



Edgewell Personal Care Company  
6 Research Drive  
Shelton, Conn 06484

**FOR IMMEDIATE RELEASE**

**Company Contact**

Chris Gough  
Vice President, Investor Relations  
203-944-5706  
Chris.Gough@Edgewell.com

**Edgewell Personal Care Announces Second Quarter Fiscal 2021 Results**

*Net Sales Decline of 0.7%; Wet Shave Net Sales Increase of 4%, or 1% Organically  
Company Maintains its Previously Provided Financial Outlook for Fiscal 2021*

**Shelton, Conn - May 6, 2021 - Edgewell Personal Care Company (NYSE: EPC) today announced results for its second fiscal quarter 2021 ended March 31, 2021.**

**Executive Summary**

- Net sales were \$519.3 million, a decrease of 0.7%, when compared to the prior year period.
- Organic net sales decreased 5.6% when compared to the prior year period. (Organic basis excludes the impact of the Cremo acquisition and the translational impact from currency.)
- GAAP Diluted Earnings Per Share ("EPS") were \$0.26 for the second quarter compared to \$0.36 in the prior year period.
- Adjusted EPS were \$0.70 for the second quarter, compared to \$0.92 in the prior year period.
- The Company ended the fiscal second quarter with \$282 million in cash on hand, access to an undrawn \$425 million credit facility and a net debt leverage ratio of 3.0.
- The Board of Directors declared a cash dividend of \$0.15 per common share for the second fiscal quarter.

*The Company reports and forecasts results on a GAAP and Non-GAAP basis and has reconciled Non-GAAP results and outlook to the most directly comparable GAAP measures later in this release. See Non-GAAP Financial Measures for a more detailed explanation, including definitions of various Non-GAAP terms used in this release. All comparisons used in this release are with the same period in the prior fiscal year unless otherwise stated.*

"I am pleased with how our organization continues to execute against our strategic priorities while navigating the ongoing impact of COVID-19 on our business, resulting in first half financial performance largely in line with our expectations. This performance was highlighted by an expansion in gross margin and increased investment in strengthening brand equity, new product innovation, and enhancing our digital platform. The innovation we have brought to the Wet Shave category is benefiting that business, and the positive inflection we saw in our Sun Care business in the month of March bodes well for the key summer selling season," said Rod Little, Edgewell's President and Chief Executive Officer.

Mr. Little added, "We are well-positioned to drive organic sales growth in the second half of the fiscal year and to meet our financial and operational goals for fiscal 2021. Our teams continue to execute with excellence and remain focused on achieving our objectives for 2021 while also advancing our long-term strategy to transform Edgewell into a growing, sustainable and consumer centric company delivering sustainable top line growth and predictable profit and cash generation."

## **Fiscal 2Q 2021 Operating Results (Unaudited)**

**Net sales** were \$519.3 million in the quarter, a decrease of 0.7%, as compared to the prior year period. Excluding the positive impacts from the Cremo acquisition and from currency translation, organic net sales decreased 5.6%, reflecting the impact of pantry load in the prior year quarter, the continued impact of COVID-19 on the Sun Care and International Wet Shave categories and a slowdown in Wet One's sales. This was partly offset by growth in the Wet Shave segment, driven by Schick innovation and global eCommerce and Men's Grooming growth.

**Gross profit** was \$241.7 million, as compared to \$243.0 million in the prior year period. **Gross margin** as a percent of net sales for the second quarter of fiscal 2021 was 46.6%. Adjusted gross margin percentage increased slightly compared to the prior year period, as improved pricing and promotion, favorable mix and gross savings from Project Fuel, were mostly offset by rising commodity and supply chain costs.

**Advertising and sales promotion expense ("A&P")** increased \$21 million to \$68.4 million, or 13.2% of net sales, as compared to \$47.0 million, or 9.0% of net sales in the prior year period, reflecting increased investments and focus on critical commercial efforts supporting the Schick Hydro relaunch, Stubble Eraser, Skintimate and Men's shave in Japan. Digital spending represented nearly 70% of overall advertising spend in the quarter.

**Selling, general and administrative expense ("SG&A")** was \$93.4 million, or 18.0% of net sales, as compared to \$121.5 million, or 23.2% of net sales in the prior year period. Adjusted SG&A, which excludes restructuring charges and acquisition and integration costs, increased 20-basis points as a percent of net sales, driven principally by operating costs associated with the Cremo business and negative foreign currency exchange, largely offset by lower discretionary spend and Project Fuel savings.

