/23/25

Engaging Campaigns & Content



Insight Driven Innovation



Impactful claims

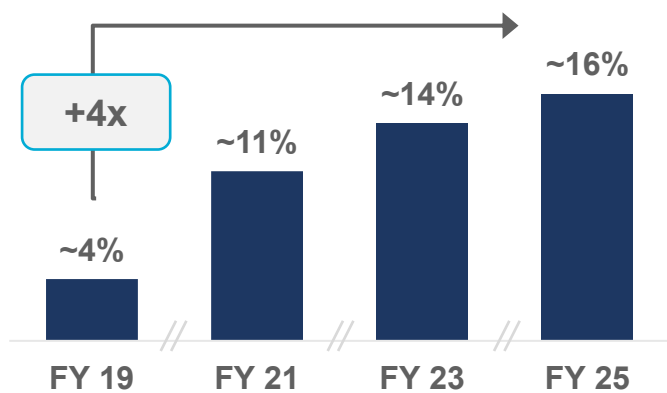


Expanded consumer need states

- Wide-ranging efficacious offerings across consumer eye & ear needs
- Marketing tactics include engaging content and innovation
- Can quickly reinvest in *Clear Eyes* as supply grows

Continue to Drive Strong E-Commerce Growth

E-Commerce as a % of Net Sales*



Continued strong performance across E-Commerce business in FY '25

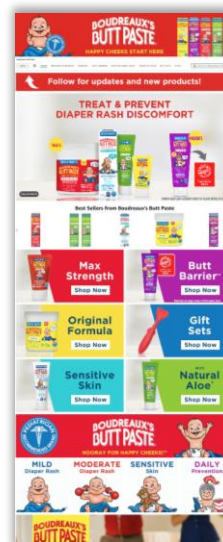


*MULO+ Retail sales data and International assumptions as of 3/23/25

Engaging Content Driving Traffic & Conversion



Continually Upgrading User Experience



Innovation Playbook Wide-Ranging to Address Consumer Needs

Product Development Initiatives

Dramamine®



Summer's Eve®



Goody's



Fleet












Hydralyte®



MONISTAT®



<p>Extend Brand Through Better Consumer Experience or Claims</p>						
<p>Innovate Through Technology or Forms</p>						
<p>New Categories Expansion</p>	<p>Pediatric Nausea</p>		<p>Mental Alertness</p>	<p>Oral Stool Softener</p>		

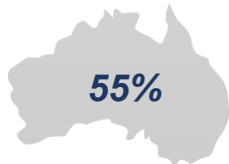
Attractive International Business

Broad Geographic Reach

% Int'l Revenue*

Key Brands

Australia



Hydralyte[®] FESS[®]
ZADITEN[®] MURINE[®] CLEAR EYES[®]

Asia



DenTek[®] Fleet[®]
LITTLE REMEDIES[®] summer's eve[®]

Europe



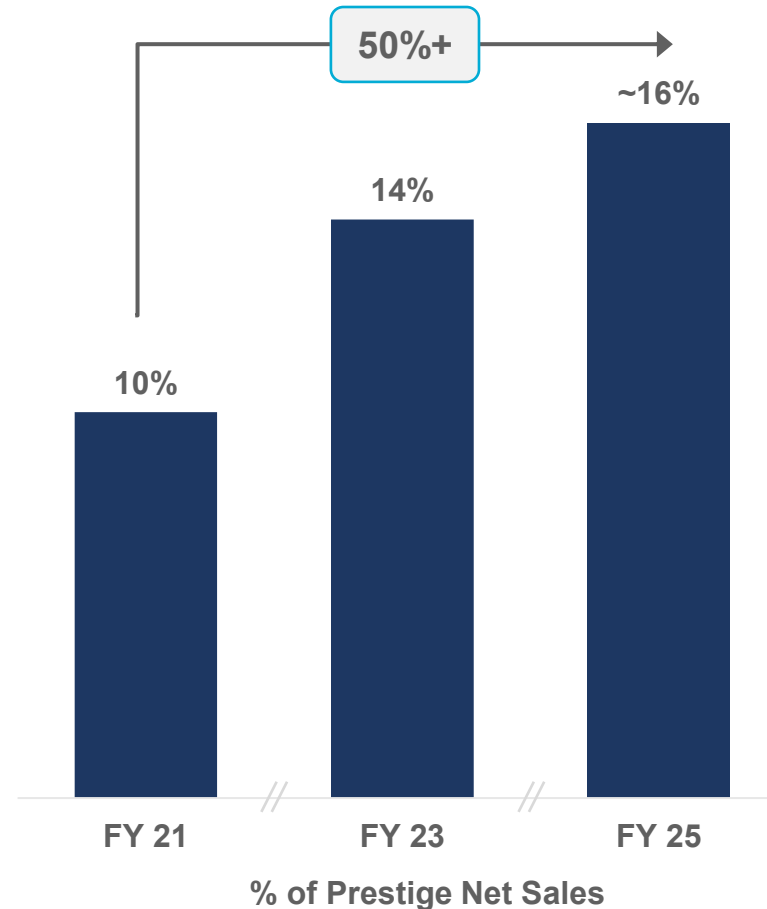
DenTek[®] MURINE[®]
thera tears[®] Ultra Chloraseptic[®]

