

Second Quarter ended March 28, 2026 Quarterly Earnings Report

Supplemental Financial Presentation

April 29, 2026

Please view this presentation in conjunction with our Q2 2026 earnings release, which is furnished on Form 8-K, our related pre-recorded remarks and additional information regarding our non-GAAP financial measures, including GAAP to non-GAAP reconciliations, available on our website at <https://investor.scotts.com>.

Scotts Miracle-Gro



Safe Harbor Disclosure

Statements contained in this presentation, which address activities, events and developments that the Company expects or anticipates will or may occur in the future, including, but not limited to, information regarding the future economic performance and financial condition of the Company, the plans and objectives of the Company's management, and the Company's assumptions regarding such performance and plans are "forward-looking statements" within the meaning of the U.S. federal securities laws that are subject to risks and uncertainties.

Additional detailed information concerning a number of the important factors that could cause actual results to differ materially from the forward-looking information contained in this presentation is readily available in the Company's publicly filed annual, quarterly and other reports. The Company disclaims any obligation to update developments of these factors or to announce publicly any revision to any of the forward-looking statements contained in this presentation, or to make updates to reflect future events or developments.

This presentation contains certain non-GAAP financial measures. For a reconciliation of GAAP to non-GAAP financial measures, please see the Appendix of this presentation.

Today's Speaker's and Q&A Details

A live Q&A session will promptly follow the earnings video.

[Review the press release for registration details.](#)

To listen to the Q&A, please remain on the [webcast link](#) following our video.

To ask a question, please pre-register via the [audio link](#) for call-in details and a unique PIN.



Jim Hagedorn

Chairman and CEO



Nate Baxter

President and COO



Mark Scheiwer

EVP, CFO and CAO



Chris Hagedorn

EVP and Chief of Staff

Q2 2026 Business Update

Presented by

Jim Hagedorn

Chairman and Chief Executive
Officer

Nate Baxter

President and Chief Operating
Officer



Lawns



The Lawns segment will focus on multi-bag feeding to drive frequency and target new consumers

FOCUS AREAS

- Drive feeding frequency with current category users while still offering solution-type products
- Target new DIY lawn care consumers with a focus on the younger generation
- Invest in new innovation and renewed advertising to drive growth in our grass seed business

CONSUMER ACTIVATION



INNOVATION



Gardens



The Gardens segment continues to be the biggest growth engine for the company; branded POS units up double digits each of the last two years

FOCUS AREAS

- Attract emerging and pre-emerging consumers with accessible, modern solutions including indoor and organics
- Create products and programs to reach consumers where they shop and learn
- Champion the Growing Lifestyle with products and marketing that redefine Miracle-Gro's brand relevance

CONSUMER ACTIVATION



INNOVATION



Controls



The Controls segment is growing e-commerce and expanding into new segments with the launch of several new innovative products

FOCUS AREAS

- Launch of 10 new innovative products under the Ortho brand
- Grow digital presence across e-commerce channels via focused advertising and programs
- Continue to build relevance with emerging consumers through marketing

CONSUMER ACTIVATION



INNOVATION



Q2 2026 Financial Update

Presented by

Mark Scheiwer

EVP, Chief Financial Officer and
Chief Accounting Officer



Q2 2026

Second Quarter Performance Summary

3 Months ended March 28, 2026

Total Company Non-GAAP Results

| | |
|---|------------------------------|
| Net Sales | \$1.46 billion +5% |
| Adjusted Gross Margin Rate | 41.8% +240 bps |
| SG&A | \$199.2 million +12% |
| Adjusted Net Income from Continuing Operations | \$267.8 million vs. \$233.7M |
| Interest Expense | \$31.3 million -14.5% |
| Adjusted Effective Tax Rate | 27.0% vs. 27.4% |
| Adjusted Diluted EPS from Continuing Operations | \$4.53 vs. \$4.00 |
| Adjusted EBITDA | \$437.4 million vs. \$401.6M |
| Leverage | 3.71x vs. 4.41x |