The Company recorded pre-tax restructuring and other non-recurring expenses of \$5.5 million in the quarter in support of Project Fuel, consisting largely of severance and outplacement, IT enablement and consulting costs, as well as \$0.3 million in acquisition and integration costs related to the Cremo acquisition.

**Operating income** was \$62.9 million compared to \$54.1 million in the prior year quarter. Adjusted operating income was \$68.7 million in the quarter, compared to \$92.0 million in the prior year period, primarily driven by higher A&P expense.

**The effective tax rate** for the first six months of fiscal 2021 was 28.4% as compared to 27.4% in the prior year period. The adjusted effective tax rate for the first six months of fiscal 2021 was 26.5%, up from the prior year period adjusted tax rate of 24.2%. The fiscal 2021 effective tax rate and adjusted effective tax rate reflects higher unfavorable GILTI and 162(m) permanent adjustments compared to fiscal 2020. Additionally, the fiscal 2020 effective tax rate included the unfavorable impact of the disposition of the Infant and Pet Care business.

**GAAP net earnings** for the quarter were \$14.4 million or \$0.26 per share compared to \$19.5 million or \$0.36 per share in the second quarter of fiscal 2020. Adjusted net earnings in the quarter were \$38.5 million or \$0.70 per share, as compared to \$50.4 million or \$0.92 per share in the prior year period. The decrease in adjusted net earnings was driven by lower adjusted operating income and higher interest expense, partially offset by favorable foreign currency movement and hedge remeasurement income. Adjusted EBITDA was \$90.9 million compared to \$102.2 million in the prior year period.

**Net cash used by operating activities** was \$18.8 million for the first six months of fiscal 2021 compared to cash inflows of \$17.2 million from operating activities in the prior year period, driven by higher working capital, primarily inventory build, and lower net income.

### **Project Fuel**

Project Fuel is an enterprise-wide transformational initiative that was launched in the second fiscal quarter of 2018, to address all aspects of Edgewell's business and cost structure, simplifying and transforming the organization, structure and key processes. Project Fuel is facilitating further re-investment in the Company's growth strategy while enabling Edgewell to achieve its desired future state operations.

The Company expects Project Fuel will generate \$265 to \$275 million in total annual gross savings by the end of the 2021 fiscal year. The savings generated will be used to fuel investments and brand building in strategic growth initiatives, offset anticipated operational cost headwinds from inflation and other rising input costs and improve the overall profitability and cash flow of the Company.

To implement the restructuring element of Project Fuel, the Company expects to incur one-time pre-tax charges of approximately \$160 to \$165 million through the end of the 2021 fiscal year.

Fiscal second quarter 2021 Project Fuel related gross savings were approximately \$17 million, bringing cumulative gross savings to approximately \$245 million.

## **Fiscal 2Q 2021 Operating Segment Results (Unaudited)**

### **Wet Shave (Men's Systems, Women's Systems, Disposables, and Shave Preps)**

Wet Shave net sales increased \$12.2 million, or 4.3%. Excluding the impact of currency movements, organic net sales increased \$3.1 million or 1.1%, reflecting another quarter of sequential improvement and further stabilization of the business. The increase in sales was driven by sales and market share gains in Women's systems, globally, and innovation driven growth in Men's systems in North America. This was largely offset by the continued impact of COVID-19 on the category, particularly in International markets. By region, North America organic net sales increased 4.4% while International markets decreased 1.5%. Wet Shave segment profit increased \$1.4 million, or 3.1%, driven by higher gross margin and favorable currency exchange, partially offset by a 65% increase in A&P.

### **Sun and Skin Care (Sun Care, Wet Ones, Bulldog, Jack Black and Cremo)**

Sun and Skin Care net sales increased \$2.0 million, or 1.3%, as compared to the prior year period. Excluding the impact of the Cremo acquisition and currency movements, organic net sales decreased \$14.7 million, or 9.3%. The decline in organic net sales was primarily driven by Sun Care, reflecting the impact of COVID-19 on the category, particularly through the months of January and February. Wet Ones organic net sales decreased \$2.7 million in the quarter, reflecting high retailer inventory and lower consumption as we cycled prior year COVID-driven performance. Men's Grooming increased 7.6%, driven by strong eCommerce sales. Sun and Skin Care segment profit decreased \$8.1 million, driven by lower sales and gross margin, partly offset by lower A&P spending.

### **Feminine Care (Tampons, Pads, and Liners)**

Feminine Care net sales decreased \$17.9 million, or 21.1%, as compared to the prior year period. The decline in net sales was largely driven by overall category declines, and the effect of last year's retailer and consumer pantry loading, as well as the negative effect of distribution losses, most notably at Walmart. Feminine Care segment profit decreased \$12.7 million, or 69.4% as compared to the prior year period, driven by lower sales and gross margin, and higher A&P.

