

JOHN RANELLI

BOARD DIRECTOR / CEO
GROWTH & TURNAROUND EXPERT
CORPORATE ADVISOR / STRATEGIST

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Web Portfolio: www.JohnRanelli.com

Exceptional record of creating value for public multinational Fortune 500, PE, and privately held companies.
More than 20 years of Board experience complementing distinguished executive career with **12+ years as CEO**.

BOARD POSITIONS AND ACHIEVEMENTS

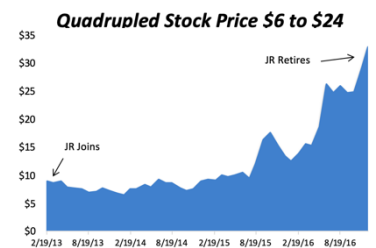
Current Non-Executive Director and Advisory Board Roles

- **Central Garden & Pet**—Board of Directors, Audit Committee
- **OrthoLite Holdings, LLC**—Board of Directors
- **Trilantic Capital Partners**—Advisory Board

Central Garden & Pet—\$2B public consumer products company (NASDAQ)

CEO • CFO • COO (2010–2016) • CEO SEARCH COMMITTEE (2016) • BOARD MEMBER (2010–Present)

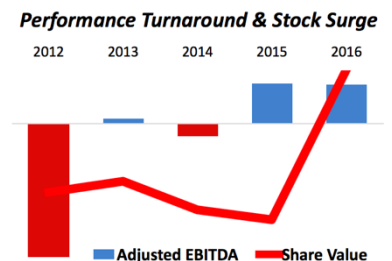
- Sextupled earnings (\$.20/share to \$1.26/share) following 5 years of flat sales and profit declines.
- Quadrupled stock price from \$6 to \$24 in 3 years.
- 4th best performing stock on Russell 3000.
- Restored customer and consumer confidence and Wall Street credibility.
- Executed 4 highly successful acquisitions.
- Fought off activist investor when initial stock price was low.
- As CEO, earned 96% approval rating on Glassdoor and #1 team rating from Wall Street.



Woolrich, Inc.—\$300M privately held consumer products company, multi-family owned

CHAIRMAN OF THE BOARD • CHAIRMAN OF COMPENSATION COMMITTEE • CEO (2011–Present)

- Repositioned brand and reversed 10-year decline in profits.
- Increased stock price 2.5 times.
- Transformed brand image to higher fashion to capture younger and more upscale demographic.
- Increased price points and improved product and distribution, including launching flagship stores in premier retail shopping areas.



Party City, Inc. (Amscan)—\$1B private equity-owned wholesaler/retailer of party products

BOARD MEMBER • AUDIT COMMITTEE (2005–2008)

- Transformed from a wholesaler to #1 retail and #1 wholesale market share through organic growth and acquisitions.
- Sold for high-single-digit multiple of investment.

GNC (General Nutrition Centers)—\$4B private equity-owned retailer/wholesaler of nutrition supplements

BOARD MEMBER • AUDIT COMMITTEE • BRAND/MARKETING ADVISOR (2006–2007)

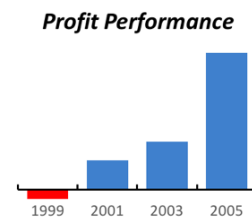
- Following replacement of management and complete strategy change, turned around sales and profits.
- Sold to private equity consortium at above public market, high-single-digit multiple of investment.

BOARD POSITIONS AND ACHIEVEMENTS, CONTINUED

FGX International (FosterGrant)—\$600M private equity-owned consumer products company

CHAIRMAN OF THE BOARD • CEO • CFO • COO (1999–2006)

- Restructured, turned around, and transformed from single-brand company to largest portfolio of brands in its industry.
- Increased enterprise value from \$0 to \$300M.
- Achieved #1 market share in Sunglasses (captured 32% of market) and Reading Glasses (owned the top 2 brands).
- Ranked in top 13 of *all* brands for consumer desirability; top 10 for eyewear brands.



Decker's Outdoor Corporation (UGG & Teva)—\$125M footwear and apparel manufacturer (OTC)

BOARD MEMBER (1994–1996)

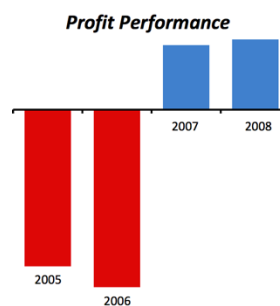
- Achieved highest sales and profit in company history.

ADDITIONAL EXECUTIVE LEADERSHIP EXPERIENCE

Mikasa, Inc.—Multi-brand, global dinnerware, crystal, and home accessories company (NYSE)

CEO AND PRESIDENT (2007–2008)

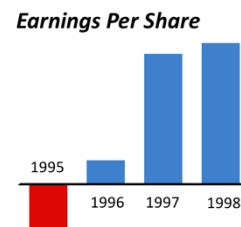
- In first year, restructured company and repositioned brand, distribution, and product to achieve first sales and profit increase following 8 years of decline.
- Executed sale of previously un-saleable company.



Stride Rite Corporation—\$600M Fortune 500 multi-brand company (NYSE)

EXECUTIVE VICE PRESIDENT (1996–1999)

- Led turnaround and growth following 16 straight quarters of declining sales and profits.
- Doubled stock from price from \$7 to \$15.



TLC Beatrice—\$2B multinational consumer products and retail company (NYSE)

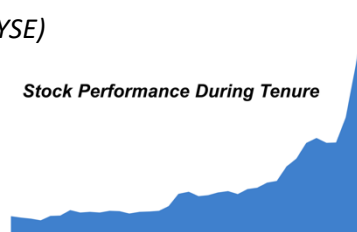
CFO AND EXECUTIVE VICE PRESIDENT (1994–1995)

- Restructured and achieved first earnings increase in 3 years.
- Positioned for successful sale.

The Timberland Company—\$500M footwear and apparel wholesale and retail company (NYSE)

CFO • PRESIDENT INTERNATIONAL • GM WORLDWIDE OPERATIONS (1990–1994)

- Tripled sales and profit, driving stock surge from \$8 to \$90.
- Recognized as Wall Street's "most successful turnaround."
- 4th best performing stock on NYSE.



Early career experience with **Ames Department Stores**, **Atcor**, **Aramark**, **Nortel**, and **General Motors** and as a **Submarine Officer** in the US Navy.

EDUCATION AND DISTINCTION

MBA—Amos Tuck School, Dartmouth College • **AB**—College of the Holy Cross • **Fulbright Scholar**

Author—*Mutual Savings Banking at a Crossroads: Renaissance or Extinction*

Additional—Started charitable foundation and personally manage program at US Submarine Base, Groton, to provide sports-related experiences to returning submarine officers and crew.