

Our Company

The Hain Celestial Group, headquartered in Melville, NY, is a leading natural and organic beverage, snack, specialty food and personal care products company in North America and Europe. Hain Celestial is a leader in almost all natural food categories—Beverages, Specialty Tea, Snacks, Grocery, Frozen Foods—and the natural Personal Care category with well-known brands that include: **Celestial Seasonings®**, **Terra Chips®**, **Garden of Eatin'®**, **Health Valley®**, **WestSoy®**, **Earth's Best®**, **Arrowhead Mills®**, **Hain Pure Foods®**, **Breadshop's®**, **Casbah®**, **Carb Fit™**, **DeBoles®**, **Nile Spice®**, **Westbrae Natural®**, **Rice Dream®**, **Imagine®**, **Soy Dream®**, **Walnut Acres Certified Organic®**, **Rosetto®**, **Ethnic Gourmet®**, **Yves Veggie Cuisine®**, **The Good Dog®**, and in Europe, **Lima®**, **Biomarché®**, **Grains Noirs®**, **Natumi®** and **Milkfree®**. The Company's principal specialty product lines include **Hollywood®** cooking oils, **Estee®** sugar-free products, **Kineret®** kosher foods, **Boston Better Snacks™** and **Alba Foods®**. The Company's personal care products lines consist primarily of **JASON®** pure, natural and organic products. Hain Celestial's corporate website is www.hain-celestial.com. The Hain Celestial Group, Inc. common stock trades on the NASDAQ® National Market under the symbol HAIN.

Financial Highlights

The following information has been summarized from our financial statements and should be read in conjunction with such financial statements and related notes:

Years Ended June 30

(dollars in thousands, except per share amounts)	2004	2003	2002
Net sales	\$544,058	\$466,459	\$395,954
Operating income	45,878	46,159	7,264
Net income	27,008	27,492	2,971
Net income per share — diluted	\$0.74	\$0.79	\$0.09
Capital expenditures	\$9,918	\$9,157	\$21,341
Depreciation and amortization	9,763	8,619	8,359
Property, plant and equipment, net	87,002	68,665	69,774
Working capital	\$129,949	\$83,324	\$70,942
Long-term debt	104,294	59,455	10,293
Shareholders' equity	496,765	440,797	403,848
Average shares outstanding — diluted	36,308	34,722	34,744
Current ratio	2.90	2.26	2.27
Debt/equity	21.0%	13.5%	2.5%
Shareholders' equity per share — end of year	\$13.65	\$12.89	\$11.96

