



# Financial Tear Sheet

## Corporate Profile

### Who We Are:

Winnebago Industries, Inc., headquartered in Forest City, Iowa, is a leading United States (U.S.) manufacturer of recreation vehicles (RVs), which are used primarily in leisure travel and outdoor recreation activities. The Company builds quality motor homes, travel trailers and fifth wheel products. The Company markets its recreation vehicles on a wholesale basis to a diversified dealer organization located throughout the U.S., and Canada. As of August 2016, the motorhome and towable dealer organization in the U.S. and Canada included approximately 295 and 161 dealer locations respectively. Other products manufactured by the Company consist primarily of original equipment manufacturing (OEM) parts and other component products for other manufacturers and commercial vehicles. Winnebago is an American icon – synonymous with motorhomes. Winnebago has been recognized by Statistical Surveys, Inc., as the top-selling motorhome brand every year since 1974.

Winnebago Industries was incorporated under the laws of the state of Iowa on February 12, 1958, and adopted its present name on February 28, 1961.

### Outlook

We have seen steady improvement in the RV market and we believe in the positive long-term trends for our industry. The RV lifestyle continues to remain popular with consumers and our prime target age audience continues to grow as more and more baby boomers enter retirement age. Winnebago management successfully managed the Company through the recession and has a healthy balance sheet and no debt.

As a leader in RV manufacturing technology, we have a continued commitment to be in the forefront of new product development. We have introduced exciting new products that are gaining market share in the North American market and will continue to strive for excellence as an RV industry leader.

## Stock Performance

### WGO (Common Stock)

|                    |                  |
|--------------------|------------------|
| Exchange           | NYSE (US Dollar) |
| Price              | <b>\$36.40</b>   |
| Change (%)         | ▲ 0.40 (1.11%)   |
| Volume             | 463,073          |
| 52 Week Low        | \$22.11          |
| Market Cap         | \$1,137,155,436  |
| Rolling EPS        | 2.00             |
| PE Ratio           | 18.0017          |
| Shares Outstanding | 31,587,651       |

Data as of 07/26/17 4:02 p.m. ET



## Recent Headlines & Events

06/21/17

Winnebago Industries Announces Third Quarter Fiscal 2017 Results

06/07/17

Winnebago Industries' Third Quarter Fiscal 2017 Financial Results Announcement to Be Made on June 21, 2017

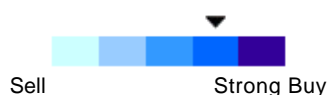
05/24/17

Winnebago Industries Board of Directors Approve Quarterly Cash Dividend of \$0.10 Per Share

There are currently no events scheduled.

## Analyst Estimates / Ratings

Mean Recommendation: 1.8



### EPS Trend

|     |        | Current | 30 Days Ago | 90 Days Ago |
|-----|--------|---------|-------------|-------------|
| QTR | Aug 17 | 0.70    | 0.70        | 0.70        |
| QTR | Nov 17 | 0.44    | 0.41        | 0.41        |
| QTR | Feb 18 | 0.54    | 0.55        | 0.52        |
| QTR | May 18 | 0.89    | 0.89        | 0.88        |
| FY  | Aug 17 | 2.23    | 2.22        | 2.21        |
| FY  | Aug 18 | 2.72    | 2.70        | 2.73        |

## SEC Filings

| Filing Date | Form |
|-------------|------|
| 07/05/17    | 4    |
| 07/05/17    | 4    |
| 07/05/17    | 4    |
| 06/28/17    | 4    |

## Primary IR Contact

Winnebago Industries Investor Relations  
Winnebago Industries, Inc.

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## Corporate Governance

|                    |   |
|--------------------|---|
| Michael J. Happe   | President and Chief Executive Officer                             |
| Ashis Bhattacharya | Vice President, Strategic Planning and Development                |
| Donald J. Clark    | President, Grand Design RV; Vice President, Winnebago Industries  |
| S. Scott Degnan    | Vice President, General Manager, Towables Business                |
| Scott C. Folkers   | Vice President, General Counsel and Secretary                     |
| Brian Hazelton     | Vice President & General Manager – Motorhome Business             |
| Bryan Hughes       | Vice President, Chief Financial Officer                           |
| Jeff Kubacki       | Vice President, Information Technology, Chief Information Officer |
| Chris West         | Vice President of Operations                                      |
| Bret A. Woodson    | Vice President, Administration                                    |

## Ownership Summary

### Shareholders

|             | Holders | Value (\$MM) | % O/S | Shares     |
|-------------|---------|--------------|-------|------------|
| Institution | 276     | 772.48       | 83.4  | 26,346,668 |
| Mutual Fund | 291     | 466.61       | 48.4  | 15,274,826 |
| Insider *   | 22      | 31.94        | 3.7   | 1,154,030  |

\*Insider values reflect direct beneficial ownership.

### Top Holders

|   | Shares Held | % O/S | Share Change | Filing Date |
|---|-------------|-------|--------------|-------------|
| BlackRock Institutional Trust Company, N.A. | 3,003,801   | 9.5   | 92,714       | 03/31/17    |
| Royce & Associates, LP                      | 2,317,037   | 7.3   | 36,761       | 03/31/17    |
| Dimensional Fund Advisors, L.P.             | 1,688,517   | 5.4   | 108,635      | 03/31/17    |
| Cooke & Bieler, L.P.                        | 1,518,362   | 4.8   | 278,637      | 03/31/17    |
| The Vanguard Group, Inc.                    | 1,469,787   | 4.7   | 133,676      | 03/31/17    |
| Invesco Advisers, Inc.                      | 1,164,740   | 3.7   | 21,138       | 03/31/17    |
| Kennedy Capital Management, Inc.            | 1,078,892   | 3.4   | 95,177       | 03/31/17    |
| State Street Global Advisors (US)           | 638,509     | 2.0   | 32,448       | 03/31/17    |
| Tontine Asset Management, LLC               | 582,522     | 1.8   | 107,198      | 03/31/17    |
| Investment Counselors of Maryland, LLC      | 571,310     | 1.8   | 0            | 03/31/17    |

Data provided by Nasdaq. Minimum 15 minutes delayed.