



THE TORO  
COMPANY

# Investor Presentation

June 4, 2026  
Q2 Fiscal 2026





# Note on Forward-looking Statements and Non-GAAP Financial Measures

This presentation contains forward-looking statements, which are being made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. These forward-looking statements are based on management's current assumptions and expectations of future events and often can be identified by words such as "achieve," "believe," "boost," "continue," "drive," "estimate," "expect," "future," "goal," "growth," "guidance," "improve," "may," "opportunity," "predict," "remain," "should," "target" and "would," variations of such words or the negative thereof, and similar expressions or future dates. Forward-looking statements in this presentation include our financial guidance, expectations regarding demand trends, our ability to manage challenges related to tariffs, timing of operating cash flow generation, and AMP. Forward-looking statements involve risks and uncertainties that could cause actual events and results to differ materially from those projected or implied. Such risks and uncertainties include: adverse worldwide economic conditions; the effect of abnormal weather patterns; customer, government and municipal revenue, budget spending levels and cash conservation efforts; loss of any substantial customer; inventory adjustments or changes in purchasing patterns by customers; fluctuations in the cost and availability of commodities, components, parts, and accessories; disruption at or in proximity to our facilities or certain third parties; the effect of recent acquisitions; impacts of our AMP initiative and any future restructuring activities or productivity or cost savings initiatives; geopolitical factors and government policies and actions with respect to global trade, tariffs, U.S. trade policy and trade agreements; and other risks and uncertainties described in our most recent annual report on Form 10-K, subsequent quarterly reports on Form 10-Q or current reports on Form 8-K, and other filings with the Securities and Exchange Commission. The risks described are not exhaustive. Forward-looking statements speak only as of the date of this presentation. We make no commitment to revise or update any forward-looking statements in order to reflect events or circumstances occurring or existing after the date of this presentation. Actual results may differ materially from those expressed or implied in these forward-looking statements.

This presentation also contains non-GAAP financial measures and more information about our use of such non-GAAP financial measures, as well as a reconciliation of the most directly comparable historical U.S. GAAP financial measures to the corresponding historical non-GAAP financial measures, which can be found in our related financial filings in the section titled "Non-GAAP Financial Measures." Non-GAAP measures should be considered in addition to, not as a substitute for, GAAP results.

**All financial results contained within this presentation are based on most recent fiscal quarter and fiscal year-end figures.**

# Quarterly **Highlights:** Q2 F26

- ✓ Delivered second-quarter sales and earnings growth that beat expectations
- ✓ Strength was broad based across our Professional portfolio with Underground Construction, Golf, Landscape Contractor, and Tornado all outperforming
- ✓ Deliberate actions to drive efficiency delivered productivity improvements and meaningful cost reductions
- ✓ Returned \$228 million to shareholders via dividends and share repurchases during the quarter





# Raising Full-Year **Guidance**

(All on a year-over-year basis unless noted)

	Previous Guidance	Current Guidance
Net Sales Growth (%)	Up 3% to 6.5%	<b>Up 4% to 6.5%</b>
Professional Segment Net Sales Growth (%)	Up Mid-Single Digits	<b>Up 5% to 7%</b>
Residential Segment Net Sales Growth (%)	Flat to Down 3%	<b>Flat</b>
Adjusted Gross Margin* (%)	Higher	Higher
Adjusted Operating Earnings Margin* (%)	Higher	Higher
Professional Segment Earnings Margin (%)	18.5% to 19.5%	<b>19.0% to 19.5%</b>
Residential Segment Earnings Margin (%)	6.5% to 8.5%	<b>7.0% to 8.5%</b>
Adjusted Diluted EPS* (\$)	\$4.40 to \$4.60	<b>\$4.50 to \$4.62</b>
Capital Expenditures (\$)	\$90M to \$100M	\$90M to \$100M
Depreciation & Amortization (\$)	\$130M to \$140M	\$130M to \$140M
Interest Expense (\$)	~\$60M	~\$60M
Adjusted Effective Tax Rate* (%)	~21%	<b>~21.5%</b>
Free Cash Flow (FCF) Conversion* (%)	At least 120%	At least 120%
Share Repurchases	Similar to F25	<b>Higher than F25</b>

\*Non-GAAP Measures: refer to the Appendix of this presentation for additional information



# Q3 F26 **Guidance**

(All on a year-over-year basis unless noted)

Net Sales Growth (%)	<b>Up Mid-Single Digits</b>
Professional Segment Net Sales Growth (%)	<b>Up Mid-Single Digits</b>
Residential Segment Net Sales Growth (%)	<b>Up Low-Single Digits</b>
Adjusted Operating Earnings Margin* (%)	<b>Slightly Higher</b>
Professional Segment Earnings Margin (%)	<b>Slightly Lower</b>
Residential Segment Earnings Margin (%)	<b>Higher</b>
Adjusted Effective Tax Rate* (%)	<b>~21.5%</b>
Adjusted Diluted EPS* Growth (%)	<b>Up Mid-Single Digits</b>

\*Non-GAAP Measures: refer to the Appendix of this presentation for additional information

# Tariff Impact

## F26 Tariffs Mitigated Dollar for Dollar

### Competitive Advantages

- U.S. Based Manufacturer
- Primarily U.S. Supply Base
- USMCA Qualification
- Minimal China Exposure

### Mitigating Actions

- Manufacturing & Portfolio Optimization
- Strategic Sourcing Adjustments
- Price Increases

**Estimated F26 Gross Tariff Headwinds of  
~\$120 Million\***

**Anticipated Tariff Refunds of ~\$20M**

### Tariff Costs by Year (\$, millions)



\*Includes approximately \$25 million impact of pre-existing tariffs already in place prior to F25.



# The Toro Company

Built on Strong Relationships  
and Our Legacy of Excellence



# Overview

## Industries We Serve

**Golf, Sports Fields & Grounds:** Specialized/precision equipment, large-area turf maintenance, smart irrigation systems, lighting

**Landscape Contractors:** Turf maintenance, snow and ice management, irrigation, lighting, AI-powered software

**Homeowners:** Turf maintenance for homeowners with urban, suburban & large acreage properties, battery-powered equipment, snow removal, irrigation

**Underground Construction:** Infrastructure construction, trenchless rehab & replacement, locating & guiding

**Specialty Construction:** Versatile equipment for contractors, rental equipment, electric indoor construction

**Agriculture:** Micro irrigation systems, irrigation automation



### PURPOSE

To help our customers enrich the beauty, productivity and sustainability of the land.



### VISION

To be the most trusted leader in solutions for the outdoor environment. Every day. Everywhere.



### MISSION

To deliver superior innovation and to deliver superior customer care.



THE TORO  
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Quarterly  
Update

Overview

Portfolio

Demand  
Drivers

Segment  
Overview

Competitive  
Advantage

Financial  
Position

Appendix

# Innovative Solutions & Brand Portfolio

- Over 110 years of innovation and deep customer relationships in 125+ countries.
- Wide range of innovative solutions for professional and residential markets.
- Innovations in gas, battery, electric, hybrid, smart-connected, and autonomous solutions.