Latin America



CLEAR EYES[®] Fleet[®]
MONISTAT[®] summer's eve[®]

Growing International Presence



Proven Revenue Growth Playbook

Broad Innovation



Digital & Retail Marketing



Strategic Geographic Expansion

- Strategic collaboration with long-term broker partners
- Actively adding countries to Hydralyte global footprint

Long-term 5%+ Growth Target

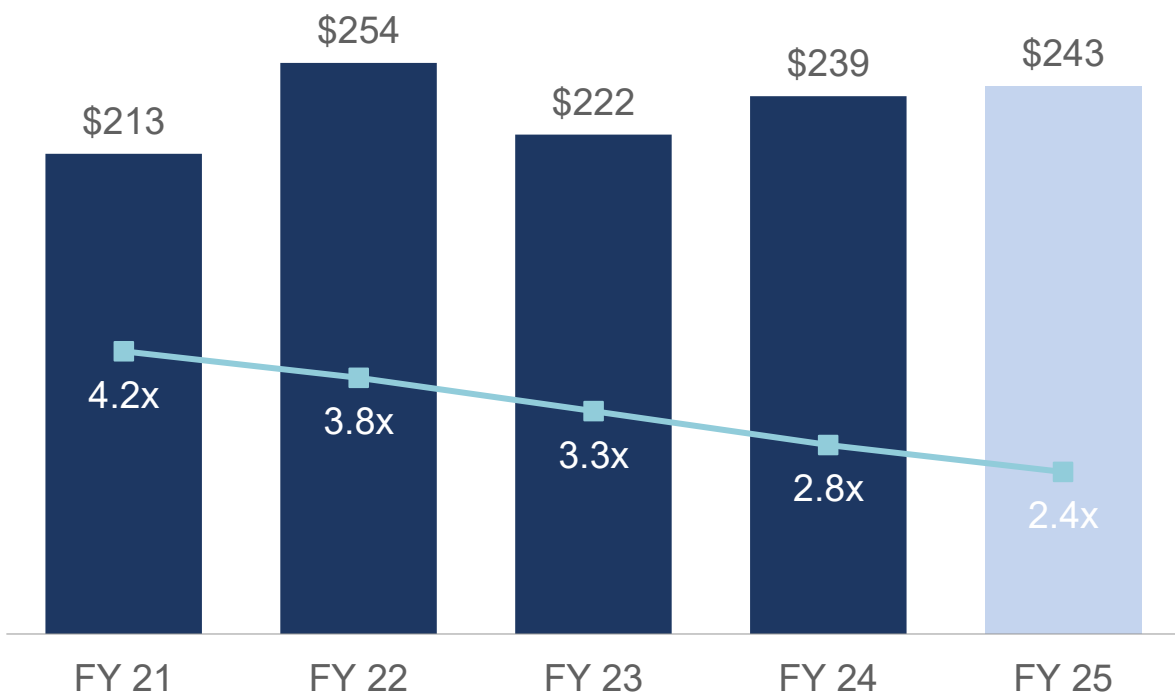
*Percents are Approximations; Excludes currency effect



III. Financial Strategy & Capital Allocation

Robust Free Cash Flow Supports Value-Enhancing Capital Allocation

Adj. FY Free Cash Flow⁽²⁾ & Net Leverage⁽³⁾



Dollar values in millions

Capital Allocation Highlights

- ✓ *Significant debt reduction to 2.4x Net Leverage⁽³⁾*
- ✓ *\$52 million in share repurchases in FY25*
- ✓ *Building cash balance in advance of future inorganic opportunities*
- ✓ *Strong and Consistent Free Cash Flow growth thanks to key business attributes*

Free Cash Flow Generation Enables Flexible Capital Allocation Strategy

Disciplined Capital Allocation Priorities Unchanged

Organic Long-Term Algorithm...