## **Dividend and Share Repurchase**

On May 6, 2021, the Board of Directors declared a quarterly cash dividend of \$0.15 per common share for the second fiscal quarter. The dividend is payable July 7, 2021 to stockholders of record as of the close of business on June 4, 2021.

Through the first half of fiscal 2021, the Company completed share repurchases of 250 thousand shares for a cost of \$9.2 million. The Company has 9.75 million shares of common stock available for repurchase in the future under the Board's previous authorization.

## **Full Fiscal Year 2021 Financial Outlook**

The Company is maintaining its previously provided outlook assumptions for fiscal 2021:

- Reported net sales to increase mid-single digits
  - Includes: 160 basis-point net benefit from the Cremo acquisition and the Infant and Pet Care divestiture and a 160 basis-point benefit from currency translation
- Organic sales to increase low-single digits
- Adjusted operating profit margin to be consistent with fiscal 2020
  - Project Fuel costs of \$25 to \$30 million
  - Project Fuel Gross Savings of \$50 to \$60 million
- GAAP EPS in the range of \$1.80 to \$2.00 (Previously \$2.18 to \$2.38)
  - Includes: Project Fuel restructuring charges, cost of early retirement of long-term debt, IT enablement costs, acquisition and integration costs
- Adjusted EPS in the range of \$2.62 to \$2.82
- Adjusted EBITDA in the range of \$345 to \$360 million
- Adjusted effective tax rate in the range of 23.5% to 24.5% (Previously 22.5% to 24.5%)
- Capital expenditures of approximately 3.0% of net sales
- Free cash flow expected to be approximately 100% of non-GAAP net earnings

## Webcast Information

In conjunction with this announcement, the Company will hold an investor conference call beginning at 8:00 a.m. Eastern Time today. All interested parties may access a live webcast of this conference call at [www.edgewell.com](http://www.edgewell.com), under the "Investors," and "News and Events" tabs or by using the following link: <http://ir.edgewell.com/news-and-events/events>

For those unable to participate during the live webcast, a replay will be available on [www.edgewell.com](http://www.edgewell.com), under the "Investors," "Financial Reports," and "Quarterly Earnings" tabs.

## About Edgewell

Edgewell is a leading pure-play consumer products company with an attractive, diversified portfolio of established brand names such as Schick® and Wilkinson Sword® men's and women's shaving systems and disposable razors; Edge® and Skintimate® shave preparations; Playtex®, Stayfree®, Carefree® and o.b.® feminine care products; Banana Boat®, Hawaiian Tropic®, Bulldog®, Jack Black®, and CREMO® sun and skin care products; and Wet Ones® products. The Company has a broad global footprint and operates in more than 50 markets, including the U.S., Canada, Mexico, Germany, Japan, the U.K. and Australia, with approximately 5,800 employees worldwide.

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**Forward-Looking Statements.** This document contains "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. You should not place undue reliance on these statements. Forward-looking statements generally can be identified by the use of words or phrases such as "believe," "expect," "expectation," "anticipate," "may," "could," "intend," "belief," "estimate," "plan," "target," "predict," "likely," "will," "should," "forecast," "outlook," or other similar words or phrases. These statements are not based on historical facts, but instead reflect the Company's expectations, estimates or projections concerning future results or events, including, without limitation, the future earnings and performance of Edgewell or any of its businesses. Many factors outside our control (including the ongoing COVID-19 pandemic), could affect the realization of these estimates. These statements are not guarantees of performance and are inherently subject to known and unknown risks, uncertainties and assumptions that are difficult to predict and could cause the Company's actual results to differ materially from those indicated by those statements. The Company cannot assure you that any of its expectations, estimates or projections will be achieved. The forward-looking statements included in this document are only made as of the date of this document and the Company disclaims any obligation to publicly update any forward-looking statement to reflect subsequent events or circumstances, except as required by law.

In addition, other risks and uncertainties not presently known to the Company or that it presently considers immaterial could significantly affect the accuracy of any such forward-looking statements. Risks and uncertainties include those detailed from time to time in the Company's publicly filed documents, including in Item 1A. Risk Factors of Part I of the Company's Annual Report on Form 10-K filed with the Securities and Exchange Commission ("SEC") on November 20, 2020.

