



# 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>\$39.40</b>
Change (%)	▲ 0.15 (0.38%)
Volume	403,607
52 Week Low	\$22.11
Market Cap	\$1,239,815,302
Rolling EPS	2.00
PE Ratio	19.6269
Shares Outstanding	31,587,651

Data as of 09/20/17 4:02 p.m. ET



## Recent Headlines & Events

09/18/17

Winnebago Launches New Products at Open House in Elkhart

09/13/17

Winnebago Industries to Present at CL King's 15th Annual Best Ideas Conference 2017

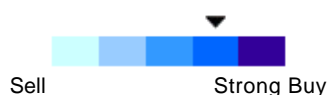
06/21/17

Winnebago Industries Announces Third Quarter Fiscal 2017 Results

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	0.69
QTR	Nov 17	0.44	0.44	0.44
QTR	Feb 18	0.54	0.54	0.54
QTR	May 18	0.89	0.89	0.89
FY	Aug 17	2.23	2.23	2.18
FY	Aug 18	2.73	2.72	2.72

## SEC Filings

Filing Date	Form
09/01/17	4
09/01/17	4
09/01/17	4
09/01/17	4

## Primary IR Contact

Winnebago Industries Investor Relations  
Winnebago Industries, Inc.

**Phone:** 641-585-3535

**Fax:** 641-585-6966

**E-mail:** ir@winnebagoind.com

## 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	288	1,002.39	91.3	28,845,303
Mutual Fund	305	546.59	50.2	15,853,720
Insider *	22	32.01	3.7	1,153,339

\*Insider values reflect direct beneficial ownership.

### Top Holders

	Shares Held	% O/S	Share Change	Filing Date
BlackRock Institutional Trust Company, N.A.	3,208,788	10.2	204,987	06/30/17
Royce & Associates, LP	2,088,982	6.6	-228,055	06/30/17
Dimensional Fund Advisors, L.P.	1,846,289	5.8	157,772	06/30/17
The Vanguard Group, Inc.	1,567,654	5.0	97,867	06/30/17
Cooke & Bieler, L.P.	1,554,738	4.9	36,376	06/30/17
Kennedy Capital Management, Inc.	1,180,893	3.7	102,001	06/30/17
Invesco Advisers, Inc.	1,164,425	3.7	-315	06/30/17
State Street Global Advisors (US)	706,997	2.2	68,488	06/30/17
Goldman Sachs Asset Management (US)	668,854	2.1	230,571	06/30/17
Walthausen & Co., LLC	597,839	1.9	229,451	06/30/17

Data provided by Nasdaq. Minimum 15 minutes delayed.