

Sprouts Farmers Market

Q4 & Full-Year 2025 Earnings Deck



February 19, 2026



Forward-Looking Statements

Certain statements in this presentation are forward-looking as defined in the Private Securities Litigation Reform Act of 1995. Any statements contained herein that are not statements of historical fact (including, but not limited to, statements to the effect that Sprouts Farmers Market, Inc. (the "Company") or its management "anticipates," "plans," "estimates," "expects," or "believes," or the negative of these terms and other similar expressions) should be considered forward-looking statements, including, without limitation, statements regarding the Company's outlook, growth, opportunities and long-term strategy. These statements involve certain risks and uncertainties that may cause actual results to differ materially from expectations as of the date of this presentation. These risks and uncertainties include, without limitation, the Company's ability to execute on its long-term strategy; the Company's ability to successfully compete in its competitive industry; general economic conditions that impact consumer spending or result in competitive responses; the Company's ability to successfully open new stores; the Company's ability to manage its growth; the Company's ability to maintain or improve its operating margins; the Company's ability to identify and react to trends in consumer preferences; product supply disruptions; equipment supply disruptions; accounting standard changes; the current inflationary environment and future potential inflationary and/or deflationary trends; tariffs; and other factors as set forth from time to time in the Company's Securities and Exchange Commission filings, including, without limitation, the Company's Annual Report on Form 10-K and Quarterly Reports on Form 10-Q. The Company intends these forward-looking statements to speak only as of the time of this presentation and does not undertake to update or revise them as more information becomes available, except as required by law.

Non-GAAP Financial Measures

We refer to adjusted gross profit, adjusted gross margin, EBIT, adjusted EBIT, adjusted EBIT Margin, and adjusted diluted earnings per share, each of which is a Non-GAAP Financial Measure. These measures are not prepared in accordance with, and are not intended as alternatives to, generally accepted accounting principles in the United States, or GAAP. The Company's management believes that such measures provide useful information to management, analysts and investors regarding certain additional financial and business trends relating to its results of operations and financial condition. In addition, management uses these measures for reviewing the Company's financial results, and certain of these measures may be used as components of incentive compensation.

The Company defines adjusted gross profit as gross profit, excluding the impact of special items. Adjusted gross margin reflects adjusted gross profit divided by net sales for the applicable period. EBIT is defined as net income before interest expense and provision for income tax, and adjusted EBIT as EBIT, excluding the impact of special items. Adjusted EBIT Margin reflects adjusted EBIT, divided by net sales for the applicable period. The Company defines adjusted diluted earnings per share as diluted earnings per share excluding the impact of special items.

Non-GAAP measures are intended to provide additional information only and do not have any standard meanings prescribed by GAAP. Use of these terms may differ from similar measures reported by other companies. Because of their limitations, non-GAAP measures should not be considered as a measure of discretionary cash available to use to reinvest in the growth of the Company's business, or as a measure of cash that will be available to meet the Company's obligations. Each non-GAAP measure has its limitations as an analytical tool, and you should not consider them in isolation or as a substitute for analysis of the Company's results as reported under GAAP.

To the extent forward looking non-GAAP financial measures are provided herein, they are not reconciled to comparable forward-looking GAAP measures due to the inherent difficulty in forecasting and quantifying certain amounts that are necessary for such reconciliation.

Take good
Sprouts'
customers are
Drawn to our
Innovation &
Differentiation

THANK YOU
Cape Coral

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—about—
A FARMER'S MARKET
open 7 days a week

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TRENDING

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—FIRST—



Fourth Quarter 2025 Highlights



Net Sales	+8%
Comps ⁽¹⁾	+1.6%
New Store Openings	13
Diluted EPS	\$0.92
EPS Growth ⁽²⁾	+17%
Cash Generation	\$139M
Share Repurchases ⁽³⁾	\$130M