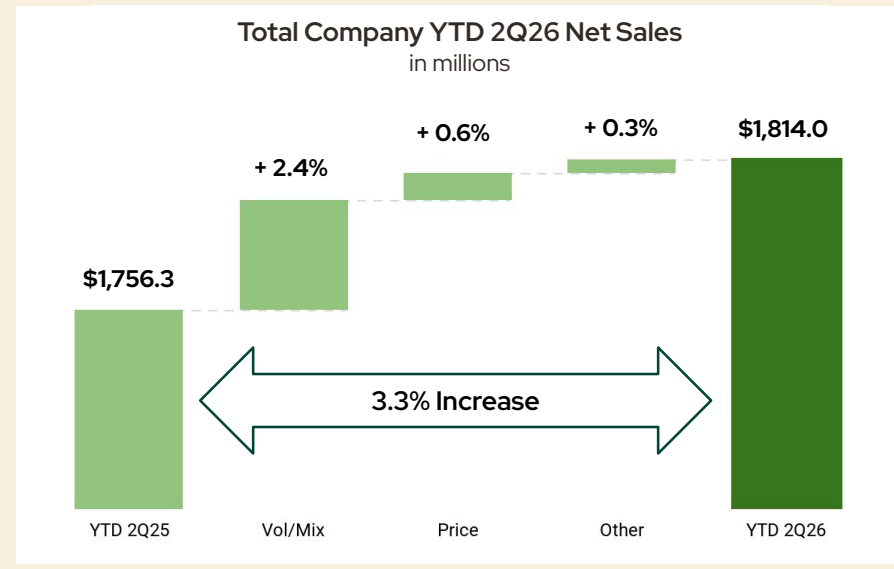
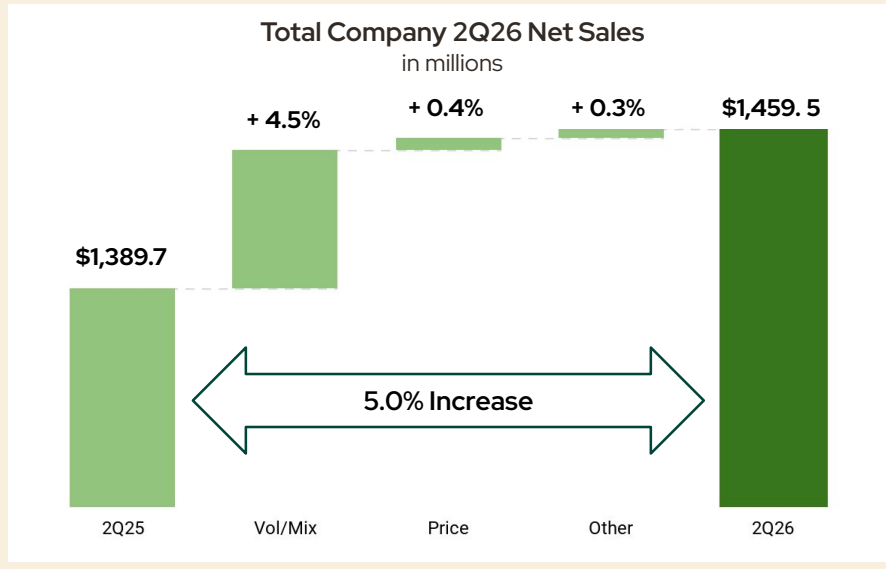


Non-GAAP Measures. Comparisons are to the recasted Q2 2025 results unless otherwise indicated.

Scott's Miracle-Gro

Q2 2026: 3 and 6 Months ended March 28, 2026

Net Sales Performance



Quarter Drivers

- **Vol/Mix:** Strong results from our focus on higher-margin branded products in Soils, Grass Seed and Fertilizer in addition to continued e-commerce expansion
- **Price:** Reflects the impact of market-wide price increases on targeted U.S. Consumer SKUs

Year-to-date Drivers

- **Vol/Mix:** Strong results from our focus on higher-margin branded products in Soils, Grass Seed and Fertilizer in addition to continued e-commerce expansion
- **Price:** Reflects the impact of market-wide price increases on targeted U.S. Consumer SKUs



Q2 2026: 6 Months ended March 28, 2026

Branded POS¹ Performance



Overall

- POS Dollars¹: +4%
- POS Units¹: +1%



Lawns

- POS Dollars¹:  +1%
Growth in Fertilizers including e-commerce and pricing actions.
- POS Units¹:  -1%
Growth in Fertilizers offset by Grass Seed due to a delayed start to the season in the Northeast.