**Robust balance sheet**  
enables continued  
investments

## Brand Leadership #1 or #2 in Our Key Markets



# Investment Thesis

We have a **proven track record** of executing on targets and are well positioned to create meaningful stockholder value over the next five years.

- ✓ **Attractive end markets** and customer-driven innovation.
- ✓ **Deep expertise**, leading market share, and best-in-class distribution & service networks create high barriers to entry.
- ✓ **Steady replacement cycles** drive future organic growth.
- ✓ Consistent **financial performance** and cash flow generation.
- ✓ **Strategic investments** and disciplined capital allocation.
- ✓ **Expanded portfolio** and reach in fast-growing industries, providing significant runway for future growth.



# A Foundation of Consistent Financial Results

**+22.8%**  
AVERAGE  
ROIC<sup>\*,\*\*</sup>

**+7.8%**  
NET SALES  
CAGR<sup>\*</sup>

**+10.7%**  
ADJUSTED  
EPS CAGR<sup>\*,\*\*</sup>

# Results

## Our Enterprise Strategic Priorities



**ACCELERATING  
PROFITABLE  
GROWTH**



**DRIVING  
PRODUCTIVITY  
AND OPERATIONAL  
EXCELLENCE**



**EMPOWERING  
PEOPLE**

\*Calculation and statements refer to TTC results from F15 to F25; CAGR = Compound Annual Growth Rate

\*\*Non-GAAP Measures: refer to the Appendix of this presentation for additional information and reconciliation

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COMPANY**

Quarterly  
Update

**Overview**

Portfolio

Demand  
Drivers

Segment  
Overview

Competitive  
Advantage

Financial  
Position

Appendix

10

# F25 Financial Highlights

## Professional Strength

- Continued strength in the professional segment, driven by underground construction and golf
- Professional segment net sales of \$3,624M, up 1.9% from \$3,557M in F24
- Professional segment earnings margin of 19.4% up from 18.0% in F24

## Free Cash Flow

- Record \*free cash flow of \$578M, up from \$471M in F24
- \*Free cash flow conversion of 146%, up from 112%

## Capital Allocation

- Dividends per share increased 6% year-over-year
- Share repurchases of \$290M, up from \$246M in F24
- Total of \$441M returned to stockholders in F25

## Return on Invested Capital

- ROIC\* of 17.0%, up from 16.6% in F24



\* Non-GAAP Measures: refer to the Appendix of this presentation for additional information and reconciliation



# Productivity Initiative

## Annualized Savings Implemented

**\$105M**

Program-to-Date

**\$125M+**

\$100M  
Original  
Goal

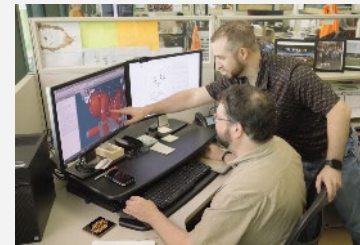
F26 Goal

} F26 Goal  
Increased

## Focus Areas for Transformation



Supply Base



Design-to-Value



Route-to-Market



Operational Efficiency

# Near-Term Performance Expectations

Annual Net Sales Growth (%)	<b>3% to 5%</b>
Adjusted Operating Earnings Margin (%)	<b>13% to 15%</b>
Annual Adjusted Diluted EPS Growth (%)	<b>8% to 10%</b>
Free Cash Flow (FCF) Conversion (%)	<b>Over 100%</b>



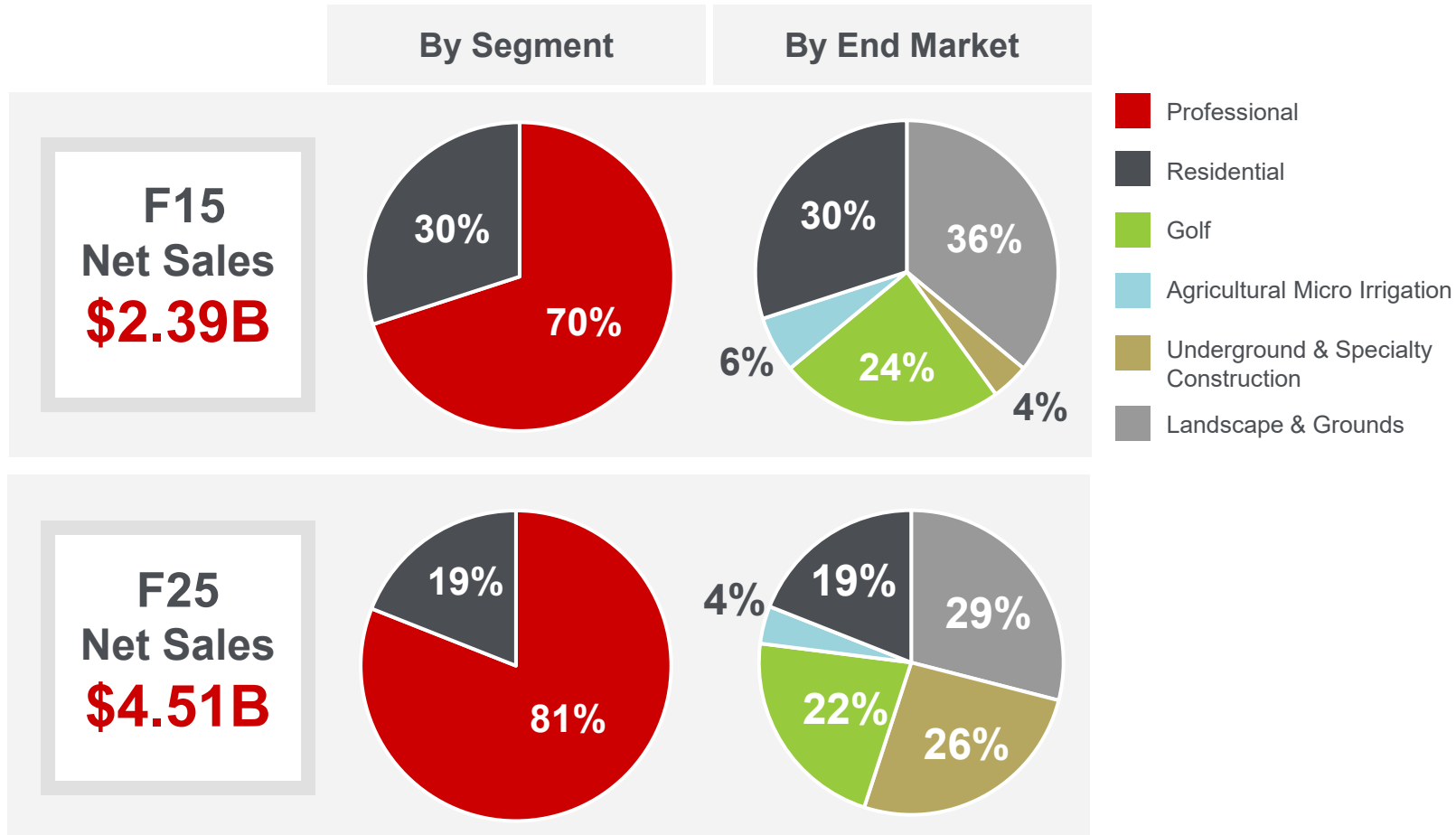
## External Considerations

- ✓ Weather Conditions
- ✓ Seasonality
- ✓ Consumer Confidence
- ✓ Interest Rates
- ✓ Macro Conditions
- ✓ Infrastructure Spend
- ✓ Housing Market