1. Comparable Store Sales
2. Reflects comparison of Q4 25 diluted EPS to Q4 24 diluted EPS
3. Excluding excise tax

Full-Year 2025 Highlights

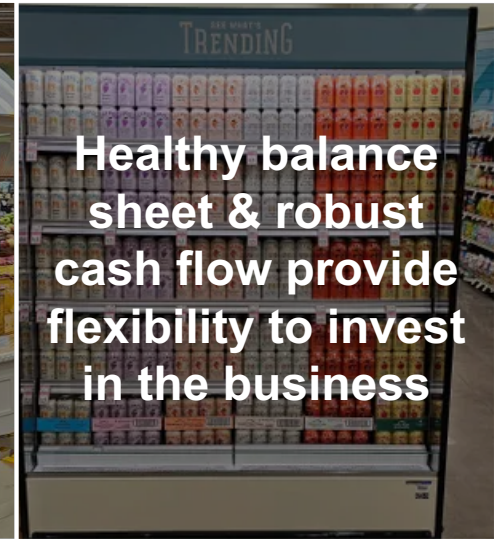
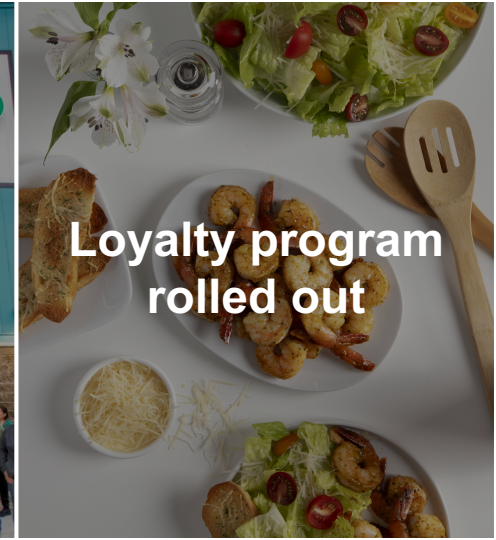


Net Sales	+14%
Comps ⁽¹⁾	+7.3%
New Store Openings	37
Diluted EPS	\$5.31
EPS Growth ⁽²⁾	+42%
Cash Generation	\$716M
Share Repurchases ⁽³⁾	\$472M

