

THE TORO COMPANY

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Chairman & Chief Executive Officer

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SAFE HARBOR

- This presentation contains forward-looking statements regarding our business and future financial and operating results 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. Actual events and results may differ from those predicted.
- Please refer to the cautionary statement and risk factors in our most recent annual report on Form 10-K, subsequent quarterly reports on Form 10-Q, and other filings with the Securities and Exchange Commission.
- 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, can be found in our related financial filings in the section titled "Non-GAAP Financial Measures".

OUR PURPOSE

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

OUR VISION

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

OUR MISSION

To deliver superior innovation and to deliver superior customer care.



OUR GUIDING PRINCIPLES

The Toro Company's success is founded on a long history of caring relationships based on trust and integrity. These relationships are the foundation on which we build market leadership with the best in innovative products and solutions to make outdoor environments beautiful, productive, and sustainable. We are entrusted to strengthen this legacy of excellence.

Help Our Customers

Most Trusted

Superior Innovation & Superior Customer Care

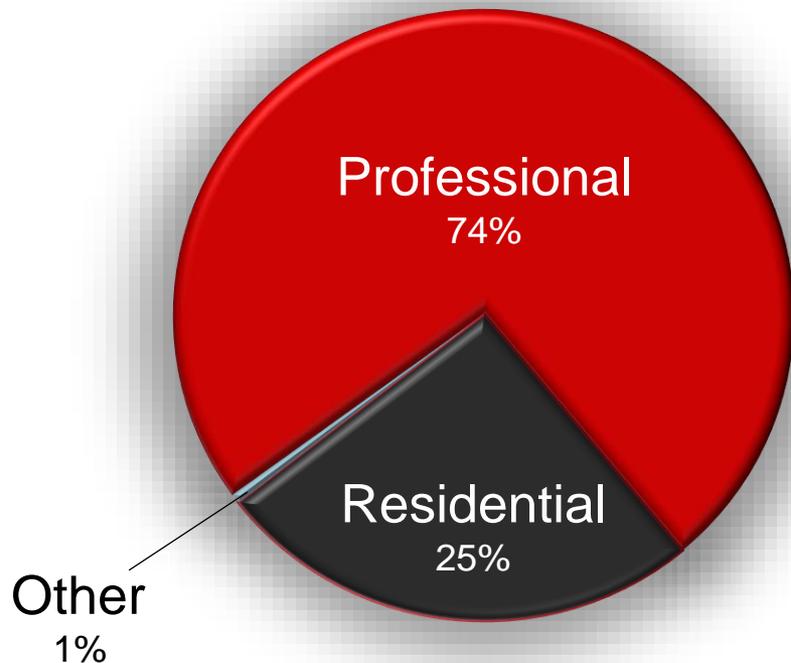
Caring Relationships



DIVERSE PORTFOLIO & CHANNEL

F21 NET SALES = \$3.96 BILLION

Segments



Professional Channel

- Exclusive Channels for Golf and Underground
- Extensive dealer network for sales, service & support

Residential Channel

- Extensive dealer network for sales, service and support
- Home Depot
- Tractor Supply
- Bunnings
- Ace Hardware

Professional

F21 Net Sales: \$2.93 billion
F21 Segment Earnings: 17.3%

Residential

F21 Net Sales: \$1.01 billion
F21 Segment Earnings: 12.0%

KEY PERFORMANCE METRICS

5-year Net Sales CAGR – 10.6%

- Professional Segment – 11.4%
- Residential Segment – 8.6%

F21 Adjusted Operating Margin – 12.8%

- Professional Segment – 17.2%
- Residential Segment – 12.1%

5-year Adjusted EPS CAGR – 11.9%

F21 ROIC – 20.8%



PROFESSIONAL SEGMENT - UNDERGROUND & SPECIALTY CONSTRUCTION



- Strong brands & innovative product portfolio
- Global network of dealers & rental partners
- Long-standing customer relationships
- Growth opportunities – infrastructure, 5G



PROFESSIONAL SEGMENT – LANDSCAPE & GROUNDS TURF EQUIPMENT (1 OF 2)



- Market leader with broad customer & geographic reach
- Rapidly growing market
- Product innovation, durability/quality, service/distribution network



PROFESSIONAL SEGMENT – LANDSCAPE & GROUNDS - SNOW & ICE MANAGEMENT (2 OF 2)



- Comprehensive offerings + customer care network serve contractor needs year-round
- Heavy use drives replacement & parts

LYNX® CENTRAL CONTROL SYSTEM

Irrigation Central Control

[Learn More](#)

All your irrigation information at your fingertips. Anytime. Anywhere.



