



Safe Harbor Disclosure

This presentation contains certain “forward-looking” statements within the meaning of the Private Securities Litigation Reform Act of 1995, such as statements regarding the Company’s expected financial performance, including revenues, organic revenue growth, adjusted diluted EPS, and free cash flow; the impact of the Pillar5 acquisition, including on the supply of Clear Eyes®, sales of Clear Eyes® and category leadership in Eye Care; the Company’s ability to expand its Clear Eyes® supply, rebuild Eye Care retailer and safety stock, and reaccelerate Clear Eyes® distribution; the Company’s ability to execute on its brand-building strategy to drive free cash flow and maximize shareholder value; e-commerce and Gastrointestinal category growth; the Company’s capital allocation strategy and ability to delever; the impact of the Company’s announced acquisitions on its financial performance and the tax benefits from the acquisition of Breathe Right®; and the timing of closing of the Company’s announced acquisitions. Words such as “anticipate,” “continue,” “expect,” “enable,” “outlook,” “focus,” “plan,” “can,” “will,” “may,” “should,” “could,” “would,” and similar expressions identify forward-looking statements. Such forward-looking statements represent the Company’s expectations and beliefs and involve a number of known and unknown risks, uncertainties and other factors that may cause actual results to differ materially from those expressed or implied by such forward-looking statements. These factors include, among others, the ability to and timing of any increase in the supply of Clear Eyes from Pillar5 and other suppliers; the ability of the Company’s manufacturing operations and third party manufacturers and logistics providers and suppliers to meet demand for its other products and to avoid inflationary cost increases and supply disruption; the impact of economic and business conditions; consumer trends; competitive pressures; the impact of the Company’s advertising and promotional and new product development initiatives; customer inventory management initiatives; the ability to pass along rising costs to customers without impacting sales; fluctuating foreign exchange rates; evolving U.S. and international tariffs, trade actions and regulatory activity; geopolitical instability; and other risks set forth in Part I, Item 1A. Risk Factors in the Company’s Annual Report on Form 10-K for the year ended March 31, 2025. You are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date this presentation. Except to the extent required by applicable law, the Company undertakes no obligation to update any forward-looking statement contained in this presentation, whether as a result of new information, future events, or otherwise.

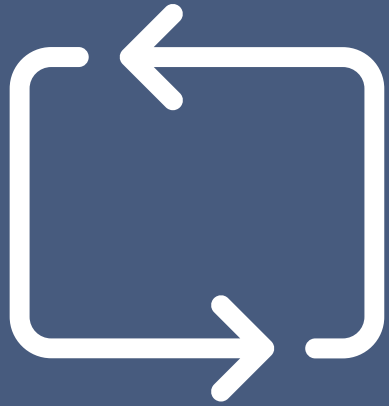
All non-GAAP numbers presented are footnoted and reconciled to their closest GAAP measurement in the attached reconciliation schedule and in our May 13, 2026 earnings release in the “About Non-GAAP Financial Measures” section.

Footnotes

Reference footnotes on certain pages are detailed in the appendix on page 23.

Agenda for Today's Discussion

- I. FY 26 and Performance Recap
- II. Drivers of Portfolio Growth
- III. Financial Overview
- IV. FY 27 Outlook & The Road Ahead



I. **FY 26 and Performance Recap**

FY 26 Performance Recap

FY 26 Sales Highlights

- Revenue of \$1.089 billion, down 4.3% versus prior year
- Eye care sales impacted by production volatility and capacity & quality upgrades
- International segment impacted by eye care supply and distributor order patterns

Superior Earnings and FCF

- Adjusted Gross Margin⁽²⁾ of 55.6% approximately flat to prior year
- Adjusted Diluted EPS⁽²⁾ of \$4.38 versus \$4.52 prior year
- Free Cash Flow⁽²⁾ growth to \$246.4 versus prior year

Disciplined Capital Allocation

- \$156 million in FY 26 share repurchases
- Ending leverage of 2.6x⁽³⁾
- Acquisitions of Breathe Right® and LaCorium Health on track for fiscal 2027

History of Superior Performance

Proven Ability to Execute Value Creation Strategy

1

Investing for Growth with Proven Brand-Building Playbook

2

Superior Business Attributes Enable Free Cash Flow

3

Scalable & Efficient Platform Supports Disciplined Capital Allocation

+2.9%
5-Yr CAGR

Revenue

+6.2%
5-Yr CAGR

Adj. EPS⁽²⁾

+2.9%
5-Yr CAGR

Adj. FCF⁽²⁾

Eye Care Outlook One Quarter Into Pillar5 Ownership



Progress Made in 2026

- Eye Care supply ramp remains a strategic priority
- Meaningful progress on integration of Pillar5 after first full quarter of ownership
- Owned aseptic eye care facility proving to be strategically valuable
- Rigorous quality standards ensure consumer trust despite category headlines
- Identifying and partnering with supplemental suppliers to augment capacity