1 Invest in Current Brands to Drive Organic Growth

Anticipate approximately **\$1 billion total** Free Cash Flow⁽²⁾ over the next four years enhancing shareholder value

2

Pursue M&A That is Attractive to Shareholders
Ample Capacity to Pursue Brands & Portfolios of Scale

3

Strategic Share Repurchases
Opportunistic Share Repurchases Available with \$200M+ Available Authorization

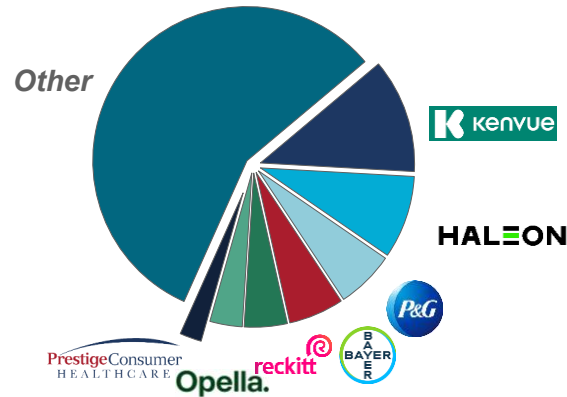
4

Further Net Deleveraging to Enhance Optionality
Near-term Cash Build to Enhance Future Capital Deployment Flexibility

M&A: Significant Capacity Supports Continued Opportunity

Consumer Healthcare is Fragmented

U.S. OTC Market Share Fragmentation Creates Opportunity¹



Global Consumer Healthcare Categories are Less Consolidated than Broader CPG²

27% Average Market Share of Top 3 CH Brands

VS.

35% Average Market Share of Top 3 CPG Brands

Plentiful M&A Debt Capacity*

2.4x

Net Leverage⁽³⁾

\$1B+

Acquisition Capacity

¹ Source IRI MULO ended 5/7/23; \$ values in millions; Includes: OTC-related branded consumer healthcare products

² Source: Euromonitor International 2024, BCG

* Assumes 12x EBITDA transaction and less than 4x max net leverage



IV. The Road Ahead

FY 26 Outlook

Top Line Trends

- Expected revenue decline due largely to eye care supply constraints in first half
- Continue to benefit from well-diversified portfolio and brand-building playbook
- Revenues of \$1,100 to \$1,115 million
 - Expected organic revenue down approximately (1.5%) to (3.0%)
 - Assumes *Clear Eyes* shipment improvements in 2H via strategic actions discussed on August earnings call

EPS

- Diluted EPS of \$4.50 to \$4.58
- Expect earnings growth to reaccelerate as revenue improves

Free Cash Flow & Allocation

- Free Cash Flow⁽⁴⁾ of \$245 million or more
- Capital allocation decisions focused on maximizing shareholder value

Robust Long-term Growth Algorithm Unchanged

Organic Long-Term Algorithm

Organic Growth⁽¹⁾
of 2.0% to 3.0%



High
Free Cash Flow⁽²⁾
Generation



Proven &
Repeatable M&A
Strategy

6.0% to 8.0% EPS Growth

Upside Potential

Current Leverage
Supports Additional
Value Creating Capital
Allocation Optionality

Proven Value Creation Strategy

Portfolio & Strategy Well-Positioned for Long-Term Value Creation

1

Diversified Portfolio of Leading, Trusted Brands

2

Established Organic Growth Brand-Building Playbook

3

Superior Financial Profile Generating Consistent Free Cash Flow

4

Scalable Platform

5

Organic Growth Reinforced by Proven & Repeatable M&A Strategy

Prestige's Business Attributes & Execution Drive Superior Shareholder Value Creation