Gardens

- POS Dollars¹:  +2%
Growth in Soils in addition to pricing actions in Plant Food.
- POS Units¹:  +1%
Growth from Miracle-Gro Organics product line in addition to growth in Soils across key channels.

Controls

- POS Dollars¹:  +13%
Growth in Roundup and Weed Control from favorable weather in the West in addition to growth in Insect and pricing actions.
- POS Units¹:  +4%
Growth in Roundup, Weed Control and Insect partially offset by Rodent which has the highest unit volume on the lowest average selling price.

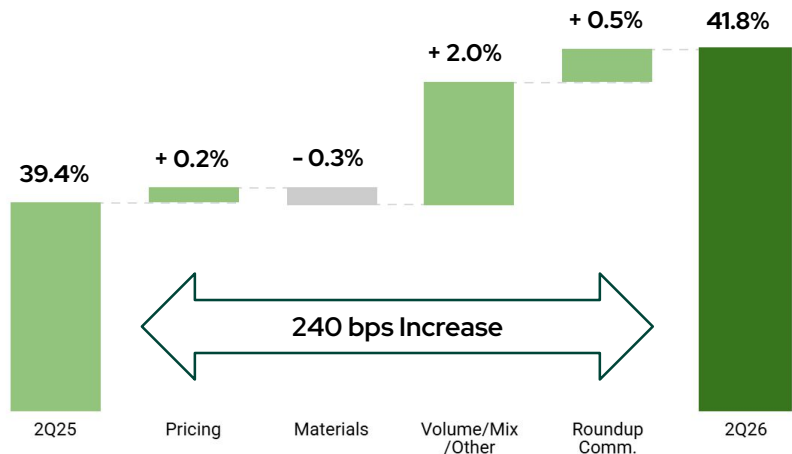


¹Branded POS consists of 15 of our largest customers which represent >80% of U.S. Consumer net sales and excludes Mulch, Private Label and Commodity Products

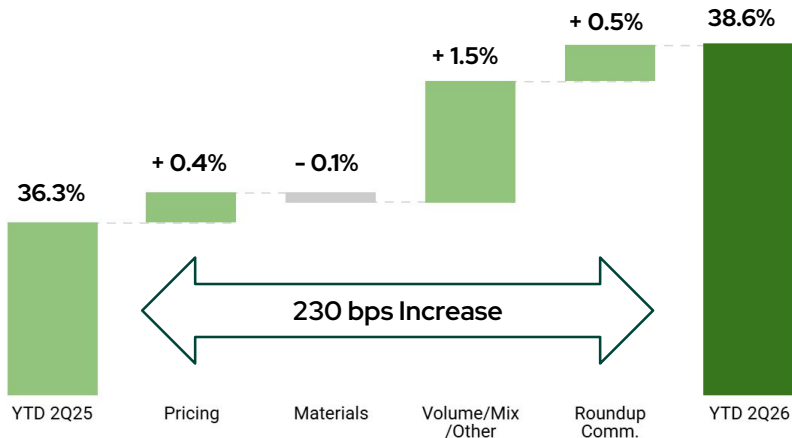
Q2 2026: 3 and 6 Months ended March 28, 2026

Gross Margin Performance

Total Company 2Q26 Adjusted Gross Margin



Total Company YTD 2Q26 Adjusted Gross Margin



Quarter Drivers

- **Vol/Mix:** Favorable mix from sales of higher-margin branded products and supply chain efficiencies
- **Price:** Reflects the impact of market-wide price increases on targeted U.S. Consumer SKUs