FY 2027 Outlook

- Continued capex prioritization to enhance supply quality and resilience
- Anticipate sales improvement versus prior year as production ramps in FY27
- Expect variable shipment patterns in FY27 given minimal safety stocks today
- Building capacity to produce the majority of volume in-house over time
- Strategic multi-year plan to return to category leadership in Eye Care

Relentless Focus on Ensuring the Highest Quality Supply in Sterile Eye Care



II. Drivers of Portfolio Growth

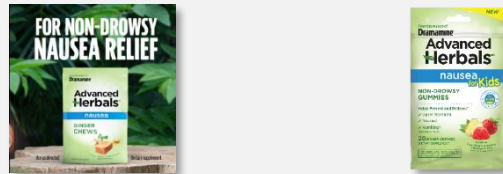
Proven Brand-Building Tactics Continue to Drive GI Growth

Expanding Category Reach in Multiple Ways

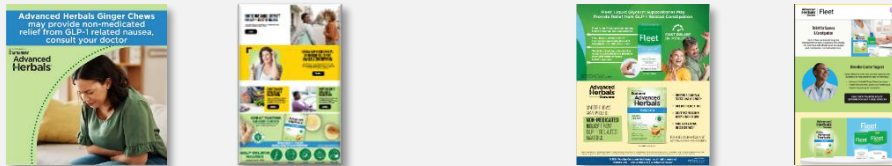
Defend Motion Sickness Leadership with Engaging Content



Accelerate Penetration in Nausea Category



Expand Relevance Through GLP-1 Tailwinds

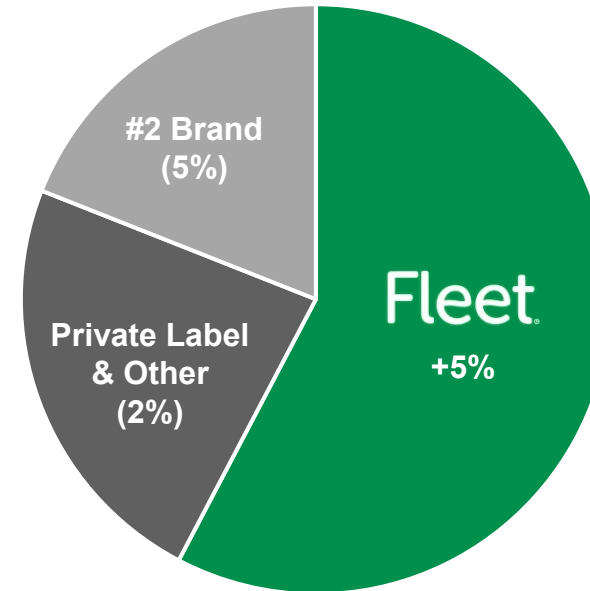


Digital Activation

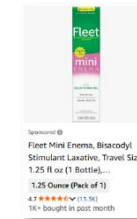
Targeted HCP Programs

Sustained Share Gains

Market Share & YoY \$ Sales Growth*



**~57%
Market Share***



**Best New Launch in
Amazon Category**

- Gaining market share (+2.1pts L12W)* driven by strong E-Commerce performance
- Successful innovation driving premiumization and sustained category expansion

* MULO+C+Amazon Adult Rectal Laxatives for 12 week period ended 3/22/26

Innovation Playbook Wide-Ranging to Address Consumer Needs

Product Development Initiatives

CompoundW.

Fleet

Dramamine®

Goody's

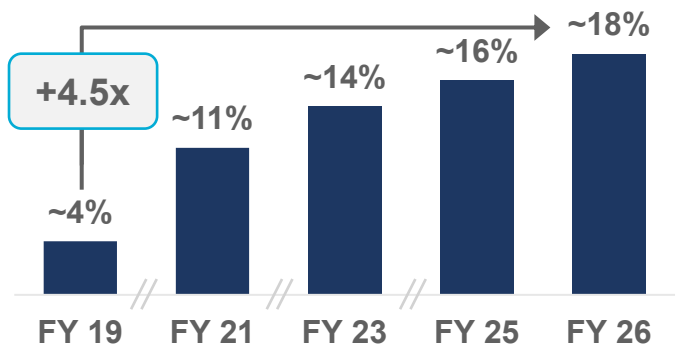
Hydralyte®



<p>Extend Brand Through Better Consumer Experience or Claims</p>					
<p>Innovate Through Technology or Forms</p>					
<p>New Categories Expansion</p>	<p>Skin Tags</p>	<p>GLP-1 friendly</p>	<p>GLP-1 friendly</p>	<p>Mental Alertness</p>	