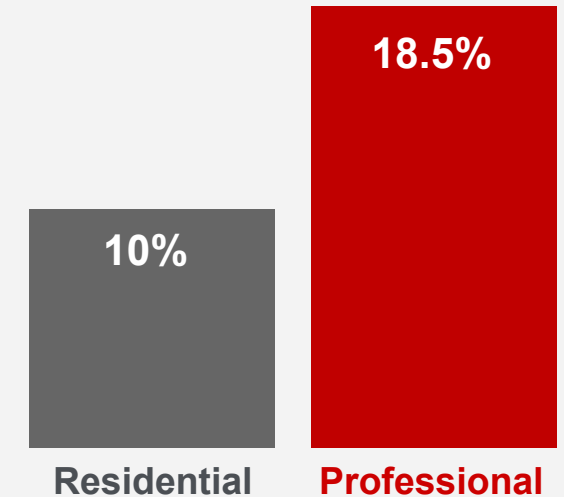
*Balanced portfolio reduces reliance on weather conditions.*

# Balanced & Complementary Portfolio

Balanced portfolio reduces reliance on weather conditions.



## Operating Margins & Professional Growth



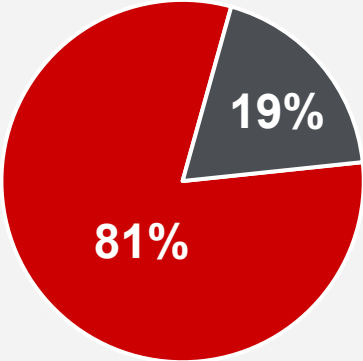
*Professional work runs nearly twice the operating margin of residential - a clear reason our focus remains on the professional market.*

Based on 10-year average F15 – F25

# Global Customer Base

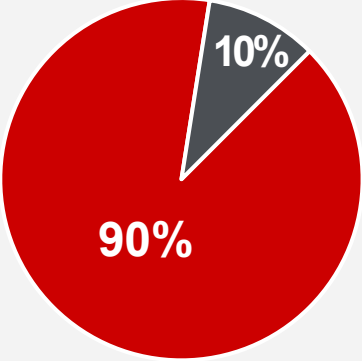
## F25 Net Sales

By Geographic Market



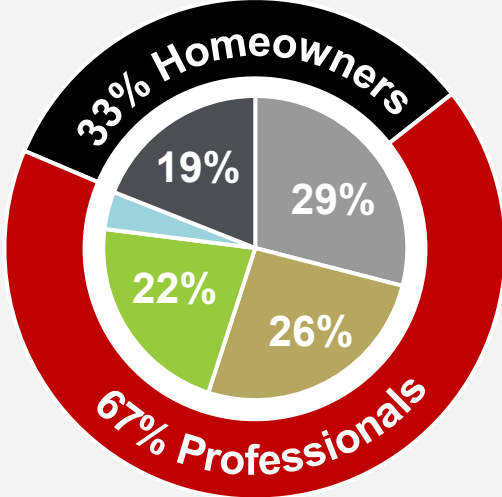
■ U.S. ■ Outside U.S.

By Product Type



■ Equipment ■ Irrigation

By Customer



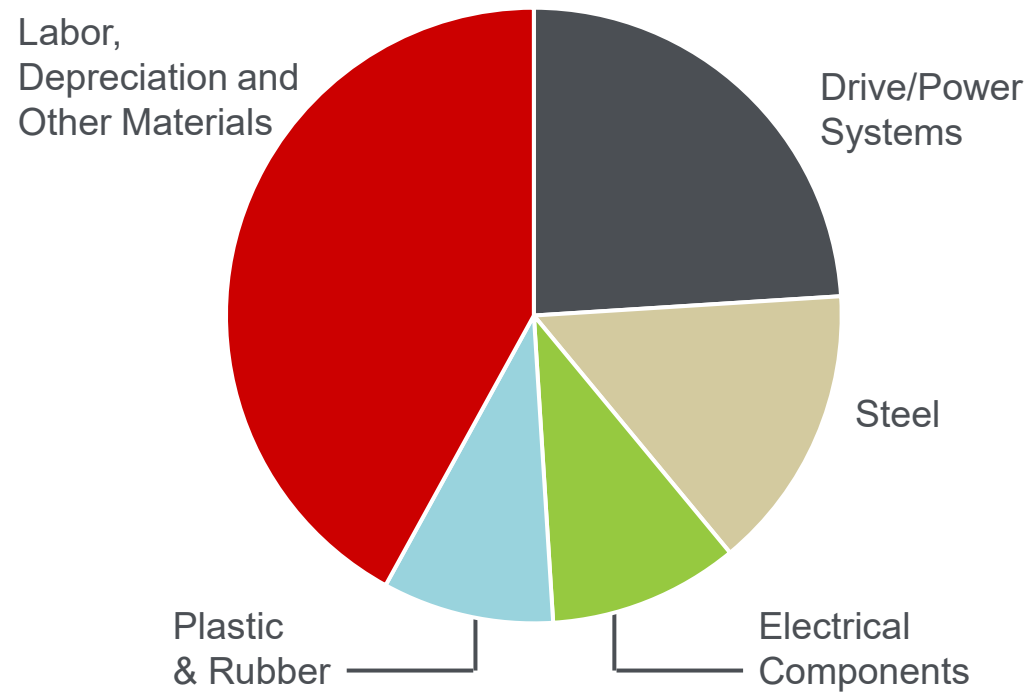
*Approximately half the landscape & grounds end market is sold to homeowners. Including the Residential segment, ~ 33% of our products are sold to homeowners.*

F25 Net Sales by End Market

- Residential
- Golf
- Agricultural Micro Irrigation
- Underground & Specialty Construction
- Landscape & Grounds

# Major Components of Cost of Sales

F25 Cost of Sales



## Sourcing Actions

- ✓ Enhanced supply chain transparency
- ✓ Diversifying sourcing strategies and supplier relationships
- ✓ Strengthening compliance and trade programs
- ✓ Enhancing site/plant flexibility
- ✓ Advancing vertical integration strategy and priorities
- ✓ Leveraging total plant network resources and capabilities
- ✓ Continuity plans

# Infrastructure Investments & Strategic Expansion

## Global Infrastructure Investment

Significant growth in **transportation, communication, broadband, electric grid, water quality, and data centers** driving multi-year opportunities.

Unprecedented government funding worldwide creating opportunity for robust long-term growth.