Year-to-date Drivers

- **Vol/Mix:** Favorable mix from sales of higher-margin branded products and supply chain efficiencies
- **Price:** Reflects the impact of market-wide price increases on targeted U.S. Consumer SKUs

Our Fiscal 2026 Guidance

Net Sales • U.S. Consumer: Low single-digit growth

**Adjusted Gross
Margin Rate** • At least 32%

Adjusted EPS • \$4.15 to \$4.35 per share
from Continuing Operations

Adjusted EBITDA • Mid single-digit growth

Free Cash Flow • \$275 million

Leverage Ratio • High 3s

Reconciliation of Non-GAAP Financial Measures



Reconciliation of Non-GAAP Financial Measures

Use of Non-GAAP Measures

To supplement the financial measures prepared in accordance with U.S. generally accepted accounting principles (“GAAP”), the Company uses non-GAAP financial measures. The reconciliations of these non-GAAP financial measures to the most directly comparable financial measures calculated and presented in accordance with GAAP are shown in the tables above. These non-GAAP financial measures should not be considered in isolation from, or as a substitute for or superior to, financial measures reported in accordance with GAAP.

Moreover, these non-GAAP financial measures have limitations in that they do not reflect all the items associated with the operations of the business as determined in accordance with GAAP. Other companies may calculate similarly titled non-GAAP financial measures differently than the Company, limiting the usefulness of those measures for comparative purposes.

In addition to GAAP measures, management uses these non-GAAP financial measures to evaluate the Company’s performance, engage in financial and operational planning, determine incentive compensation and monitor compliance with the financial covenants contained in the Company’s borrowing agreements because it believes that these non-GAAP financial measures provide additional perspective on and, in some circumstances are more closely correlated to, the performance of the Company’s underlying, ongoing business.

Management believes that these non-GAAP financial measures are useful to investors in their assessment of operating performance and the valuation of the Company. In addition, these non-GAAP financial measures address questions routinely received from analysts and investors and, in order to ensure that all investors have access to the same data, management has determined that it is appropriate to make this data available to all investors.

Non-GAAP financial measures exclude the impact of certain items (as further described below) and provide supplemental information regarding operating performance. By disclosing these non-GAAP financial measures, management intends to provide investors with a supplemental comparison of operating results and trends for the periods presented. Management believes these non-GAAP financial measures are also useful to investors as such measures allow investors to evaluate performance using the same metrics that management uses to evaluate past performance and prospects for future performance. Management views free cash flow as an important measure because it is one factor used in determining the amount of cash available for dividends and discretionary investment.

Reconciliation of Non-GAAP Financial Measures

Definitions of Non-GAAP Financial Measures

The reconciliations of non-GAAP disclosure items include the following financial measures that are not calculated in accordance with GAAP:

- **Adjusted gross margin:** Gross margin excluding impairment, restructuring and other charges / recoveries.
- **Adjusted income (loss) from continuing operations before income taxes:** Income (loss) from continuing operations before income taxes excluding impairment, restructuring and other charges / recoveries, costs related to refinancing and certain other non-operating income / expense items.
- **Adjusted income tax expense (benefit) from continuing operations:** Income tax expense (benefit) from continuing operations excluding the tax effect of impairment, restructuring and other charges / recoveries, costs related to refinancing and certain other non-operating income / expense items.
- **Adjusted net income (loss) from continuing operations:** Net income (loss) from continuing operations excluding impairment, restructuring and other charges / recoveries, costs related to refinancing and certain other non-operating income / expense items, each net of tax.
- **Adjusted diluted net income (loss) per common share from continuing operations:** Diluted net income (loss) per common share from continuing operations excluding impairment, restructuring and other charges / recoveries, costs related to refinancing and certain other non-operating income / expense items, each net of tax.
- **Adjusted EBITDA:** Net income (loss) before interest, taxes, depreciation and amortization as well as certain other items such as discontinued operations, the impact of the cumulative effect of changes in accounting, costs associated with debt refinancing and other non-recurring or non-cash items affecting net income (loss). A form of Adjusted EBITDA is used in agreements governing the Company's outstanding indebtedness for debt covenant compliance purposes. Adjusted EBITDA as used in those agreements includes additional adjustments to the Adjusted EBITDA presented in the reconciliations above which may decrease or increase Adjusted EBITDA for purposes of the Company's financial covenants.