**Non-GAAP Financial Measures.** While the Company reports financial results in accordance with generally accepted accounting principles ("GAAP") in the U.S., this discussion also includes non-GAAP measures. These non-GAAP measures are referred to as "adjusted" or "organic" and exclude items such as restructuring and related costs, acquisition and integration costs, cost of early retirement of long-term debt, and the gain on sale of the Infant and Pet Care business. Reconciliations of non-GAAP measures, including reconciliations of measures related to the Company's fiscal 2021 financial outlook, are included within the Notes to Condensed Consolidated Financial Statements included with this release.

This non-GAAP information is provided as a supplement to, not as a substitute for, or as superior to, measures of financial performance prepared in accordance with GAAP. The Company uses this non-GAAP information internally to make operating decisions and believes it is helpful to investors because it allows more meaningful period-to-period comparisons of ongoing operating results. The information can also be used to perform analysis and to better identify operating trends that may otherwise be masked or distorted by the types of items that are excluded. This non-GAAP information is a component in determining management's incentive compensation. Finally, the Company believes this information provides a higher degree of transparency. The following provides additional detail on the Company's non-GAAP measures.

- The Company analyzes its net sales and segment profit on an organic basis to better measure the comparability of results between periods. Organic net sales and organic segment profit exclude the impact of changes in foreign currency, acquisitions, and divestitures. This information is provided because these types of fluctuations can distort the underlying change in net sales and segment profit either positively or negatively.

- The Company utilizes “adjusted” non-GAAP measures including gross profit, SG&A, operating income, income taxes, net earnings, diluted earnings per share, and EBITDA to internally make operating decisions. The following items are excluded when analyzing non-GAAP measures: restructuring and related costs, acquisition and integration costs, cost of early retirement of long term debt, the gain on sale of the Infant and Pet Care business, and advisory expenses in connection with the evaluation of the Feminine and Infant Care businesses.
- Free cash flow is defined as net cash from operating activities less capital expenditures plus collections of deferred purchase price of accounts receivable sold and proceeds from sales of fixed assets. Free cash flow conversion is defined as free cash flow as a percentage of net earnings adjusted for the net impact of non-cash impairments.
- Net debt leverage ratio is defined as total debt less cash divided by adjusted EBITDA.

**EDGEWELL PERSONAL CARE COMPANY**  
**CONDENSED CONSOLIDATED STATEMENTS OF EARNINGS**  
(unaudited, in millions, except per share data)

	Quarter Ended March 31,		Six Months Ended March 31,	
	2021	2020	2021	2020
Net sales	\$ 519.3	\$ 523.0	\$ 970.4	\$ 977.0
Cost of products sold	277.6	280.0	535.4	540.9
<b>Gross profit</b>	<b>241.7</b>	<b>243.0</b>	<b>435.0</b>	<b>436.1</b>
Selling, general and administrative expense	93.4	121.5	186.5	216.5
Advertising and sales promotion expense	68.4	47.0	109.6	88.1
Research and development expense	14.3	13.9	28.0	27.7
Restructuring charges	2.7	6.5	6.4	12.6
<b>Operating income</b>	<b>62.9</b>	<b>54.1</b>	<b>104.5</b>	<b>91.2</b>
Loss (gain) on sale of Infant and Pet Care business	—	1.1	—	(4.1)
Interest expense associated with debt	17.3	13.9	34.7	28.2
Cost of early retirement of long-term debt	26.1	—	26.1	—
Other expense (income), net	—	10.9	(1.0)	9.3
<b>Earnings before income taxes</b>	<b>19.5</b>	<b>28.2</b>	<b>44.7</b>	<b>57.8</b>
Income tax provision	5.1	8.7	12.6	15.9
<b>Net earnings</b>	<b>\$ 14.4</b>	<b>\$ 19.5</b>	<b>\$ 32.1</b>	<b>\$ 41.9</b>
<b>Earnings per share:</b>				
Basic net earnings per share	0.26	0.36	0.59	0.77
Diluted net earnings per diluted share	0.26	0.36	0.58	0.77
<b>Weighted-average shares outstanding:</b>				
Basic	54.3	54.3	54.4	54.3
Diluted	54.9	54.5	54.9	54.5

See Accompanying Notes.