## Uniquely Positioned

We have the most comprehensive underground and specialty construction equipment and brand line up in the industry.

## Recent Strategic Acquisition

### Tornado Infrastructure Equipment

A leader in vacuum excavation trucks designed to safely excavate around critical infrastructure using a combination of high-pressure water or air, and a powerful vacuum system to minimize the risk of utility damage.

### Strategic Fit

- Complements specialized underground portfolio
- Expands market reach
- Positions us to capitalize on global infrastructure spending
- Trusted partnership since 2022

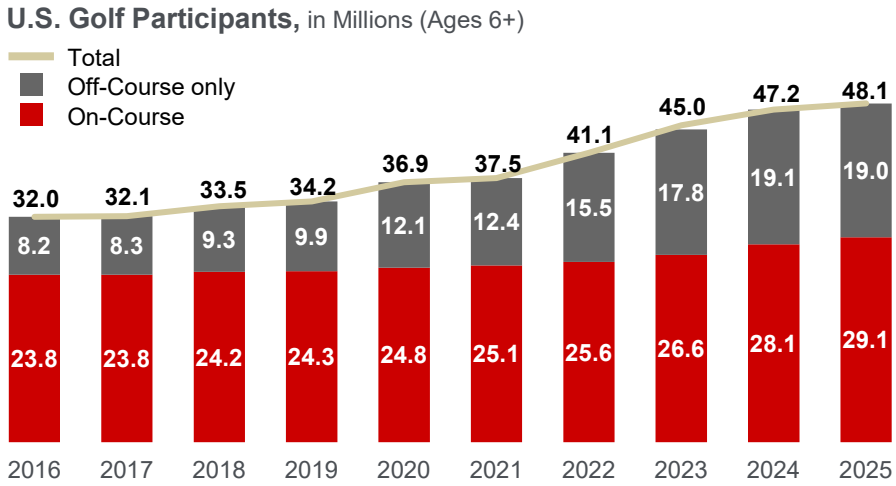


# Golf Global Market Momentum

Golf continues its **strong global rise**, with 2025 setting the record for the most U.S. rounds played in a single year. International momentum is equally impressive, marked by a 44% increase in on-course golfers outside North America since 2016.

## We Are Competitively Positioned to Win

- #1 global market share leader
- Multi-year irrigation projects secured through 2028 and beyond
- 100+ Years of deep relationships & industry-leading innovation



© National Golf Foundation 2026  
 Source(s): Physical Activity Council (PAC) activity survey and NGF's Participation and Engagement Survey (PES)  
 Off-course golf includes golf entertainment venues (Topgolf, Drive Shack, etc.), standalone driving ranges, and/or the thousands of businesses that now have simulators and screen golf setups.

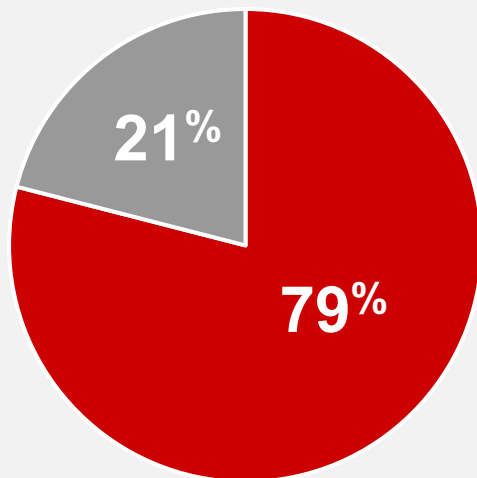
## U.S. Golf Participation At-a-Glance

- 549M Rounds Played**  
Up 1% over 2024
- 29.1M On-Course Participation**  
Up 4% over 2024
- 4.0M Youth Golfers**  
Up 9% over 2024
- 2.2M Private Club Members**  
Up 55% since 2019

© National Golf Foundation  
 Golf Industry 2025 - Key U.S. Statistics

## Professional Segment Overview

### 2025 Geographic Net Sales Profile



■ U.S. ■ Outside U.S.

### F15

**70%**

OF TOTAL COMPANY NET SALES

**\$1.64B**

NET SALES

**18.8%**

SEGMENT EARNINGS MARGIN

### F25

**81%**

OF TOTAL COMPANY NET SALES

**\$3.62B**

NET SALES

**19.4%**

SEGMENT EARNINGS MARGIN

# Continuous Pipeline of New Product Introductions

Investing in strategic technology to fuel customer-valued innovations

- ✓ Help customers increase productivity
- ✓ Address labor challenges
- ✓ Achieve sustainability goals

# Featured Innovations



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Quarterly  
Update

Overview

Portfolio

Demand  
Drivers

Segment  
Overview

Competitive  
Advantage

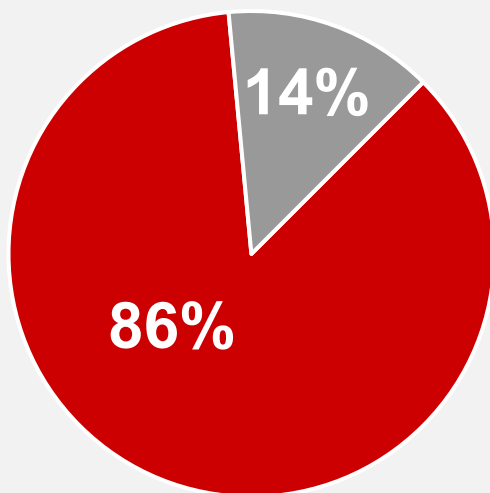
Financial  
Position

Appendix

# Residential Segment Overview

# Residential

## 2025 Geographic Net Sales Profile



■ U.S. ■ Outside U.S.

## F15

**30%**

OF TOTAL COMPANY NET SALES

**\$0.73B**

NET SALES

**11.7%**

SEGMENT EARNINGS MARGIN

## F25

**19%**

OF TOTAL COMPANY NET SALES

**\$0.86B**

NET SALES

**4.2%**

SEGMENT EARNINGS MARGIN

# Residential Segment Strengths



## Strong Brands

America's #1 Walk Mower  
and Snow Blower Brand

Powerful Brand Recognition

Market Share Leader



## Expansive Channel

8,000+ Mass Retailer  
Partnership Locations

4,000+ Independent  
Dealers Globally



## Innovative Solutions

Battery Power

Professional Features

Robotics



THE TORO  
COMPANY

Quarterly  
Update

Overview

Portfolio

Demand  
Drivers

Segment  
Overview

Competitive  
Advantage

Financial  
Position

Appendix

# Residential Products

Well-Positioned for Future Growth With a Full Suite of Offerings for Homeowners

- ✓ Designed for Urban, Suburban and Large Acreage Homeowners
- ✓ Zero Emission Solutions: 75+ Tools for Homeowners
- ✓ Fully Interchangeable Flex Force Battery System
- ✓ Zero Turn Mowers with Pro DNA
- ✓ Extensive Quality OEM Parts



# Synergies Across Professional & Residential Segments

*Regular equipment replacement cycles drive predictable sales*

- Typical turf equipment cycle is ~3 to 5 years for contractors
- Typical lease duration for golf equipment is ~3 to 4 years
- Typical residential equipment replacement is ~7 to 10 years



## Customer First

Extensive distribution and support channels solve customer problems and address unmet needs.