Forward Looking Non-GAAP Measures

In this presentation, the Company presents certain forward-looking non-GAAP measures. The Company does not provide outlook on a GAAP basis because changes in the items that the Company excludes from GAAP to calculate the comparable non-GAAP measure, described above, can be dependent on future events that are less capable of being controlled or reliably predicted by management and are not part of the Company's routine operating activities. Additionally, due to their unpredictability, management does not forecast many of the excluded items for internal use and therefore cannot create or rely on a GAAP outlook without unreasonable efforts. The occurrence, timing and amount of any of the items excluded from GAAP to calculate non-GAAP could significantly impact the Company's GAAP results. As a result, the Company does not provide a reconciliation of forward-looking non-GAAP measures to GAAP measures, in reliance on the unreasonable efforts exception provided under Item 10(e)(1)(i)(B) of Regulation S-K.

Q2 2026: 3 Months ended March 28, 2026

Reconciliation of Non-GAAP Financial Measures

(In millions, except per share data)
(Unaudited)

| | Three Months Ended March 28, 2026 | | | Three Months Ended March 29, 2025 | | |
|--|-----------------------------------|-------------------------------------|---------------------|-----------------------------------|-------------------------------------|---------------------|
| | As Reported (GAAP) | Impairment, Restructuring and Other | Adjusted (Non-GAAP) | As Reported (GAAP) | Impairment, Restructuring and Other | Adjusted (Non-GAAP) |
| Gross margin | \$ 610.5 | \$ - | \$ 610.5 | \$ 542.1 | \$ (5.3) | \$ 547.4 |
| Gross margin as a % of sales | 41.8% | | 41.8% | 39.0% | | 39.4% |
| Income from continuing operations before income taxes | 364.9 | (2.2) | 367.1 | 306.0 | (15.7) | 321.6 |
| Income tax expense from continuing operations | 101.6 | 2.4 | 99.2 | 85.3 | (2.7) | 88.0 |
| Effective tax rate | 27.8% | | 27.0% | 27.9% | | 27.4% |
| Net income from continuing operations | 263.3 | (4.5) | 267.8 | 220.7 | (12.9) | 233.7 |
| Diluted net income per common share from continuing operations | 4.46 | (0.08) | 4.53 | 3.78 | (0.22) | 4.00 |

| | Three Months Ended March 28, 2026 | Three Months Ended March 29, 2025 |
|---|-----------------------------------|-----------------------------------|
| Calculation of Adjusted EBITDA: | | |
| Net income (GAAP) | \$ 238.6 | \$ 217.5 |
| Income tax expense from continuing operations | 101.6 | 85.3 |
| Loss from discontinued operations, net of tax | 24.7 | 3.2 |
| Interest expense | 31.3 | 36.6 |
| Depreciation | 15.4 | 14.7 |
| Amortization | 0.7 | 0.7 |
| Impairment, restructuring and other | 2.2 | 15.7 |
| Equity in loss of unconsolidated affiliates | 4.5 | 5.9 |
| Interest income | (0.1) | - |
| Share-based compensation expense | 18.5 | 22.0 |
| Adjusted EBITDA (Non-GAAP) | \$ 437.4 | \$ 401.6 |

Note: See accompanying footnotes.
The sum of the components may not equal due to rounding.