**EDGEWELL PERSONAL CARE COMPANY**  
**CONDENSED CONSOLIDATED BALANCE SHEETS**  
(unaudited, in millions)

	March 31, 2021	September 30, 2020
<b>Assets</b>		
Current assets		
Cash and cash equivalents	\$ 282.1	\$ 364.7
Trade receivables, less allowance for doubtful accounts	195.1	158.8
Inventories	354.2	314.1
Other current assets	156.3	146.0
<b>Total current assets</b>	<b>987.7</b>	<b>983.6</b>
Property, plant and equipment, net	360.9	370.9
Goodwill	1,164.9	1,159.7
Other intangible assets, net	918.9	928.1
Other assets	105.5	98.6
<b>Total assets</b>	<b>\$ 3,537.9</b>	<b>\$ 3,540.9</b>
<b>Liabilities and Shareholders' Equity</b>		
Current liabilities		
Notes payable	24.2	21.1
Accounts payable	194.0	181.9
Other current liabilities	265.6	307.5
<b>Total current liabilities</b>	<b>483.8</b>	<b>510.5</b>
Long-term debt	1,233.0	1,237.9
Deferred income tax liabilities	103.5	102.5
Other liabilities	253.5	257.1
<b>Total liabilities</b>	<b>2,073.8</b>	<b>2,108.0</b>
Shareholders' equity		
Common shares	0.7	0.7
Additional paid-in capital	1,622.0	1,631.8
Retained earnings	797.7	782.4
Common shares in treasury at cost	(781.3)	(790.4)
Accumulated other comprehensive loss	(175.0)	(191.6)
<b>Total shareholders' equity</b>	<b>1,464.1</b>	<b>1,432.9</b>
<b>Total liabilities and shareholders' equity</b>	<b>\$ 3,537.9</b>	<b>\$ 3,540.9</b>

See Accompanying Notes.

**EDGEWELL PERSONAL CARE COMPANY**  
**CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS**  
(unaudited, in millions)

	Six Months Ended March 31,	
	2021	2020
<b>Cash Flow from Operating Activities</b>		
Net earnings	\$ 32.1	\$ 41.9
Depreciation and amortization	44.4	44.5
Share-based compensation expense	12.0	10.2
Loss on sale of assets	0.4	0.3
Gain on sale of Infant and Pet Care business	—	(4.1)
Deferred compensation payments	(8.8)	(8.7)
Deferred income taxes	(0.8)	(15.5)
Cost of early retirement of long-term debt	26.1	—
Other, net	(1.6)	8.9
Changes in operating assets and liabilities	(122.6)	(60.3)
Net cash (used by) from operating activities	<u>(18.8)</u>	<u>17.2</u>
<b>Cash Flow from Investing Activities</b>		
Capital expenditures	(22.2)	(16.8)
Proceeds from sale of Infant and Pet Care business	7.5	95.8
Acquisition of Crema	(0.3)	—
Collection of deferred purchase price on accounts receivable sold	2.2	3.3
Other, net	(0.8)	(1.2)
Net cash (used by) from investing activities	<u>(13.6)</u>	<u>81.1</u>
<b>Cash Flow from Financing Activities</b>		
Cash proceeds from the issuance of Senior Notes due 2029	500.0	—
Cash payments on Senior Notes due 2022	(500.0)	—
Cash proceeds from debt with original maturities greater than 90 days	—	50.0
Cash payments on debt with original maturities greater than 90 days	—	(167.0)
Net increase in debt with original maturities of 90 days or less	0.7	2.4
Debt issuance costs for Senior Notes due 2029	(5.9)	—
Cost of early retirement of long-term debt	(26.5)	—
Dividends to common shareholders	(8.4)	—
Repurchase of shares	(9.2)	—
Net financing inflow (outflow) from the Accounts Receivable Facility	0.7	(14.4)
Employee shares withheld for taxes	(3.0)	(1.5)
Other, net	(0.5)	—
Net cash used by financing activities	<u>(52.1)</u>	<u>(130.5)</u>
Effect of exchange rate changes on cash	1.9	(0.6)
Net decrease in cash and cash equivalents	(82.6)	(32.8)
Cash and cash equivalents, beginning of period	364.7	341.6
Cash and cash equivalents, end of period	<u>\$ 282.1</u>	<u>\$ 308.8</u>

See Accompanying Notes.

**EDGEWELL PERSONAL CARE COMPANY**  
**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**  
(unaudited, in millions, except per share data)

**Note 1 — Segments**

The Company conducts its business in the following three segments: Wet Shave, Sun and Skin Care, and Feminine Care (collectively, the “Segments”, and each individually, a “Segment”). Segment performance is evaluated based on segment profit, exclusive of general corporate expenses, share-based compensation costs, other charges such as restructuring and integration costs, and the amortization of intangible assets. Financial items, such as interest income and expense, are managed on a global basis at the corporate level. The exclusion of such charges from segment results reflects management’s view on how it evaluates segment performance.