Continue to Drive Strong E-Commerce Growth

E-Commerce as a % of Net Sales*



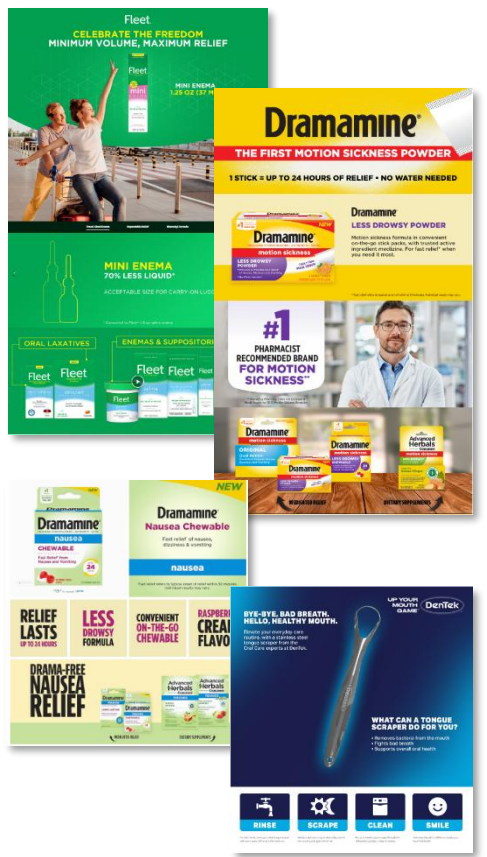
Continued strong performance across E-Commerce business



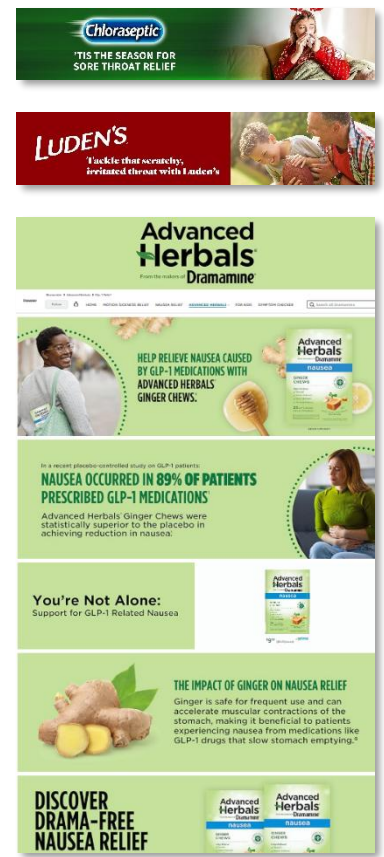
*MULO+ Retail sales data and International assumptions as of 3/22/26

