



FINANCIAL CONTACT:  
Anoori Naughton  
anaughton@hersheys.com

MEDIA CONTACT:  
Allison Kleinfelter  
akleinfelter@hersheys.com

## Hershey Presents at 2025 CAGNY Conference; Reaffirms Earnings Outlook for 2025

**HERSHEY, Pa., February 18, 2025** — In a presentation today at the 2025 Consumer Analyst Group of New York (CAGNY) conference, Michele G. Buck, Chairman, President and Chief Executive Officer, and Steven E. Voskuil, Senior Vice President and Chief Financial Officer, The Hershey Company (NYSE: HSY), will review growth strategies and progress in elevating commercial capabilities and optimizing our operating model to deliver long-term shareholder value.

The Company reaffirms its full-year 2025 financial expectations for net sales and earnings per share-diluted previously provided in its February 6, 2025, earnings release.

<b>2025 Full-Year Outlook</b>	<b>Total Company</b>
Net sales growth <sup>1</sup>	At least 2%
Reported earnings per share growth	Down high-40% range
Adjusted earnings per share growth	Down mid-30% range

<sup>1</sup> *The impact of the Sour Strips acquisition is anticipated to be an approximate 30 basis point benefit to net sales growth for the full-year 2025. Additionally, the impact of foreign currency exchange rates is anticipated to be an approximate 30 basis point headwind to net sales growth for the full-year 2025.*

The company's CAGNY presentation and accompanying slides can be accessed in the "CALENDAR OF EVENTS" section of the corporate website. ([https://www.thehersheycompany.com/en\\_us/investors/events-reports-releases/calendar-of-events.html](https://www.thehersheycompany.com/en_us/investors/events-reports-releases/calendar-of-events.html)).

## Safe Harbor Statement

This release contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, including but not limited to our 2025 Full-year Financial Outlook and other statements regarding our business outlook and financial performance. Many of these forward-looking statements can be identified by the use of words such as “anticipate,” “assume,” “believe,” “continue,” “estimate,” “expect,” “forecast,” “future,” “intend,” “plan,” “potential,” “predict,” “project,” “strategy,” “target” and similar terms, and future or conditional tense verbs like “could,” “may,” “might,” “should,” “will” and “would,” among others. These statements are made based upon current expectations that are subject to risk and uncertainty. Because actual results may differ materially from those contained in the forward-looking statements, you should not place undue reliance on the forward-looking statements when deciding whether to buy, sell or hold the Company’s securities. Factors that could cause results to differ materially include, but are not limited to: disruptions or inefficiencies in our supply chain due to the loss or disruption of essential manufacturing or supply elements or other factors; issues or concerns related to the quality and safety of our products, ingredients or packaging, human and workplace rights, and other environmental, social or governance matters; changes in raw material and other costs, along with the availability of adequate supplies of raw materials and the Company’s ability to successfully hedge against volatility in raw material pricing; the Company’s ability to successfully execute business continuity plans to address changes in consumer preferences and the broader economic and operating environment; selling price increases, including volume declines associated with pricing elasticity; market demand for our new and existing products; increased marketplace competition; failure to successfully execute and integrate acquisitions, divestitures and joint ventures; changes in governmental laws, regulations and policies, including taxes and tariffs; political, economic, and/or financial market conditions, including with respect to inflation, rising interest rates, slower growth or recession, changes in the U.S. administration, and other events beyond our control such as the impacts on the business arising from the conflict between Russia and Ukraine; risks and uncertainties related to our international operations; disruptions, failures or security breaches of our information technology infrastructure and that of our customers and partners (including our suppliers); our ability to hire, engage and retain a talented global workforce, our ability to realize expected cost savings and operating efficiencies associated with strategic initiatives or restructuring programs; complications with the design, implementation or usage of our new enterprise resource planning system, including the ability to support post-implementation efforts and maintain enhancements, new features or modifications; and such other matters as discussed in our Annual Report on Form 10-K for the year ended December 31, 2024 and from time to time in our other filings with the U.S. Securities and Exchange Commission. All information in this presentation is as of February 18, 2025. The company undertakes no duty to update any forward-looking statement to conform the statement to actual results or changes in the company’s expectations.