The Company completed the sale of its Infant and Pet Care business in December 2019. As a result, no additional Net Sales or Segment Profit will be reported for the All Other segment in subsequent periods.

Segment net sales and profitability are presented below:

	Three Months Ended March 31,		Six Months Ended March 31,	
	2021	2020	2021	2020
<b>Net Sales</b>				
Wet Shave	\$ 292.7	\$ 280.5	\$ 571.8	\$ 557.5
Sun and Skin Care	159.5	157.5	262.5	232.6
Feminine Care	67.1	85.0	136.1	160.1
All Other	—	—	—	26.8
<b>Total net sales</b>	<u>\$ 519.3</u>	<u>\$ 523.0</u>	<u>\$ 970.4</u>	<u>\$ 977.0</u>
<b>Segment Profit</b>				
Wet Shave	\$ 45.9	\$ 44.5	\$ 98.5	\$ 97.4
Sun and Skin Care	36.2	44.3	41.4	44.4
Feminine Care	5.6	18.3	14.4	31.4
All Other	—	—	—	3.1
<b>Total segment profit</b>	87.7	107.1	154.3	176.3
General corporate and other expenses	(13.4)	(10.9)	(25.5)	(24.2)
Restructuring and related costs	(5.5)	(12.4)	(9.9)	(20.4)
Cost of early retirement of long-term debt	(26.1)	—	(26.1)	—
Acquisition and integration costs	(0.3)	(25.5)	(3.3)	(31.7)
(Loss) gain on sale of Infant and Pet Care business	—	(1.1)	—	4.1
Feminine and Infant Care evaluation costs	—	—	—	(0.3)
Amortization of intangibles	(5.6)	(4.2)	(11.1)	(8.5)
Interest and other expenses, net	(17.3)	(24.8)	(33.7)	(37.5)
<b>Total earnings before income taxes</b>	<u>\$ 19.5</u>	<u>\$ 28.2</u>	<u>\$ 44.7</u>	<u>\$ 57.8</u>

Refer to Note 2 GAAP to Non-GAAP Reconciliations for the income statement location of non-GAAP adjustments to earnings before income taxes.

**Note 2 — GAAP to Non-GAAP Reconciliations**

The following tables provide a GAAP to Non-GAAP reconciliation of certain line items from the Condensed Consolidated Statement of Earnings:

**Three Months Ended March 31, 2021**

	Gross Profit	SG&A	Operating Income	EBIT	Income taxes	Net Earnings	Diluted EPS
<b>GAAP — Reported</b>	\$ 241.7	\$ 93.4	\$ 62.9	\$ 19.5	\$ 5.1	\$ 14.4	\$ 0.26
Restructuring and related costs	—	2.8	5.5	5.5	1.3	4.2	0.08
Acquisition and integration costs	—	0.3	0.3	0.3	0.1	0.2	—
Cost of early retirement of long-term debt	—	—	—	26.1	6.4	19.7	0.36
<b>Total Adjusted Non-GAAP</b>	<u>\$ 241.7</u>	<u>\$ 90.3</u>	<u>\$ 68.7</u>	<u>\$ 51.4</u>	<u>\$ 12.9</u>	<u>\$ 38.5</u>	<u>\$ 0.70</u>
GAAP as a percent of net sales	46.6 %	18.0 %	12.1 %	GAAP effective tax rate		26.6 %	
Adjusted as a percent of net sales	46.6 %	17.4 %	13.2 %	Adjusted effective tax rate		25.3 %	

**Three Months Ended March 31, 2020**

	Gross Profit	SG&A	Operating Income	EBIT	Income taxes	Net Earnings	Diluted EPS
<b>GAAP — Reported</b>	\$ 243.0	\$ 121.5	\$ 54.1	\$ 28.2	\$ 8.7	\$ 19.5	\$ 0.36
Restructuring and related costs	0.1	5.8	12.4	12.4	2.9	9.5	0.17
Acquisition and integration costs	—	25.5	25.5	25.5	6.3	19.2	0.35
Loss on sale of Infant and Pet Care business	—	—	—	1.1	(1.1)	2.2	0.04
<b>Total Adjusted Non-GAAP</b>	<u>\$ 243.1</u>	<u>\$ 90.2</u>	<u>\$ 92.0</u>	<u>\$ 67.2</u>	<u>\$ 16.8</u>	<u>\$ 50.4</u>	<u>\$ 0.92</u>
GAAP as a percent of net sales	46.5 %	23.2 %	10.3 %	GAAP effective tax rate		30.6 %	
Adjusted as a percent of net sales	46.5 %	17.2 %	17.6 %	Adjusted effective tax rate		25.0 %	