Optimizing Content to Changing Consumer Behavior with AI Adoption

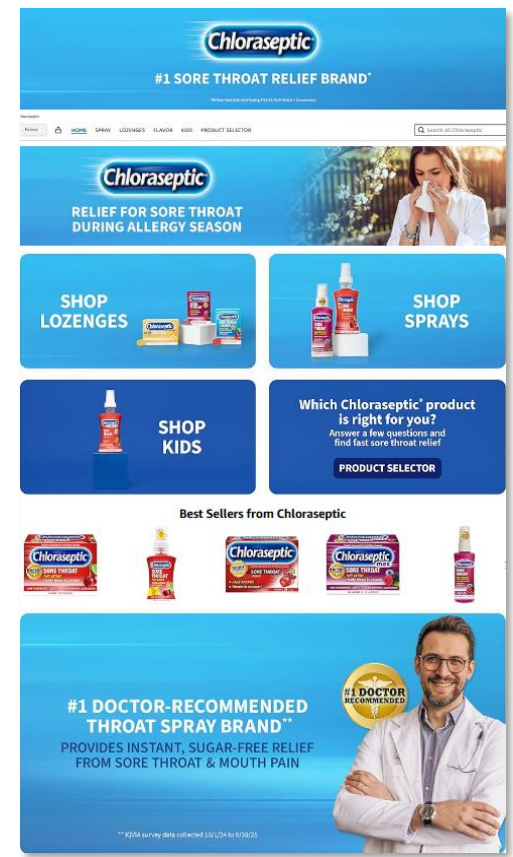
New Product Development



Seasonal Content



Brand Refresh





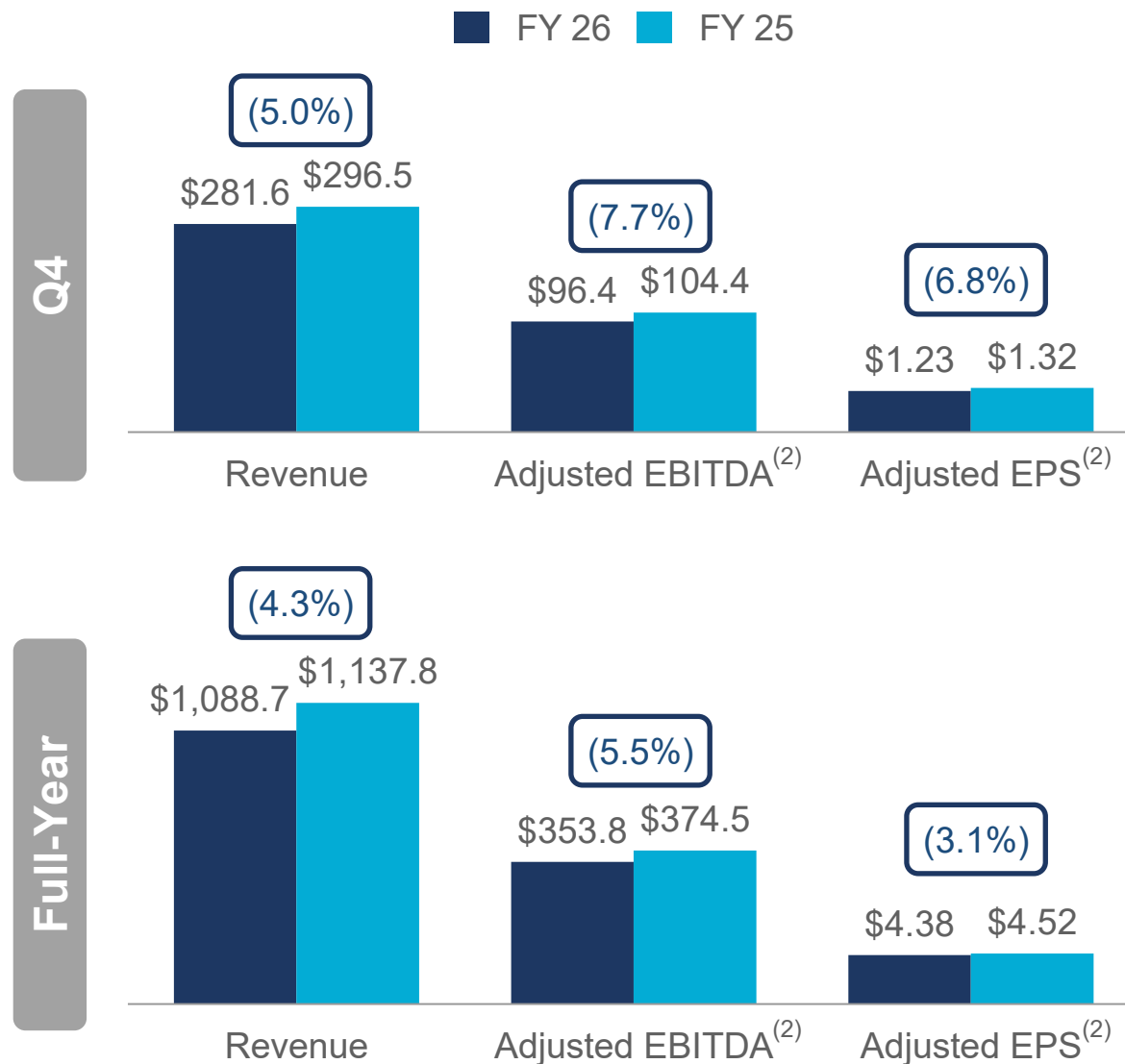
III. Financial Overview

Fourth Quarter and FY 26 Performance

Revenue of \$281.6 million, down 6.4% vs. prior year on an organic basis⁽¹⁾

Adjusted EBITDA⁽²⁾ of \$96.4 million compared to \$104.4 million prior year

Adjusted Diluted EPS⁽²⁾ of \$1.23, down 6.8% compared to \$1.32 prior year



Dollar values in millions, except per share data.