## Research & Development

Cross-segment innovation drives sales, profitability & brand reputation



## Complementary Product Categories

Driving market share gains, supply chain & operational efficiency and margin expansion



## Brand Recognition and Loyalty

Builds trust across segments, drives regular replacement cycles and creates consistent demand for parts.



*Demand drivers across Professional and Residential segments coupled with leveraged R&D investments enables a long runway of profitable growth and attractive margins*

# Innovation Across the Portfolio

We don't just make products,  
**we solve problems**

All of our solutions are engineered, field tested and refined to ensure the highest standards of performance, reliability and safety



2021 autonomous technology accelerating acquisitions



## Alternative Power & Electrification

- Zero exhaust emissions
- Quiet operation
- Easier maintenance
- Addressing regulations



## Smart Connected Products

- Driving productivity
- Loyal relationships
- Data/Customer insights
- Subscription services



## Autonomous Solutions

- Addressing labor shortages
- Improving consistency



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COMPANY

Quarterly  
Update

Overview

Portfolio

Demand  
Drivers

Segment  
Overview

**Competitive  
Advantage**

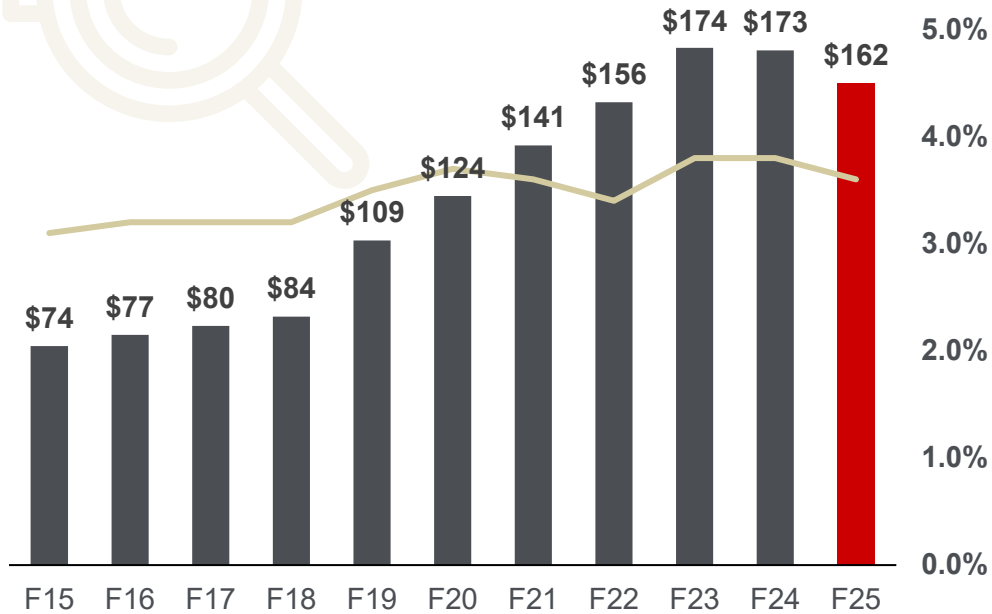
Financial  
Position

Appendix

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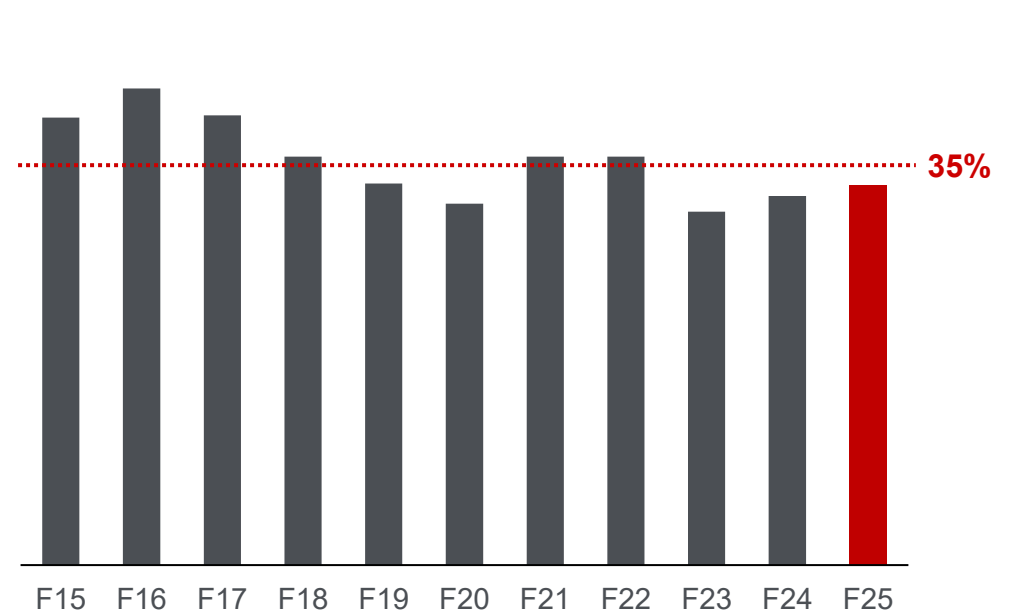
# Leadership Through Innovation

R&D Investment and % of Net Sales\*



**Organic growth driven by prioritized R&D spend**

Vitality Index\*\*



**Resonating with customers as evidenced by strong Vitality Index\*\***

\*Bars reflect R&D expense in USD millions; Line reflects R&D expense as a percentage of net sales

\*\*Percentage of net sales from new products introduced over the prior three years

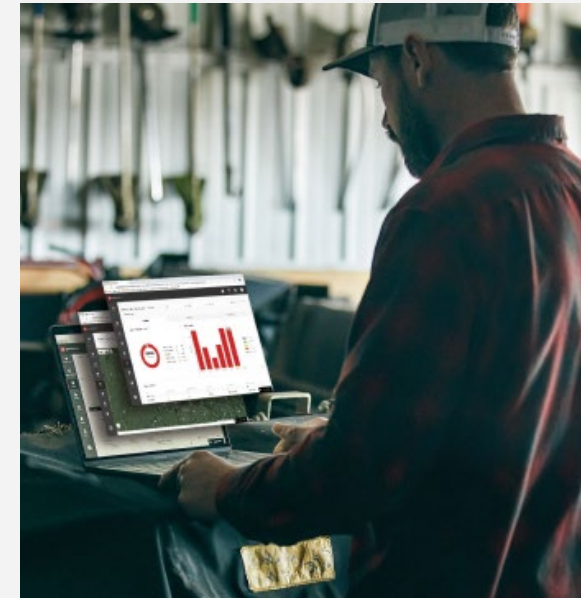
# AI-Driven Productivity & Innovation

Our internal AI and large language models automate manual work, help predict outcomes, and boost productivity.