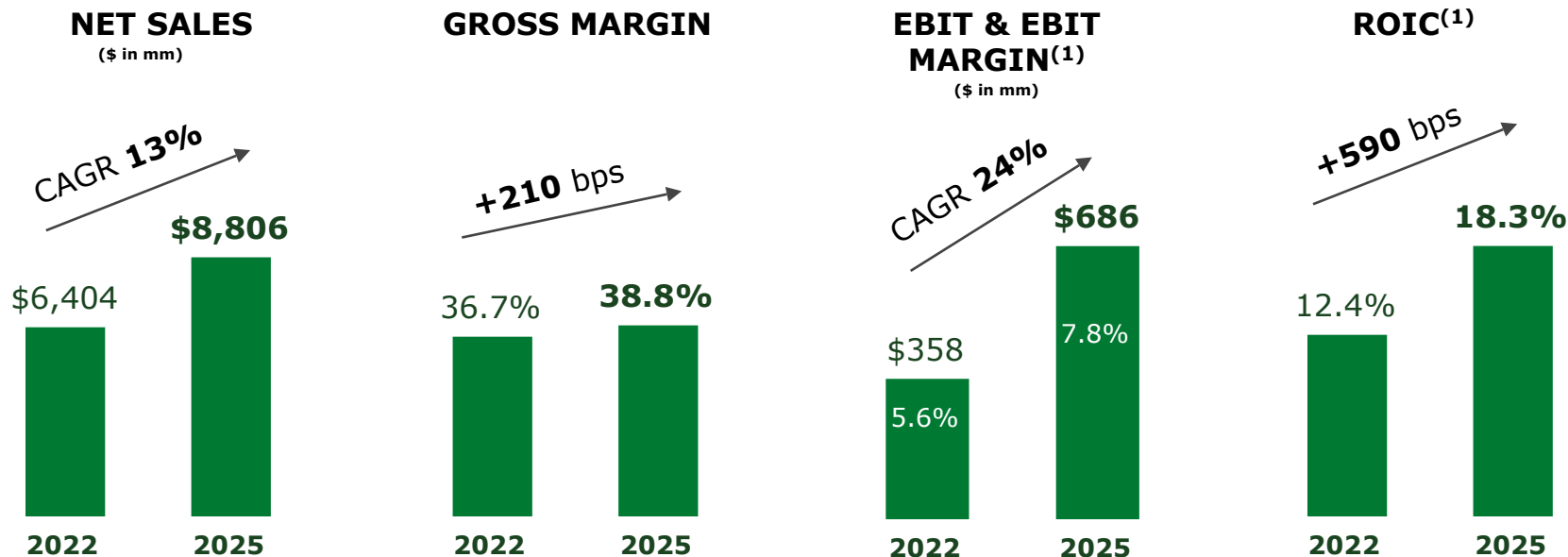


1. Comparable Store Sales
2. Reflects comparison of FY 25 diluted EPS to FY 24 diluted EPS
3. Excluding excise tax

***We Made Steady Progress on
our Strategy in 2025***

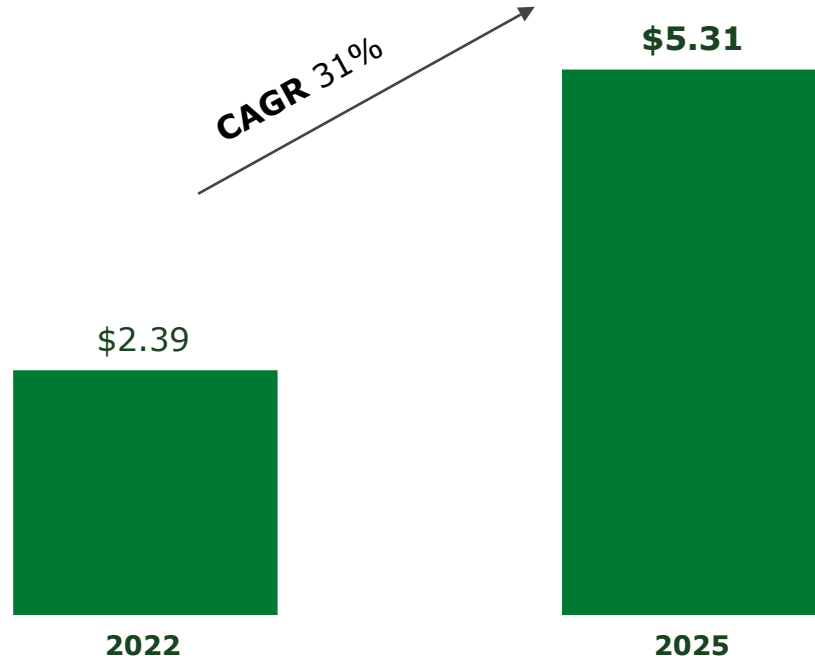


Stronger Foundation: Strategic Initiatives Talking Hold



⁽¹⁾See the Appendix to this presentation for a reconciliation of EBIT to net income and for a reconciliation of ROIC to net income. ROIC is a non-GAAP measure defined as net operating profit after taxes (referred to as "NOPAT"), including the effect of capitalized operating leases, divided by average invested capital.

Growing Adjusted Diluted Earnings per Share

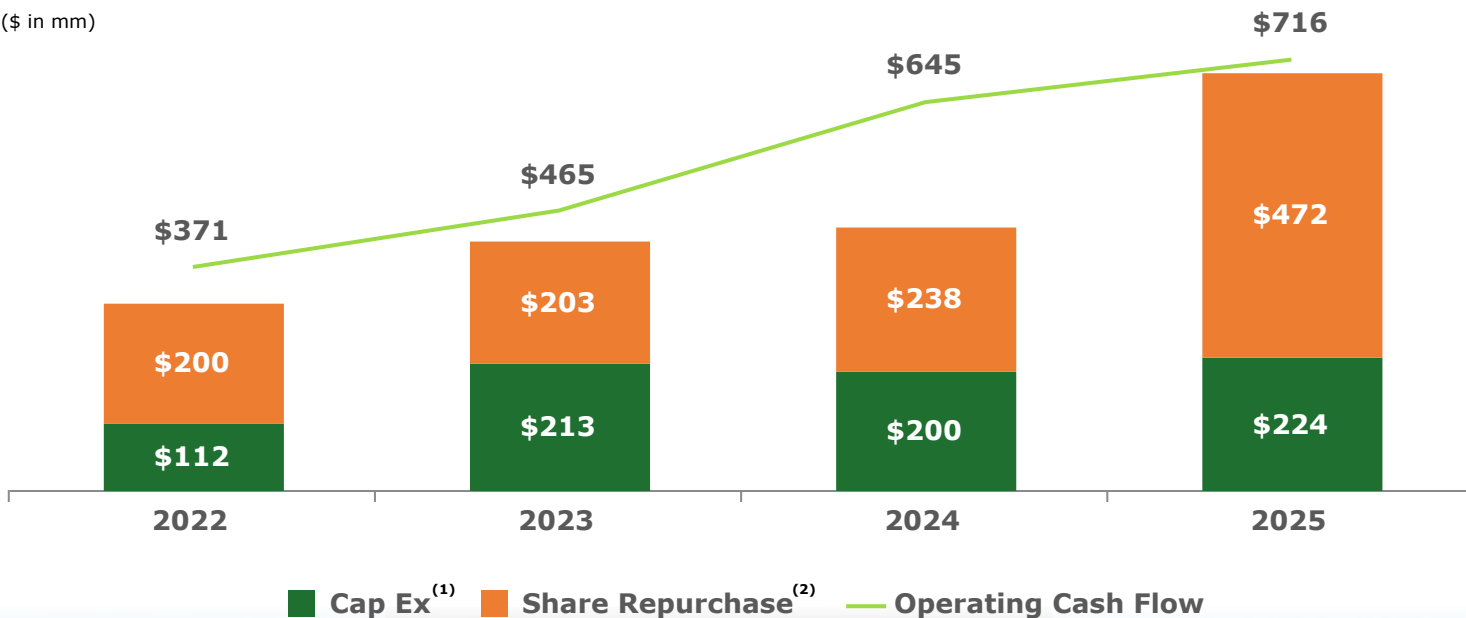


Strong Balance Sheet, Robust Cash Flows

Self Fund our Growth and Deliver Shareholder Value Through Ongoing Share Repurchase