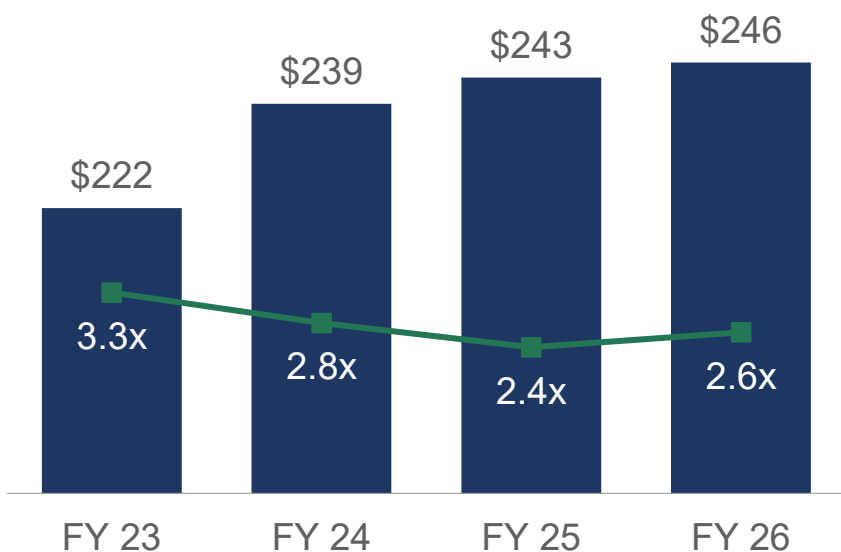
Detailed Financial Results for FY 26

	3 Months Ended			12 Months Ended			FY 26 Comments
	Q4 FY 26	Q4 FY 25	% Chg	FY 26	FY 25	% Chg	
Total Revenue	\$ 281.6	\$ 296.5	(5.0%)	\$ 1,088.7	\$ 1,137.8	(4.3%)	<ul style="list-style-type: none"> ■ Revenue down 4.5% organically⁽¹⁾ versus prior year <ul style="list-style-type: none"> – North America segment impacted by limited Clear Eyes supply and order timing in prior year – International segment down 3% excluding foreign currency due to limited eye care supply – Strong E-Commerce growth continued ■ Adjusted Gross Margin⁽²⁾ of 55.6% ■ A&M of 13.7% of Revenue, consistent with expectations ■ Adjusted G&A⁽²⁾ of 10.4% of Revenue ■ Adjusted Diluted EPS⁽²⁾ down 3.1% vs. PY
Adj. Gross Profit⁽²⁾	155.9	170.0	(8.3%)	605.2	634.5	(4.6%)	
% Margin	55.4%	57.3%		55.6%	55.8%		
A&M	35.1	37.0	(5.2%)	148.8	155.7	(4.5%)	
% Total Revenue	12.5%	12.5%		13.7%	13.7%		
Adj. G&A ⁽²⁾	27.4	27.1	1.3%	113.1	108.2	4.5%	
% Total Revenue	9.7%	9.1%		10.4%	9.5%		
D&A (ex. COGS)	5.4	5.1	7.4%	20.9	21.3	(1.6%)	
Adj. Operating Income⁽²⁾	\$ 88.0	\$ 100.9	(12.8%)	\$ 322.3	\$ 349.2	(7.7%)	
% Margin	31.2%	34.0%		29.6%	30.7%		
Adj. Earnings Per Share⁽²⁾	\$ 1.23	\$ 1.32	(6.8%)	\$ 4.38	\$ 4.52	(3.1%)	
Adj. EBITDA⁽²⁾	\$ 96.4	\$ 104.4	(7.7%)	\$ 353.8	\$ 374.5	(5.5%)	
% Margin	34.2%	35.2%		32.5%	32.9%		

Dollar values in millions, except per share data
Amounts may not add due to rounding

Strong Free Cash Flow Continued in FY 26

Free Cash Flow⁽²⁾ & Net Leverage⁽³⁾



Dollar values in millions

Key Attributes

- Model with Low Capital Expenditures
- Leading Margin Profile
- Long-Term Cash Tax Savings
- Ongoing Focus on Profitability

Enabling Efficient Allocation

- Repurchased \$156 million (2.3 million shares) in FY 26
- Investing in eye care manufacturing capabilities via acquisition of Pillar5
- Low leverage providing flexibility to pursue strategic M&A

Attractive Business Attributes Enable Robust Free Cash Flow Generation

Disciplined Capital Allocation Priorities

1

Invest in Current Brands to Drive Organic Growth

Anticipate approximately
\$900 million total
Free Cash Flow⁽⁴⁾
over the next three
years enhancing
shareholder value

2

Focused on Debt Reduction to Enhance Optionality
Prioritize Deleveraging Following Acquisition of Breathe Right®

3

Strategic Share Repurchases
Opportunistic Share Repurchases Only if Warranted

4

Pursue M&A That is Attractive to Shareholders
Continue to Assess, but Would Be Balanced Against Leverage

Strong Free Cash Flow Will Enabled Rapid Debt Reduction to Unlock Shareholder Value



IV. FY 27 Outlook & The Road Ahead

Portfolio & Strategy Well-Positioned for Continued Value Creation

1

Diversified Portfolio of Leading, Trusted Brands

2

Established Organic Growth Playbook

3

Superior Financial Profile Generating Consistent Cash Flow

4

Scalable Platform

5

Organic Growth Engine Reinforced by M&A

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

Initial FY 27 Outlook

Top Line Trends

- Revenues of \$1,100 to \$1,121 million
 - Organic growth of approximately 1% to 3%
- Continue to emphasize brand-building across a diverse, needs-based portfolio
- Projecting improved shipment trends in eye care
- Pending acquisitions not yet included

EPS

- Adjusted Diluted EPS of \$4.42 to \$4.51⁽⁵⁾, tracking sales growth
- Gross margin relatively consistent to prior year
- G&A reflects addition of Pillar5, normalized incentive comp

Free Cash Flow

- Free Cash Flow⁽⁴⁾ of \$250 million or more
- Expect to close Breathe Right® and LaCorium Health in June and July, respectively
- Prioritizing debt reduction for the balance of fiscal 2027

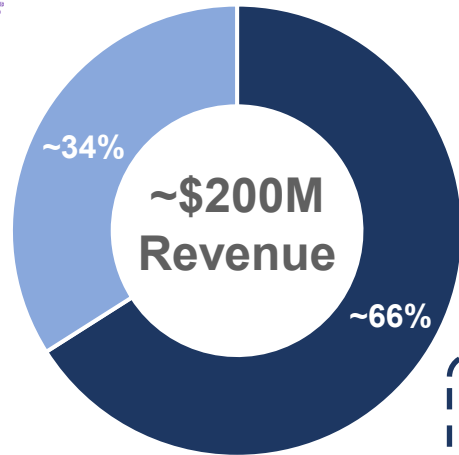
M&A Strategy at Work: Portfolio-Enhancing Consumer Health Deals