- ✔ Product development & testing
- ✔ Quality improvement & warranty automation
- ✔ Customer research, analysis & insights
- ✔ Trend identification
- ✔ Accelerating team productivity & decision making
- ✔ Employee productivity & efficiency



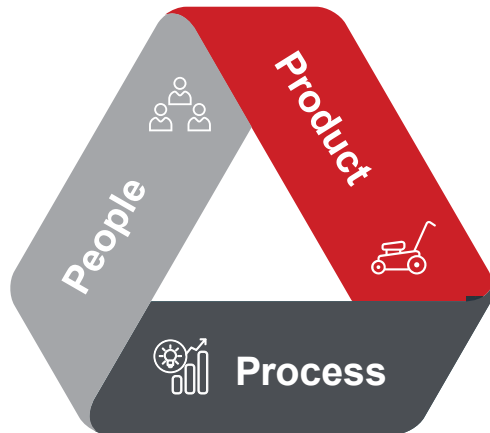
TTC's AI **TerrAIn** strategy responsibly integrates AI into our process.



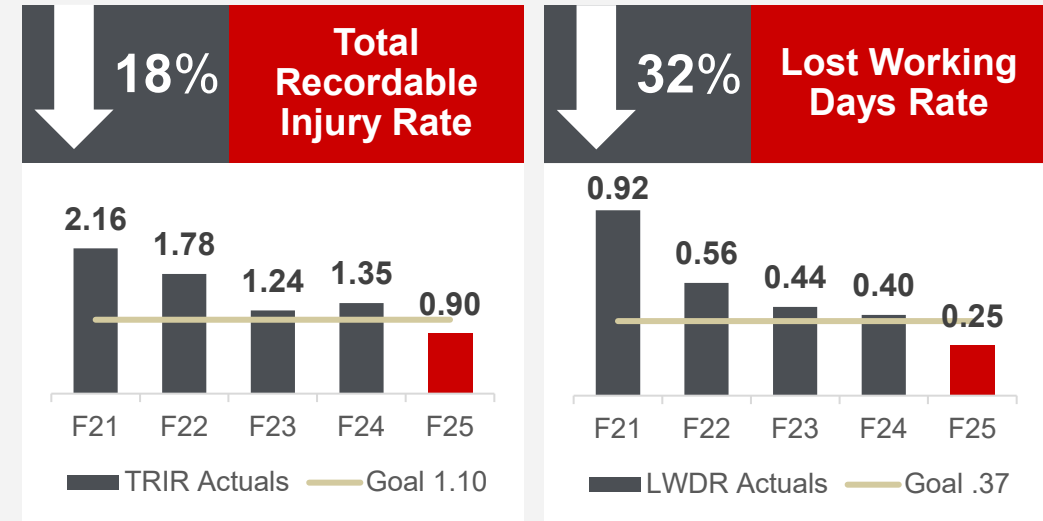
# Sustainability Initiatives

## Focus Areas

Product	People	Process
<ul style="list-style-type: none"> <li>• Design &amp; innovation</li> <li>• Raw material extraction</li> <li>• Manufacturing</li> <li>• Distribution</li> <li>• Product use</li> <li>• End of life</li> </ul>	<ul style="list-style-type: none"> <li>• Safety</li> <li>• Health &amp; wellness</li> <li>• Acquisition &amp; retention</li> <li>• Inclusion and belonging</li> <li>• Giving and community</li> </ul>	<ul style="list-style-type: none"> <li>• Energy &amp; emissions</li> <li>• Water</li> <li>• Supply chain</li> <li>• Waste</li> <li>• Sustainable buildings</li> </ul>

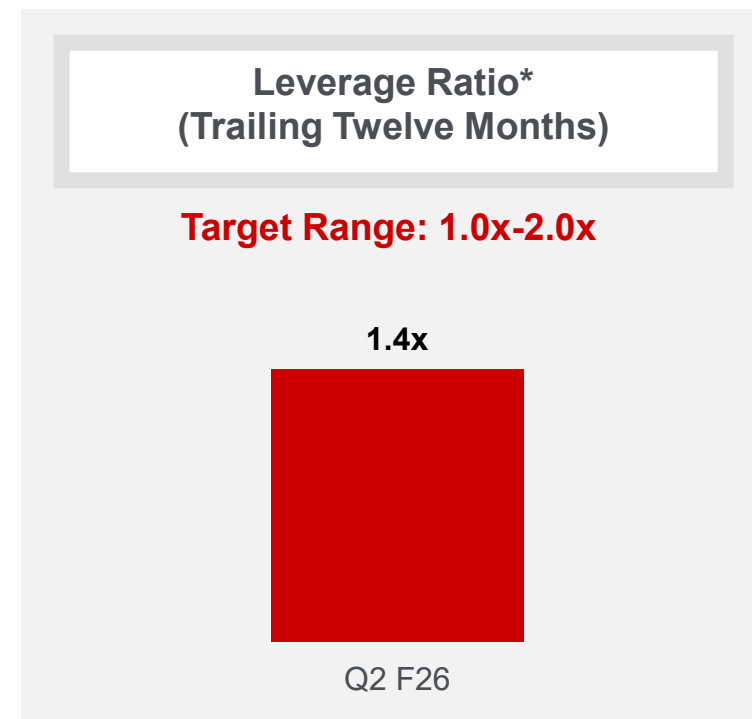
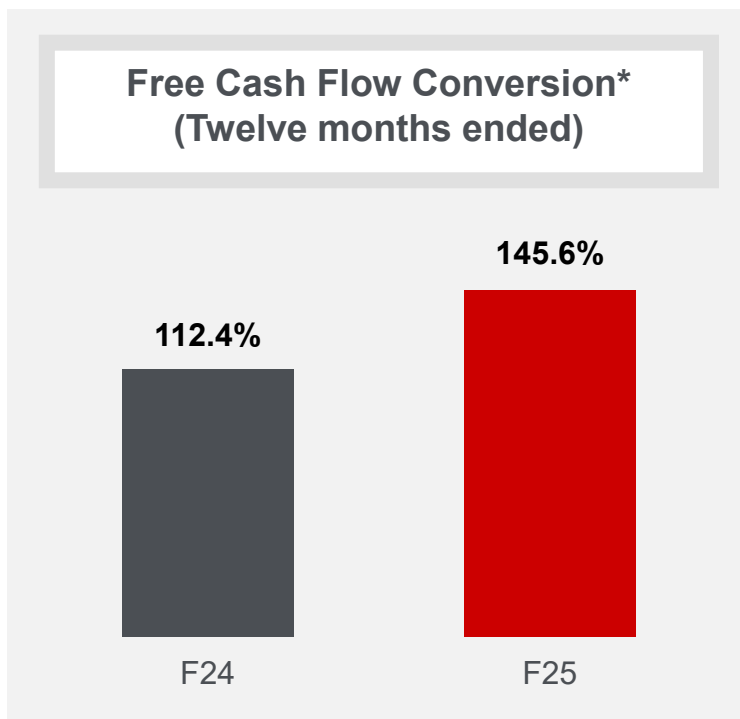
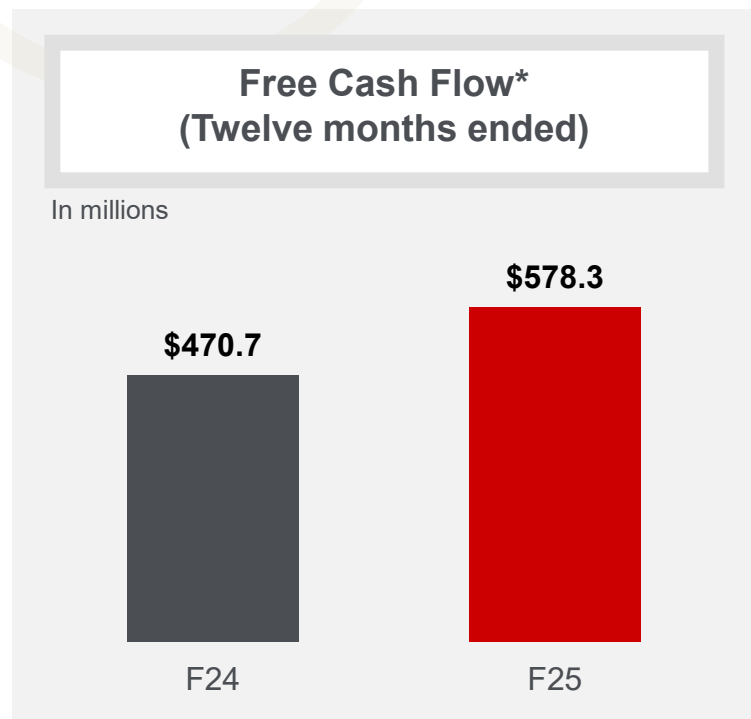