PROFESSIONAL SEGMENT - GOLF

- Market leader
- Innovation & superior customer care
- Best in class exclusive distribution

RESIDENTIAL SEGMENT

Full suite of
innovative
products for all
seasons

- Powerful brands
- Leadership in innovation, quality & durability
- Strong channel
- Strength in OPE and incremental handheld offerings provide momentum in transition to battery



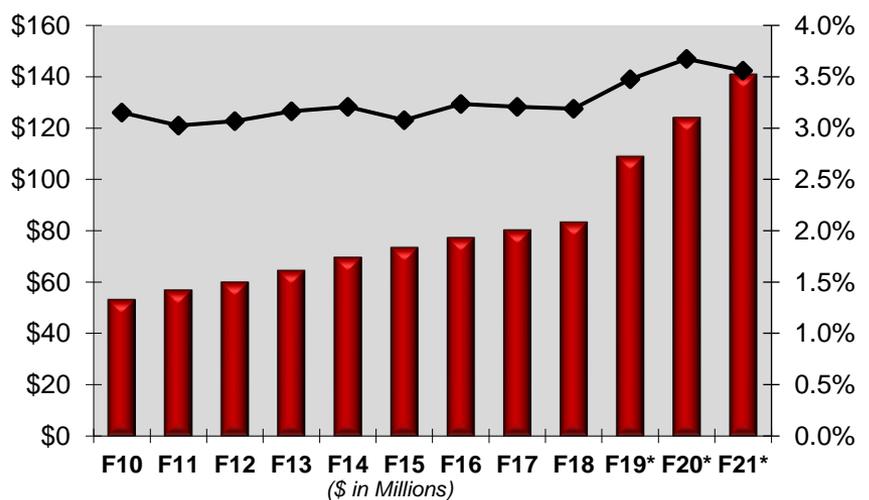


GeoLink Concept



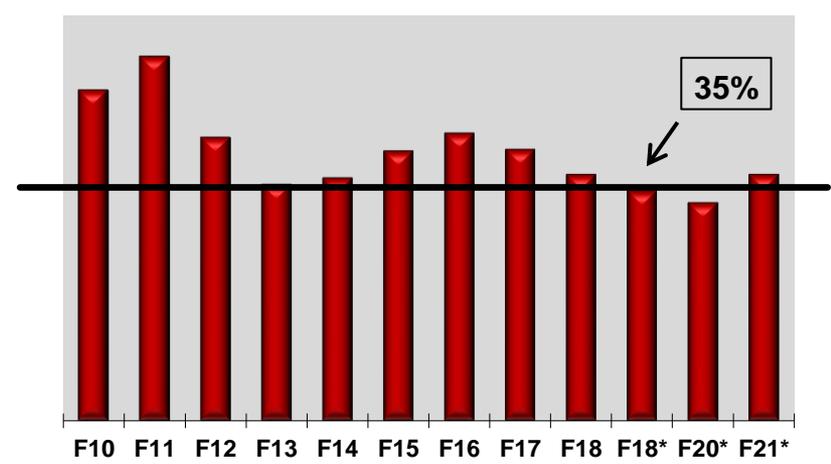
LEVERAGING TECHNOLOGY OVER BROAD PORTFOLIO

R&E Investment and % of Net Sales



*Includes Charles Machine Works for F'19+ and Venture Products for F'20+

Vitality Index**



*Includes Charles Machine Works for F'19+ and Venture Products for F'20+
 **Percent of Sales from New Products Introduced Over the Prior Three Years

PROFESSIONAL LANDSCAPE BATTERY

BUILT BY TORO. POWERED BY REVOLUTION.



GRANDSTAND® REVOLUTION

The all-electric, all-powerful stand-on that's changing the game.



Z MASTER® REVOLUTION

Zero turn. Zero hassles. Zero engine exhaust emissions.



HD 21 REVOLUTION (60V)

Our all electric, commercial grade, grass



HORIZON360
CONTRACTOR BUSINESS SOFTWARE

JOIN THE REVOLUTION