Breathe Right® & Other OTC Brands

ANBESOL CHILDREN'S Dimetapp



Other Loyalty Brands



Breathe Right®

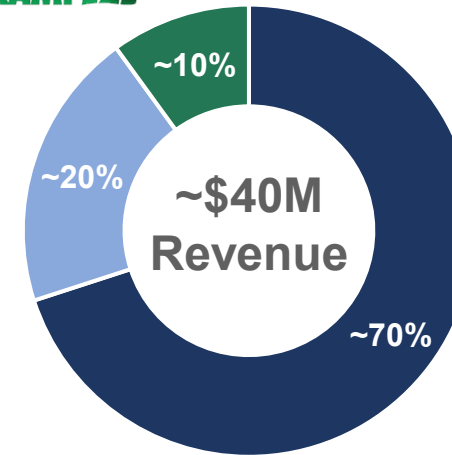


#1 Category-Synonymous Brand with Global Reach

- ✓ Iconic #1 brand synonymous with the nasal strip category and represents expansion into a new category for Prestige
- ✓ Diversified portfolio of trusted, established brands with loyal consumer followings
- ✓ Immediately accretive to Prestige's gross and EBITDA margins
- ✓ Supports Prestige's long-term organic growth targets
- ✓ \$150 million estimated present value of future tax savings

LaCorium Health

CRAMPEZE



Dermal™ THERAPY

Leader in therapeutic lip, skin, and foot care

- ✓ Sustained double-digit top-line growth for over a decade
- ✓ Anticipate revenue accretion via category tailwinds and brand expansion
- ✓ Global platform across Australia & New Zealand (~75% of business), North America, Middle East, and Asia
- ✓ Asset-light model providing robust cash flow generation
- ✓ Leverage distribution network and other operating expertise for significant revenue and cost synergies

Three-Year Roadmap Points to Outsized Value Creation

Revenue Growth

- ✓ Accretive revenue growth from Breathe Right & LaCorium
- ✓ Fast-growing International OTC approaching ~20% of revenue
- ✓ Sterile eye supply from low base provides potential upside, supported by expanding long-term capacity

Anticipate ~10% revenue growth CAGR

Financial Discipline

- ✓ Disciplined financial management to sustain earnings momentum
- ✓ Re-establishment of pre-payable debt adds magnifying effect

Anticipate EPS CAGR of ~8%

Leading Free Cash Flow

- ✓ Proven strong & sustainable free cash flow model
- ✓ Leverage reduction focus unlocks future deployment optionality
- ✓ Enhanced by robust profitability and cash tax savings

Anticipate ~\$900M total Free Cash Flow⁽²⁾ over next three years

Business Well Positioned to Exceed Long-term Algorithm Over Next Three Years



Q&A

Appendix

- (1) Organic Revenue is a Non-GAAP financial measure and is reconciled to the most closely related GAAP financial measure in the attached Reconciliation Schedules and / or our earnings release dated May 13, 2026 in the “About Non-GAAP Financial Measures” section.
- (2) Adjusted Gross Profit, Adjusted Gross Margin, Adjusted G&A, Adjusted Operating Income, Adjusted Net Income, Adjusted Diluted EPS, EBITDA & EBITDA Margin, 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 13, 2026 in the “About Non-GAAP Financial Measures” section.
- (3) Leverage ratio reflects net debt / covenant defined EBITDA.
- (4) Free Cash Flow for FY 27 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 May 13, 2026 in the “About Non-GAAP Financial Measures” section and is calculated based on projected Net Cash Provided by Operating Activities less projected capital expenditures.
- (5) Adjusted EPS for FY 27 is a projected Non-GAAP financial measure, is reconciled to projected GAAP EPS in the attached Reconciliation Schedules and / or in our earnings release dated May 13, 2026 in the “About Non-GAAP Financial Measures” section and is calculated based on projected EPS adjusted for anticipated costs associated with Pillar5 manufacturing optimization and integration.

Reconciliation Schedules

Organic Revenue Change

	Three Months Ended March 31,		Year Ended March 31,	
	2026	2025	2026	2025
<i>(In Thousands)</i>				
GAAP Total Revenues	\$ 281,617	\$ 296,518	\$ 1,088,705	\$ 1,137,762
Revenue Change	(5.0%)		(4.3%)	
Adjustments:				
Impact of foreign currency exchange rates	-	4,292	-	2,718
Total adjustments	\$ -	\$ 4,292	\$ -	\$ 2,718
Non-GAAP Organic Revenues	\$ 281,617	\$ 300,810	\$ 1,088,705	\$ 1,140,480
Non-GAAP Organic Revenue Change	(6.4%)		(4.5%)	