Q2 2026: 6 Months ended March 28, 2026

Reconciliation of Non-GAAP Financial Measures

(In millions, except per share data)
(Unaudited)

| | Six Months Ended March 28, 2026 | | | Six Months Ended March 29, 2025 | | |
|--|---------------------------------|-------------------------------------|---------------------|---------------------------------|-------------------------------------|---------------------|
| | As Reported (GAAP) | Impairment, Restructuring and Other | Adjusted (Non-GAAP) | As Reported (GAAP) | Impairment, Restructuring and Other | Adjusted (Non-GAAP) |
| Gross margin | \$ 699.2 | \$ (1.3) | \$ 700.5 | \$ 630.6 | \$ (6.7) | \$ 637.3 |
| Gross margin as a % of sales | 38.5% | | 38.6% | 35.9% | | 36.3% |
| Income from continuing operations before income taxes | 301.6 | (5.2) | 306.9 | 215.1 | (33.7) | 248.7 |
| Income tax expense from continuing operations | 86.0 | 2.5 | 83.6 | 60.4 | (4.8) | 65.3 |
| Effective tax rate | 28.5% | | 27.2% | 28.1% | | 26.3% |
| Net income from continuing operations | 215.6 | (7.7) | 223.3 | 154.7 | (28.9) | 183.5 |
| Diluted net income per common share from continuing operations | 3.65 | (0.13) | 3.78 | 2.64 | (0.49) | 3.13 |

Calculation of Adjusted EBITDA:

| | Six Months Ended March 28, 2026 | Six Months Ended March 29, 2025 |
|---|---------------------------------|---------------------------------|
| Net income (GAAP) | \$ 113.6 | \$ 148.0 |
| Income tax expense from continuing operations | 86.0 | 60.4 |
| Loss from discontinued operations, net of tax | 102.0 | 6.7 |
| Interest expense | 58.5 | 70.5 |
| Depreciation | 30.5 | 29.4 |
| Amortization | 1.3 | 1.4 |
| Impairment, restructuring and other | 5.2 | 33.7 |
| Equity in loss of unconsolidated affiliates | 17.6 | 15.8 |
| Interest income | (0.1) | - |
| Share-based compensation expense | 25.6 | 36.6 |
| Adjusted EBITDA (Non-GAAP) | \$ 440.2 | \$ 402.5 |

Note: See accompanying footnotes.

The sum of the components may not equal due to rounding.

Reconciliation of Non-GAAP Financial Measures

For the three and six months ended March 28, 2026, the following items were adjusted, in accordance with the definitions above, to arrive at the non-GAAP financial measures:

- Loss from discontinued operations, net of tax, associated with the Hawthorne business was \$24.7 million and \$102.0 million for the three and six months ended March 28, 2026, respectively. During the three and six months ended March 28, 2026, the Company incurred pre-tax charges of \$29.6 million and \$134.4 million, respectively, related to valuation adjustments to recognize the carrying amount of the Hawthorne business at fair value less estimated costs to sell.

The tax effect for each of the items listed above is determined using the tax rate and other tax attributes applicable to the item and the jurisdiction(s) in which the item is recorded.

For the three and six months ended March 29, 2025, the following items were adjusted, in accordance with the definitions above, to arrive at the non-GAAP financial measures:

- During the three and six months ended March 29, 2025, the Company incurred employee and executive severance charges of \$3.0 million in the “Cost of sales—impairment, restructuring and other” line in the Condensed Consolidated Statements of Operations and \$5.4 million and \$14.9 million, respectively, in the “Impairment, restructuring and other” line in the Condensed Consolidated Statements of Operations.

- During the three and six months ended March 29, 2025, the Company incurred a non-cash loss of \$0.0 million and \$7.0 million, respectively, in the “Impairment, restructuring and other” line in the Condensed Consolidated Statements of Operations related to the exchange of its convertible debt investment in RIV Capital Inc. for non-voting exchangeable shares of Fluent Corp. (formerly Cansortium Inc.).

- During fiscal 2022, the Company began implementing a series of Company-wide organizational changes and initiatives intended to create operational and management-level efficiencies. As part of this restructuring initiative, the Company reduced the size of the supply chain network, reduced staffing levels and implemented other cost-reduction initiatives. During the three and six months ended March 29, 2025, the Company incurred costs of \$2.3 million and \$3.7 million, respectively, in the “Cost of sales—impairment, restructuring and other” line in the Condensed Consolidated Statements of Operations associated with this restructuring initiative.

The tax effect for each of the items listed above is determined using the tax rate and other tax attributes applicable to the item and the jurisdiction(s) in which the item is recorded.