**Six Months Ended March 31, 2021**

	Gross Profit	SG&A	Operating Income	EBIT	Income taxes	Net Earnings	Diluted EPS
<b>GAAP — Reported</b>	\$ 435.0	\$ 186.5	\$ 104.5	\$ 44.7	\$ 12.6	\$ 32.1	\$ 0.58
Restructuring and related costs	0.1	3.4	9.9	9.9	2.5	7.4	0.14
Acquisition and integration costs	1.3	2.0	3.3	3.3	0.7	2.6	0.05
Cost of early retirement of long-term debt	—	—	—	26.1	6.4	19.7	0.36
<b>Total Adjusted Non-GAAP</b>	<u>\$ 436.4</u>	<u>\$ 181.1</u>	<u>\$ 117.7</u>	<u>\$ 84.0</u>	<u>\$ 22.2</u>	<u>\$ 61.8</u>	<u>\$ 1.13</u>
GAAP as a percent of net sales	44.8 %	19.2 %	10.8 %	GAAP effective tax rate		28.4 %	
Adjusted as a percent of net sales	45.0 %	18.7 %	12.1 %	Adjusted effective tax rate		26.5 %	

**Six Months Ended March 31, 2020**

	Gross Profit	SG&A	Operating Income	EBIT	Income taxes	Net Earnings	Diluted EPS
<b>GAAP — Reported</b>	\$ 436.1	\$ 216.5	\$ 91.2	\$ 57.8	\$ 15.9	\$ 41.9	\$ 0.77
Restructuring and related costs	0.1	7.7	20.4	20.4	4.6	15.8	0.29
Acquisition and integration costs	—	31.7	31.7	31.7	7.8	23.9	0.44
Gain on sale of Infant and Pet Care business	—	—	—	(4.1)	(2.6)	(1.5)	(0.03)
Feminine and Infant Care evaluation costs	—	0.3	0.3	0.3	0.1	0.2	—
<b>Total Adjusted Non-GAAP</b>	<u>\$ 436.2</u>	<u>\$ 176.8</u>	<u>\$ 143.6</u>	<u>\$ 106.1</u>	<u>\$ 25.8</u>	<u>\$ 80.3</u>	<u>\$ 1.47</u>
GAAP as a percent of net sales	44.6 %	22.2 %	9.3 %	GAAP effective tax rate		27.4 %	
Adjusted as a percent of net sales	44.6 %	18.1 %	14.7 %	Adjusted effective tax rate		24.2 %	

### Note 3 - Net Sales and Profit by Segment

Operations for the Company are reported via three Segments. The impact of disposition includes the sale of the Infant and Pet Care business included in All Other. The impact of acquisitions includes the operations of Cremo which was acquired in September 2020. The following tables present changes in net sales and segment profit for the second quarter and first six months ended March 31, 2021, as compared to the corresponding period in the prior year.

#### Net Sales (In millions - Unaudited)

##### Quarter Ended March 31, 2021

	Wet Shave		Sun and Skin Care		Feminine Care		All Other		Total	
Net Sales - Q2 FY20	\$ 280.5		\$ 157.5		\$ 85.0		\$ —		\$ 523.0	
Organic	3.1	1.1 %	(14.7)	(9.3)%	(17.9)	(21.1)%	—	— %	(29.5)	(5.6)%
Impact of acquisitions	—	— %	14.6	9.3 %	—	— %	—	— %	14.6	2.8 %
Impact of currency	9.1	3.2 %	2.1	1.3 %	—	— %	—	— %	11.2	2.1 %
Net Sales - Q2 FY21	\$ 292.7		\$ 159.5		\$ 67.1		\$ —		\$ 519.3	

#### Net Sales (In millions - Unaudited)

##### Six Months Ended March 31, 2021

	Wet Shave		Sun and Skin Care		Feminine Care		All Other		Total	
Net Sales - Q2 FY20	\$ 557.5		\$ 232.6		\$ 160.1		\$ 26.8		\$ 977.0	
Organic	(1.1)	(0.2)%	(4.2)	(1.8)%	(24.2)	(15.1)%	—	— %	(29.5)	(3.0)%
Impact of acquisitions	—	— %	31.2	13.4 %	—	— %	—	— %	31.2	3.2 %
Impact of disposition	—	— %	—	— %	—	— %	(26.8)	(100.0)%	(26.8)	(2.7)%
Impact of currency	15.4	2.8 %	2.9	1.2 %	0.2	0.1 %	—	— %	18.5	1.9 %
Net Sales - Q2 FY21	\$ 571.8		\$ 262.5		\$ 136.1		\$ —		\$ 970.4	