Adjusted Gross Margin

	Three Months Ended March 31,		Year Ended March 31,	
	2026	2025	2026	2025
<i>(In Thousands)</i>				
GAAP Total Revenues	\$ 281,617	\$ 296,518	\$ 1,088,705	\$ 1,137,762
GAAP Gross Profit	\$ 146,299	\$ 170,010	\$ 595,578	\$ 634,463
GAAP Gross Profit as a Percentage of GAAP Total Revenue	51.9%	57.3%	54.7%	55.8%
Adjustments:				
Amortization of inventory fair value step-up	700	-	700	-
Depreciation of idle manufacturing assets during remediation period ^(a)	475	-	475	-
Acquired facility remediation, period overhead and idle capacity costs ^(b)	8,402	-	8,402	-
Total adjustments	9,577	-	9,577	-
Non-GAAP Adjusted Gross Margin	\$ 155,876	\$ 170,010	\$ 605,155	\$ 634,463
Non-GAAP Adjusted Gross Margin as a Percentage of GAAP Total Revenues	55.4%	57.3%	55.6%	55.8%

(a) Represents depreciation expense recorded during the remediation period following the acquisition of Pillar5, during which certain production lines were not operating.

(b) Represents manufacturing and administrative overhead incurred during a remediation period following the acquisition of Pillar5, during which production was significantly constrained.

Reconciliation Schedules (Continued)

Adjusted G&A Expense

	Three Months Ended March 31,		Year Ended March 31,	
	2026	2025	2026	2025
<i>(In Thousands)</i>				
GAAP General and Administrative Expense	\$ 30,280	\$ 27,050	\$ 116,447	\$ 108,209
GAAP General and Administrative Expense as a Percentage of GAAP Total Revenue	10.8%	9.1%	10.7%	9.5%
Adjustments:				
Costs associated with acquisition ^(a)	2,756	-	3,228	-
Depreciation of idle assets recorded in G&A during remediation period ^(b)	135	-	135	-
Total adjustments	2,891	-	3,363	-
Non-GAAP Adjusted General and Administrative Expense	\$ 27,389	\$ 27,050	\$ 113,084	\$ 108,209
Non-GAAP Adjusted General and Administrative Expense Percentage as a Percentage of GAAP Total Revenues	9.7%	9.1%	10.4%	9.5%

(a) Costs related to the consummation of the acquisition process such as legal and other acquisition-related professional fees.

(b) Represents depreciation expense recorded during the remediation period following the acquisition of Pillar5, during which certain production lines were not operating.

Reconciliation Schedules (Continued)

Adjusted EBITDA and EBITDA Margin

	Three Months Ended March 31,		Year Ended March 31,	
	2026	2025	2026	2025
<i>(In Thousands)</i>				
GAAP Net Income	\$ 53,928	\$ 50,128	\$ 190,301	\$ 214,605
Interest expense, net	11,428	10,759	42,339	47,632
Provision for income taxes	10,844	23,831	67,195	69,584
Depreciation and amortization	8,352	7,252	31,273	30,173
Non-GAAP EBITDA	<u>84,552</u>	<u>91,970</u>	<u>331,108</u>	<u>361,994</u>
Non-GAAP EBITDA Margin	<u>30.0%</u>	<u>31.0%</u>	<u>30.4%</u>	<u>31.8%</u>
Adjustments:				
Amortization of inventory fair value step-up	700	-	700	-
Acquired facility remediation, period overhead and idle capacity costs ^(a)	8,402	-	8,402	-
Costs associated with acquisitions in G&A ^(b)	2,756	-	3,228	-
Supplier loan write-off	-	-	10,332	-
Tradename impairment	-	12,466	-	12,466
Total adjustments	<u>11,858</u>	<u>12,466</u>	<u>22,662</u>	<u>12,466</u>
Non-GAAP Adjusted EBITDA	<u>\$ 96,410</u>	<u>\$ 104,436</u>	<u>\$ 353,770</u>	<u>\$ 374,460</u>
Non-GAAP Adjusted EBITDA Margin	<u>34.2%</u>	<u>35.2%</u>	<u>32.5%</u>	<u>32.9%</u>

(a) Represents manufacturing and administrative overhead incurred during a remediation period following the acquisition of Pillar5, during which production was significantly constrained.

(b) Costs related to the consummation of the acquisition process such as legal and other acquisition-related professional fees.

Reconciliation Schedules (Continued)