Appendix / Q&A

Appendix

- (1) Organic Revenue is a Non-GAAP financial measure and is reconciled to the most closely related GAAP financial measures in the attached Reconciliation Schedules and / or our earnings release dated May 8, 2025 in the “About Non-GAAP Financial Measures” section.
- (2) EBITDA & EBITDA Margin, Adjusted Diluted EPS, Free Cash Flow, and Net Debt are Non-GAAP financial measures and are reconciled to their most closely related GAAP financial measures in the attached Reconciliation Schedules and / or in our earnings release dated May 8, 2025 in the “About Non GAAP Financial Measures” section.
- (3) Leverage ratio reflects net debt / covenant-defined EBITDA.
- (4) Free Cash Flow for FY 26 is a projected Non-GAAP financial measure, is reconciled to projected GAAP Net Cash Provided by Operating Activities in the attached Reconciliation Schedules and / or in our earnings release dated August 7, 2025 in the “About Non-GAAP Financial Measures” section and is calculated based on projected Net Cash Provided by Operating Activities less projected capital expenditures.

Reconciliation Schedules

Organic Revenue

	Year Ended March 31,	
	2025	2020
<u>(In Millions)</u>		
GAAP Total Revenues	\$ 1,137.8	\$ 963.1
Revenue Change CAGR	3.4%	
Adjustments:		
Impact of foreign currency exchange rates	(0.1%)	
Impact of acquisitions & divestitures ^(a)	(0.9%)	
Total Adjustments	(1.0%)	
Non-GAAP Organic Revenue CAGR	2.4%	

a) Removes the effects of our Akorn acquisition and strategic exit of certain private label business

Reconciliation Schedules (Continued)

Adjusted Net Income & Adjusted EPS

	Year Ended March 31,			
	2025		2020	
	Net Income	Adjusted EPS	Net Income	Adjusted EPS
<i>(In Thousands, except per share data)</i>				
GAAP Net Income (Loss) and Diluted EPS	\$ 214,605	\$ 4.29	\$ 142,281	\$ 2.78
<u>Adjustments:</u>				
Transition & other costs associated with new warehouse and divestiture in Cost of Goods Sold ^(a)			9,170	0.18
Loss on disposal of assets			382	0.01
Loss on extinguishment of debt			2,155	0.04
Tradenname impairment	12,466	0.25	-	-
Tax impact of adjustments ^(b)	(2,961)	(0.06)	(2,974)	(0.06)
Normalized tax rate adjustment ^(c)	2,236	0.04	318	0.01
Total Adjustments	11,741	0.23	9,051	0.18
Non-GAAP Adjusted Net Income and Adjusted EPS	\$ 226,346	\$ 4.52	\$ 151,332	\$ 2.96

- a) Items related to new warehouse represent costs to transition to the new warehouse and duplicate costs incurred during the transition. Items related to divestiture represent costs related to divesting of assets sold.
- b) Income tax effect of above adjustments using the normalized tax rate.
- c) Income tax adjustment to adjust for discrete income tax items.

Note: Amounts may not add due to rounding

Reconciliation Schedules (Continued)

Adjusted Free Cash Flow

	2021	2022	2023	2024	2025
<i>(In Thousands)</i>					
GAAP Net Income	\$ 164,682	\$ 205,381	\$ (82,306)	\$ 209,339	\$ 214,605
<u>Adjustments</u>					
Adjustments to reconcile net income (loss) to net cash provided by operating activities as shown in the Statement of Cash Flows	76,523	65,487	365,877	79,418	78,851
Changes in operating assets and liabilities, net of effects from acquisitions as shown in the Statement of Cash Flows	(5,598)	(10,946)	(53,855)	(39,831)	(41,941)
Total adjustments	70,925	54,541	312,022	39,587	36,910
GAAP Net cash provided by operating activities	235,607	259,922	229,716	248,926	251,515
Purchases of property and equipment	(22,243)	(9,642)	(7,784)	(9,550)	(8,224)
Non-GAAP Free Cash Flow	213,364	250,280	221,932	239,376	243,291
Integration, transition and other payments associated with acquisitions/divestitures	-	3,465	-	-	-
Total adjustments	-	3,465	-	-	-
Non-GAAP Adjusted Free Cash Flow	\$ 213,364	\$ 253,745	\$ 221,932	\$ 239,376	\$ 243,291

Projected Free Cash Flow

<i>(In millions)</i>	
Projected FY'26 GAAP Net Cash provided by operating activities	\$ 255
Additions to property and equipment for cash	(10)
Projected FY'26 Non-GAAP Free Cash Flow	<u>\$ 245</u>