#### Segment Profit (In millions - Unaudited)

##### Quarter Ended March 31, 2021

	Wet Shave		Sun and Skin Care		Feminine Care		All Other		Total	
Segment Profit - Q2 FY20	\$ 44.5		\$ 44.3		\$ 18.3		\$ —		\$ 107.1	
Organic	(0.7)	(1.6)%	(9.8)	(22.1)%	(12.9)	(70.5)%	—	— %	(23.4)	(21.8)%
Impact of acquisitions	—	— %	1.4	3.2 %	—	— %	—	— %	1.4	1.3 %
Impact of currency	2.1	4.6 %	0.3	0.7 %	0.2	1.1 %	—	— %	2.6	2.4 %
Segment Profit - Q2 FY21	\$ 45.9		\$ 36.2		\$ 5.6		\$ —		\$ 87.7	

**Segment Profit (In millions - Unaudited)**  
**Six Months Ended March 31, 2021**

	Wet Shave		Sun and Skin Care		Feminine Care		All Other		Total	
Segment Profit - Q2 FY20	\$ 97.4		\$ 44.4		\$ 31.4		\$ 3.1		\$ 176.3	
Organic	(2.3)	(2.4)%	(6.9)	(15.5)%	(17.2)	(54.8)%	—	— %	(26.4)	(15.0)%
Impact of acquisitions	—	— %	3.8	8.6 %	—	— %	—	— %	3.8	2.2 %
Impact of disposition	—	— %	—	— %	—	— %	(3.1)	(100.0)%	(3.1)	(1.8)%
Impact of currency	3.4	3.4 %	0.1	0.2 %	0.2	0.6 %	—	— %	3.7	2.1 %
Segment Profit - Q2 FY21	\$ 98.5	1.0 %	\$ 41.4	(6.7)%	\$ 14.4	(54.2)%	\$ —	(100.0)%	\$ 154.3	(12.5)%

**Note 4 - EBITDA**

The Company reports financial results on a GAAP and adjusted basis. The table below is used to reconcile Net earnings to EBITDA and Adjusted EBITDA, which are Non-GAAP measures, to improve comparability of results between periods.

	Quarter Ended March 31,		Six Months Ended March 31,	
	2021	2020	2021	2020
<b>Net earnings</b>	\$ 14.4	\$ 19.5	\$ 32.1	\$ 41.9
Income tax provision	5.1	8.7	12.6	15.9
Interest expense, net	17.3	13.0	34.7	27.7
Depreciation and amortization	22.2	22.0	44.4	44.5
<b>EBITDA</b>	\$ 59.0	\$ 63.2	\$ 123.8	\$ 130.0
Restructuring and related costs	5.5	12.4	9.9	20.4
Acquisition and integration costs	0.3	25.5	3.3	31.7
Cost of early retirement of long-term debt	26.1	—	26.1	—
Gain on sale of Infant and Pet Care business	—	1.1	—	(4.1)
Feminine and Infant Care evaluation costs	—	—	—	0.3
<b>Adjusted EBITDA</b>	\$ 90.9	\$ 102.2	\$ 163.1	\$ 178.3

**Note 5 - Outlook**

The following tables provide reconciliations of Adjusted EPS and Adjusted EBITDA, Non-GAAP measures, included within the Company's outlook for projected fiscal 2021 results:

<b>Adjusted EPS Outlook</b>	
Fiscal 2021 GAAP EPS	\$1.80 - \$2.00
Restructuring and related costs	approx. 0.51
Acquisition and integration costs	approx. 0.10
Cost of early retirement of long-term debt	approx. 0.47
Income taxes <sup>(1)</sup>	approx. (0.26)
<b>Fiscal 2021 Adjusted EPS Outlook (Non-GAAP)</b>	<b>\$2.62 - \$2.82</b>

(1) Income tax effect of the adjustments to Fiscal 2021 GAAP EPS noted above.

**Adjusted EBITDA Outlook**

Fiscal 2021 GAAP Net Income	approx.	\$95 - \$110
Income tax provision	approx.	30
Interest expense, net	approx.	70
Depreciation and amortization	approx.	90
EBITDA	approx.	<u>\$285 - \$300</u>
Restructuring and related costs	approx.	28
Acquisition and integration costs	approx.	6
Cost of early retirement of long-term debt	approx.	26
Fiscal 2021 Adjusted EBITDA	approx.	<u><u>\$345 - \$360</u></u>