Adjusted Net Income & Adjusted Diluted EPS

	Three Months Ended March 31,				Year Ended March 31,					
	2026		2025		2026		2025		2021	
	Net Income	Adjusted EPS	Net Income	Adjusted EPS	Net Income	Adjusted EPS	Net Income	Adjusted EPS	Net Income	Adjusted EPS
<i>(In Thousands, except per share data)</i>										
GAAP Net Income and Diluted EPS	\$ 53,928	\$ 1.13	\$ 50,128	\$ 1.00	\$ 190,301	\$ 3.91	\$ 214,605	\$ 4.29	\$ 164,682	\$ 3.25
Adjustments:										
Amortization of inventory fair value step-up	700	0.01	-	-	700	0.01	-	-	-	-
Depreciation of idle manufacturing assets during remediation period ^(a)	610	0.01	-	-	610	0.01	-	-	-	-
Acquired facility remediation, period overhead and idle capacity costs ^(b)	8,402	0.18	-	-	8,402	0.17	-	-	-	-
Supplier loan write-off	-	-	-	-	10,332	0.21	-	-	-	-
Costs associated with acquisition in General and administrative expense ^(c)	2,756	0.06	-	-	3,228	0.07	-	-	-	-
Loss on extinguishment of debt	-	-	-	-	-	-	-	-	12,327	0.24
Tradename impairment	-	-	12,466	0.25	-	-	12,466	0.25	-	-
Tax impact of adjustments ^(d)	(3,017)	(0.06)	(2,961)	(0.06)	(5,659)	(0.12)	(2,961)	(0.06)	(2,986)	(0.06)
Normalized tax rate adjustment ^(e)	(4,831)	(0.10)	6,266	0.13	5,430	0.11	2,236	0.04	(10,025)	(0.20)
Total Adjustments	4,620	0.10	15,771	0.32	23,043	0.46	11,741	0.23	(684)	(0.01)
Non-GAAP Adjusted Net Income and Adjusted EPS	\$ 58,548	\$ 1.23	\$ 65,899	\$ 1.32	\$ 213,344	\$ 4.38	\$ 226,346	\$ 4.52	\$ 163,998	\$ 3.24

(a) Represents depreciation expense recorded during the remediation period following the acquisition of the Pillar5 facility, during which certain production lines were not operating.

(b) Represents manufacturing and administrative overhead incurred during a remediation period following the acquisition of the Pillar5 facility, during which production was significantly constrained.

(c) Costs related to the consummation of the acquisition process such as legal and other acquisition-related professional fees.

(d) The income tax adjustments are determined using applicable rates in the taxing jurisdictions in which the above adjustments relate and includes both current and deferred income tax expense (benefit) based on the specific nature of specific Non-GAAP performance measure.

(e) Income tax adjustment to adjust for discrete income tax items.

Reconciliation Schedules (Continued)

Adjusted Free Cash Flow

	Three Months Ended March 31,		Year Ended March 31,	
	2026	2025	2026	2025
<i>(In Thousands)</i>				
GAAP Net Income	\$ 53,928	\$ 50,128	\$ 190,301	\$ 214,605
<u>Adjustments:</u>				
Adjustments to reconcile net income to net cash provided by operating activities as shown in the Statement of Cash Flows	9,405	33,507	84,949	78,851
Changes in operating assets and liabilities as shown in the Statement of Cash Flows	(20,492)	(21,787)	(17,623)	(41,941)
Total adjustments	(11,087)	11,720	67,326	36,910
GAAP Net cash provided by operating activities	42,841	61,848	257,627	251,515
Purchases of property and equipment	(5,210)	(3,479)	(11,178)	(8,224)
Non-GAAP Free Cash Flow	\$ 37,631	\$ 58,369	\$ 246,449	\$ 243,291

	2021	2022	2023	2024
<i>(In Thousands)</i>				
GAAP Net Income (Loss)	\$ 164,682	\$ 205,381	\$ (82,306)	\$ 209,339
<u>Adjustments</u>				
Adjustments to reconcile net income to net cash provided by operating activities as shown in the Statement of Cash Flows	76,523	65,487	365,877	79,418
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)
Total adjustments	70,925	54,541	312,022	39,587
GAAP Net cash provided by operating activities	235,607	259,922	229,716	248,926
Purchases of property and equipment	(22,243)	(9,642)	(7,784)	(9,550)
Non-GAAP Free Cash Flow	213,364	250,280	221,932	239,376
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

Reconciliation Schedules (Continued)

Projected Adjusted Earnings Per Share

	Low	High
Projected FY'27 GAAP Diluted EPS	\$ 4.31	\$ 4.40
Costs associated with Pillar5 manufacturing optimization and integration	\$ 0.11	\$ 0.11
Projected FY'27 Non-GAAP Adjusted Diluted EPS	\$ 4.42	\$ 4.51

Projected Free Cash Flow

(in millions)

Projected FY'26 GAAP Net cash provided by operating activities	\$ 268
Additions to property and equipment for cash	(26)
Projected FY'26 Non-GAAP Free Cash Flow	242
Costs associated with Pillar5 manufacturing optimization and integration	8
Projected FY'26 Non-GAAP Adjusted Free Cash Flow	<u>\$ 250</u>

FY 27 Financial Outlook

Metric	Guidance
Revenue	<ul style="list-style-type: none">■ \$1.100 to \$1.121 billion■ Organic growth of 1% to 3%⁽¹⁾
Gross Margin	<ul style="list-style-type: none">■ 55.0 to 56.0%
Marketing	<ul style="list-style-type: none">■ Over 13% of net revenue
General & Administrative	<ul style="list-style-type: none">■ ~10.5% of net revenue
Interest Expense	<ul style="list-style-type: none">■ \$43 million in interest expense
Tax Rate	<ul style="list-style-type: none">■ ~24% effective tax rate
EPS	<ul style="list-style-type: none">■ \$4.42 to \$4.51
Free Cash Flow ⁽⁴⁾	<ul style="list-style-type: none">■ \$250 million or more