Reduced Total Recordable Injury Rate by over 50%  
Surpassing our F25 Sustainability People Goal



# Strong Balance Sheet and Resilient Free Cash Flow

Cash flow generation continues to be a source of strength, with free cash flow reaching a record high in F25. Free cash flow conversion on track for third consecutive year above 110% in F26.



# Capital Allocation Strategy

Balanced approach to capital allocation has resulted in strategic investments driving significant growth and the return of more than \$1.3B to stockholders from F21 to F25.

## Consistent Priorities



Capital expenditures supporting investments in new innovations and new technology that drive organic growth



Strategic approach to acquisitions with disciplined process and proven track record



Established dividend with increases commensurate with earnings growth



Share repurchases to return value to stockholders and offset dilution over time

## F26 YTD Actions

Invested \$28.0M to fund new product investments, advanced manufacturing technologies, and capacity for growth within existing manufacturing footprint

Acquired Tornado in the attractive soft excavation space

Returned \$75.8M to stockholders via regular dividends, representing a per share payout increase of 3% year-over-year

Returned \$285.1M to stockholders via share repurchases

# Notable Acquisitions

F97



Market share leader in the landscape contractor industry

F19



Ditch Witch established The Toro Company as "The Underground Authority"

F26



Growing hydrovac industry complements Ditch Witch underground construction portfolio

F14



A leading brand in professional contractor snow and ice management

F20



Versatile machines and attachments that offer maximum performance in complex landscapes



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# Appendix

June 4, 2026  
Q2 Fiscal 2026



# Our Portfolio of Brands



# Manufacturing Locations



*Although the Toro Company has a global footprint, over 90% of our manufacturing hours are attributable to North America operations.*



# Accounts Receivable & Floor Plan Financing

- ✔ TTC's accounts receivable balance consists of sales to mass channel partners, irrigation customers, and many of our international dealers and distributors
- ✔ Majority of US independent dealers and distributors take advantage of inventory floor plan financing programs to fund their purchases, as is customary in our industry
- ✔ Red Iron offers financing for the majority of our domestic dealers and distributors of lawn care, snow and ice management, and golf and grounds solutions, as well as Toro-branded specialty construction products
- ✔ Third-party institutions also provide financing for a small portion of US dealers and distributors, some international channel partners, and the majority of our Ditch Witch underground construction distribution partners
- ✔ TTC's 45% non-controlling ownership stake in the Red Iron JV allows us to recoup a portion of our floor planning costs, and in accordance with GAAP the JV income is reported within "other income" in our income statement

# Historical Net Sales

(\$ millions)	F15	F16	F17	F18	F19	F20	F21	F22	F23	F24	F25
Net Sales	\$2,390.9	\$2,392.2	\$2,505.2	\$2,618.7	\$3,138.1	\$3,378.8	\$3,959.6	\$4,514.7	\$4,553.2	\$4,583.8	\$4,510.4





# Non-GAAP Financial Measures

This presentation contains certain non-GAAP financial measures, which are not calculated or presented in accordance with U.S. GAAP, as information supplemental and in addition to the most directly comparable financial measures calculated and presented in accordance with U.S. GAAP. The non-GAAP financial measures included within this presentation, as applicable, consist of operating earnings, earnings before income taxes, the effective tax rate, and net earnings per diluted share, each as adjusted, as well as free cash flow, free cash flow conversion percentage, return on average invested capital, and leverage ratio.

Management believes that the presentation of these non-GAAP measures provides useful information to investors and that these measures may assist investors in evaluating our core operational performance and liquidity.

This Appendix includes a reconciliation of the historical non-GAAP financial measures used in the presentation to the most directly historical comparable GAAP financial measures.

Reconciliations of forward-looking non-GAAP guidance to projected U.S. GAAP guidance is not provided because it would require an unreasonable effort to do so.

Non-GAAP financial measures have limitations as analytical tools, and should not be considered in isolation, or as a substitute for, our financial measures prepared in accordance with U.S. GAAP.

Investors should note that any non-GAAP financial measure we use may not be the same non-GAAP financial measure, and may not be calculated in the same manner, as that of other companies.



# Adjusted Operating Earnings

(\$ millions)	F15	F16	F17	F18	F19	F20	F21	F22	F23	F24	F25
Operating Earnings	\$299.1	\$333.4	\$355.1	\$373.1	\$325.0	\$426.4	\$518.3	\$575.7	\$430.7	\$533.3	\$409.9
Acquisition-related costs	-	-	-	-	\$62.4	\$6.2	-	\$4.0	\$0.4	-	-
Management actions/ productivity initiative (AMP)	-	-	-	-	\$16.3	\$0.8	-	-	-	\$27.2	\$48.1
Other*	-	-	-	-	-	-	(\$11.3)	-	\$156.3	-	\$81.1
<b>Adjusted Operating Earnings</b>	<b>\$299.1</b>	<b>\$333.4</b>	<b>\$355.1</b>	<b>\$373.1</b>	<b>\$403.7</b>	<b>\$433.4</b>	<b>\$507.0</b>	<b>\$579.7</b>	<b>\$587.4</b>	<b>\$560.5</b>	<b>\$539.1</b>

