

Raymond James

47th Annual Institutional
Investors Conference

March 3, 2026

Scotts Miracle-Gro





Mark Scheiwer

EVP, Chief Financial Officer
and
Chief Accounting Officer

“

My passion for growing our company and driving value is rooted in my own lawn and gardening experiences. I'm an avid consumer and can personally attest that Scotts Miracle-Gro has the best brands in the business.

”



Brad Chelton

Vice President
Treasury, Tax and
Investor Relations

“

I am proud to be a part of our great company for nearly the last two decades. The power of our brands is the foundation of our rich history, and I am excited about our path forward and the opportunities that lie ahead.

”

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.

WHY SMG?

A strong long-term opportunity

- Iconic American Lawn and Garden company with leading brands spanning 150+ years
- Preferred experiential category with >55% of American households enjoying the benefits of gardening
- GDP+ growth potential supported by our focus on the emerging consumer through continued expansion in ecommerce and naturals and organics
- Meaningful margin expansion expected with pricing, volume and cost-outs
- Focused, high return investments in industry-leading innovation and advertising
- Disciplined capital allocation with leverage declining on strong free cash flow



Best-In-Class Capabilities

Our Super Powers give us competitive advantages

BRANDS & MARKETING

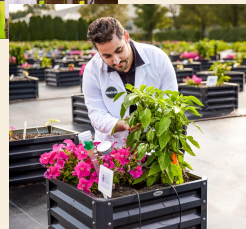
Most powerful brands with low private label pressure



50% ownership in joint venture with Alabama Farmers Cooperative, Inc.

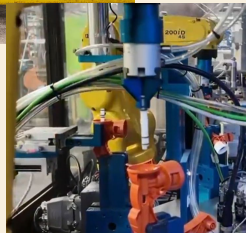
NEW INNOVATION

Industry-leading R&D with science-backed product development



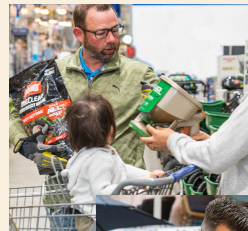
SUPPLY CHAIN

Integrated manufacturing and distribution network within 150 miles on average of customers



SALES

Unparalleled in-store activation coupled with e-comm expansion



Scotts® Lawns

#1 brand in Fertilizers, Grass Seed and Spreaders

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

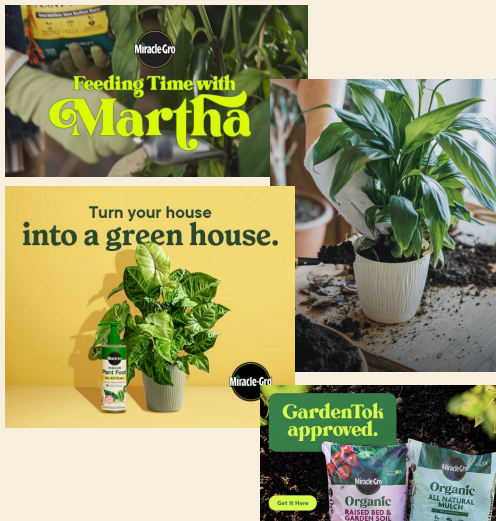
#1 brand in Soils and Plant Food

Scotts® is the #1 Brand in Mulch

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



ORTHO[®] Tomcat[®] Controls

#1 brand in Selective Weed and Rodent Control

Top 3 in non-selective Weed, Indoor and Outdoor Bug

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

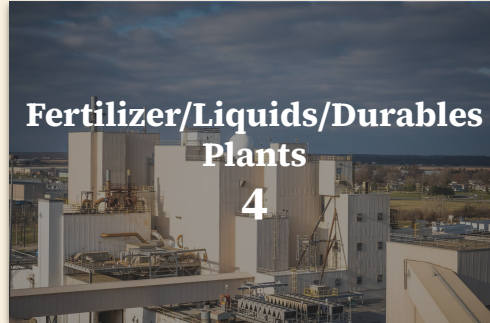


INNOVATION



Integrated Supply Chain

Strong capital investment plans for efficiencies, planning and automation enhancing our best-in-class service to retailers and exceptional omnichannel support for consumers



Strong Retailer Relationships

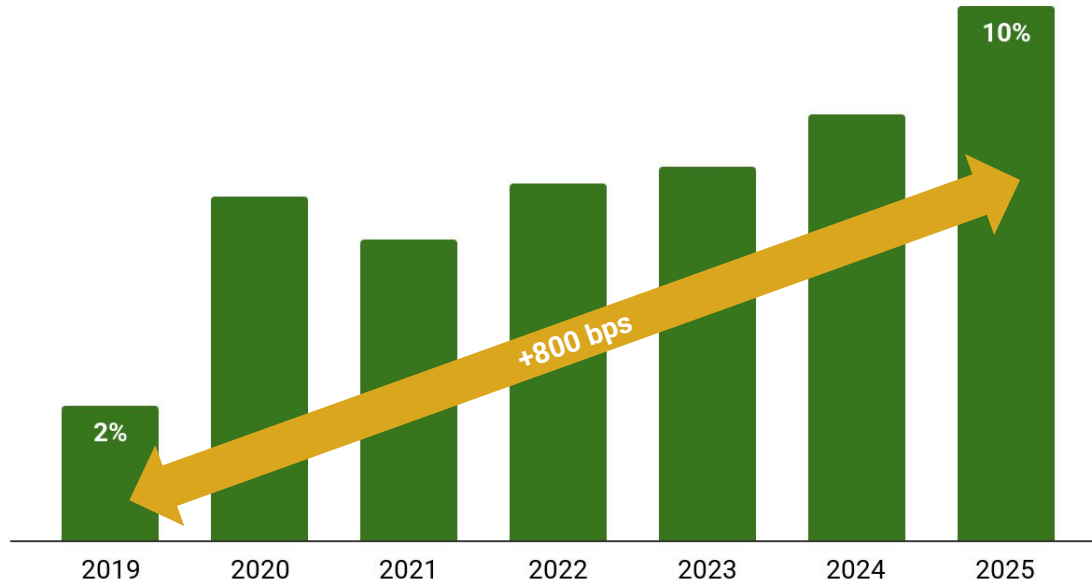
Expanded reach across all channels as we prioritize meeting the consumer where they want to shop



E-commerce

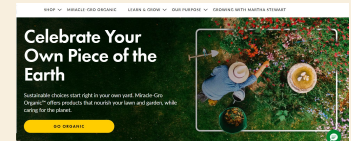
Continued expansion in ecommerce; on track to ~13% penetration in FY26

E-commerce² Penetration of POS Dollars



Fiscal 1Q26

POS¹ dollars +12%
and units +17%



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

²E-commerce is defined as retail.com, Amazon and SMG direct sites

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