(\$ in mm)



1. Capital expenditures are net of landlord reimbursement
2. Excluding excise tax

SPROUTS
FARMERS MARKET

LOCAL

ORGANIC

WELLNESS

Full-Year 2026 Outlook

(on a 52 week basis)



Total sales growth of 4.5% to 6.5%

Comp sales growth of -1% to 1%

Expect to open 40+ new stores

Earnings before interest & taxes (EBIT) \$675 million to \$695 million

Diluted earnings per share (EPS) \$5.28 to \$5.44

Capex (net of landlord reimbursement) \$280 million to \$310 million

First Quarter 2026: Comp sales growth of -3% to -1% and diluted EPS \$1.66 to \$1.70

⁽¹⁾The Company notes the fiscal year 2026 will be a 53-week year, with the extra week falling in the fourth quarter. We estimate the impact from the 53rd week to be approximately \$200 million in sales, \$28 million in income before interest and taxes, and \$0.21 in diluted earnings per share.

Appendix



Appendix



The following table shows a reconciliation of EBIT to net income for the fiscal years ended December 28, 2025 and January 1, 2023

SPROUTS FARMERS MARKET, INC. AND SUBSIDIARIES
NON-GAAP MEASURE RECONCILIATION
(UNAUDITED)
(IN THOUSANDS, EXCEPT PER SHARE AMOUNTS)

Net Income
Income tax provision
Interest (income) expense, net
Earnings before interest and taxes (EBIT)
EBIT Margin

Fifty-Two Weeks ended Dec 28, 2025		Fifty-Two Weeks ended Jan 1, 2023	
\$	523,670	\$	261,164
	165,114		88,149
	(2,626)		9,047
	<u>686,158</u>		<u>358,360</u>
	7.8 %		5.6 %

Appendix



The following table shows a reconciliation of ROIC to net income for the Company's 2025 and 2022 fiscal years

Sprouts Farmers Market, Inc. and Subsidiaries **Non-GAAP Measure Reconciliation** **(In thousands)** **(Unaudited)**

	2025	2022
Net income ⁽¹⁾	\$ 523.7	\$ 261.2
Special Items, net of Tax ⁽²⁾	\$ -	\$ -
Interest expense, net of tax ⁽²⁾	\$ (2.0)	\$ 6.8
Net operating profit after tax (NOPAT)	<u>\$ 521.7</u>	<u>\$ 267.9</u>
Total rent expense, net of tax ⁽²⁾	\$ 208.0	\$ 154.6
Estimated depreciation on operating leases, net of tax ⁽²⁾	\$ 114.9	\$ (87.8)
Estimated interest on operating leases, net of tax ^(2,3)	\$ 93.6	\$ 66.9
NOPAT, including effect of operating leases	<u>\$ 615.3</u>	<u>\$ 334.8</u>
Average working capital	\$ 148.3	\$ 271.6
Average property and equipment	\$ 958.4	\$ 704.8
Average other assets	\$ 607.2	\$ 568.6
Average other liabilities	\$ (114.1)	\$ (96.6)
Average invested capital	<u>\$ 1,599.7</u>	<u>\$ 1,448.4</u>
Average operating leases ⁽⁴⁾	<u>\$ 1,758.6</u>	<u>\$ 1,259.4</u>
Average invested capital, including operating leases	<u>\$ 3,358.3</u>	<u>\$ 2,707.8</u>
ROIC, including operating leases	<u>18.3%</u>	<u>12.4%</u>

⁽¹⁾ Net income amounts represent total net income for the past four trailing quarters.

⁽²⁾ Net of tax amounts are calculated using the normalized effective tax rate for the period presented.

⁽³⁾ 2025 & 2022 estimated interest on operating leases is calculated by multiplying operating leases by a 7% & 7.1% discount rate, respectively, for each lease recorded as rent expense within direct store expense.

⁽⁴⁾ 2025 & 2022 average operating leases represents the average net present value of outstanding lease obligations over the past four trailing quarters.

THANK YOU!