\* Includes: Litigation settlement in F21; Restructuring Charges in F23; Non-cash impairment charges in F23 and F25



# Adjusted Effective Tax Rate

	F15	F16	F17	F18	F19	F20	F21	F22	F23	F24	F25
<b>Effective Tax Rate</b>	<b>30.7%</b>	<b>30.1%</b>	<b>24.2%</b>	<b>27.0%</b>	<b>14.9%</b>	<b>19.0%</b>	<b>18.0%</b>	<b>19.8%</b>	<b>17.7%</b>	<b>18.3%</b>	<b>16.3%</b>
Acquisition-related costs	-	-	-	-	(0.3%)	-	-	-	-	-	-
Management actions/ productivity initiative (AMP)	-	-	-	-	0.1%	-	-	-	-	(0.2%)	-
Tax impact of stock-based compensation	-	-	5.6%	3.9%	4.3%	1.9%	1.6%	0.4%	1.2%	0.7%	0.1%
Other*	-	-	-	(8.8%)	0.3%	-	-	-	1.5%	-	1.4%
<b>Adjusted Effective Tax Rate</b>	<b>30.7%</b>	<b>30.1%</b>	<b>29.8%</b>	<b>22.1%</b>	<b>19.3%</b>	<b>20.9%</b>	<b>19.6%</b>	<b>20.2%</b>	<b>20.4%</b>	<b>18.8%</b>	<b>17.8%</b>

\* Includes: Impacts of U.S. Tax reform in F18 and F19; Non-cash impairment charges in F23 and F25



# Adjusted EPS

	F15	F16	F17	F18	F19	F20	F21	F22	F23	F24	F25
<b>GAAP EPS</b>	\$1.78	\$2.06	\$2.41	\$2.50	\$2.53	\$3.03	\$3.78	\$4.20	\$3.13	\$4.01	\$3.17
Acquisition-related costs	-	-	-	-	\$0.47	\$0.05	-	\$0.03	-	-	-
Management actions/ productivity initiative (AMP)	-	-	-	-	\$0.13	\$0.01	-	-	\$0.04	\$0.19	\$0.42
Tax impact of stock-based compensation	-	-	(\$0.18)	(\$0.13)	(\$0.12)	(\$0.07)	(\$0.08)	(\$0.03)	(\$0.05)	(\$0.03)	-
Other*	-	-	-	\$0.30	(\$0.01)	-	(\$0.08)	-	\$1.09	-	\$0.61
<b>Adjusted EPS</b>	\$1.78	\$2.06	\$2.23	\$2.67	\$3.00	\$3.02	\$3.62	\$4.20	\$4.21	\$4.17	\$4.20

Adjusted for stock splits

\* Includes: Impacts of U.S. Tax reform in F18 and F19; Litigation settlement in F21; Non-cash impairment charges in F23 and F25



**THE TORO  
COMPANY**

Quarterly  
Update

Overview

Portfolio

Demand  
Drivers

Segment  
Overview

Competitive  
Advantage

Financial  
Position

**Appendix**

**40**

# Free Cash Flow Generation

(\$ millions)	F15	F16	F17	F18	F19	F20	F21	F22	F23	F24	F25
Operating Cash Flow	\$249.6	\$384.3	\$360.7	\$364.8	\$337.4	\$539.4	\$555.5	\$297.2	\$306.8	\$569.9	\$662.0
Capital Expenditures <sup>1</sup>	(\$56.4)	(\$50.7)	(\$58.3)	(\$90.1)	(\$92.9)	(\$78.1)	(\$104.0)	(\$143.5)	(\$142.4)	(\$99.2)	(\$83.7)
<b>FCF</b>	<b>\$193.2</b>	<b>\$333.6</b>	<b>\$302.5</b>	<b>\$274.7</b>	<b>\$244.5</b>	<b>\$461.3</b>	<b>\$451.5</b>	<b>\$153.7</b>	<b>\$164.4</b>	<b>\$470.7</b>	<b>\$578.3</b>
Net Earnings <sup>1</sup>	\$201.6	\$231.0	\$267.7	\$271.9	\$274.0	\$329.7	\$409.9	\$443.3	\$329.7	\$418.9	\$397.2
<b>FCF Conversion*</b>	<b>96%</b>	<b>144%</b>	<b>113%</b>	<b>101%</b>	<b>89%</b>	<b>140%</b>	<b>110%</b>	<b>35%</b>	<b>50%</b>	<b>112%</b>	<b>146%</b>

\* - FCF Conversion = Free Cash Flow/Net Earnings

<sup>1</sup> - Refer to SEC 10-K filing from each respective year for further detail about the figure used in this calculation



# Return on Average Invested Capital (%)\*

(\$ millions)	F15	F16	F17	F18	F19	F20	F21	F22	F23	F24	F25
Adj. Op. Earnings* (1-Adj. Tax Rate)	\$207.2	\$233.7	\$249.3	\$290.6	\$325.8	\$343.3	\$407.6	\$462.6	\$467.5	\$455.0	\$443.1
Average Quarterly Capital Utilized	\$852.7	\$910.1	\$935.4	\$944.0	\$1,437.0	\$1,910.3	\$1,962.6	\$2,367.5	\$2,653.8	\$2,748.2	\$2,607.0
<b>ROIC</b>	<b>24.3%</b>	<b>25.7%</b>	<b>26.7%</b>	<b>30.8%</b>	<b>22.7%</b>	<b>18.0%</b>	<b>20.8%</b>	<b>19.5%</b>	<b>17.6%</b>	<b>16.6%</b>	<b>17.0%</b>

$$\frac{\text{Adjusted Operating Earnings}^*(1-\text{Adjusted Effective Tax Rate})}{\text{Avg. Quarterly Capital Utilized}} = \text{ROIC}$$

# Leverage Ratio – Trailing Twelve Months

(\$ millions)	Q3 F25	Q4 F25	Q1 F26	Q2 F26	Trailing Twelve Months
Gross Debt	\$1,032.2	\$921.5	\$1,071.7	\$1,016.8	\$1,016.8
Earnings Before Income Taxes	\$57.8	\$85.0	\$86.9	\$183.4	\$413.1
Acquisition-Related Costs	-	-	\$2.2	\$3.5	\$5.7
Productivity Initiative	\$9.2	\$20.3	\$3.4	\$11.5	\$44.4
Non-Cash Impairment Charge	\$81.1	-	-	-	\$81.1
<b>Adjusted Earnings Before Income Taxes</b>	<b>\$148.1</b>	<b>\$105.3</b>	<b>\$92.5</b>	<b>\$198.4</b>	<b>\$544.3</b>
Interest Expense	\$15.1	\$13.2	\$14.2	\$14.8	\$57.3
Depreciation and Amortization	\$32.2	\$47.1	\$33.2	\$36.8	\$149.3
<b>Adjusted EBITDA</b>	<b>\$195.4</b>	<b>\$165.6</b>	<b>\$139.9</b>	<b>\$250.0</b>	<b>\$750.9</b>
<b>Leverage Ratio</b>					<b>1.4x</b>