

BID SUBMITTAL FORM



SUBMIT BID/PROPOSAL TO:

Cobb County Purchasing Department
122 Waddell Street NE
Marietta, GA 30060

BID/PROJECT NUMBER: 22-6640

Request for Proposal

**Tractors, Mowers, and Other Equipment, Parts, and Services
Cobb County Purchasing Department**

**DELIVERY DEADLINE: MARCH 10, 2022 BEFORE 12:00 (NOON) EST
(NO BIDS/PROPOSALS WILL BE ACCEPTED AFTER THIS DEADLINE).**

Bid Opening Date: March 10, 2022 @ 2:00 P.M. in the Cobb County Purchasing Department, 122 Waddell Street NE, Marietta, Georgia, 30060.

BUSINESS NAME AND ADDRESS INFORMATION:

Company name: Exmark Manufacturing Company, Inc

Contact name: Katrina Wells

Company address: 415 Industrial Row Beatrice, NE 68310

E-mail address: ExmarkCorporateAccounts@exmark.com

Phone number: 402-223-6300 Fax number: 402-223-5489

NAME AND OFFICIAL TITLE OF OFFICER GUARANTEEING THIS QUOTATION:

Katrina Wells Regional Sales Manager
(PLEASE PRINT/TYPE) NAME TITLE

SIGNATURE OF OFFICER ABOVE: *Katrina N Wells* March 8, 2022
(SIGNATURE)

TELEPHONE: 717-719-2704 FAX: 402-223-5489

BIDDER WILL INDICATE TIME PAYMENT DISCOUNT: _____

Bids received after the date and time indicated will not be considered. Cobb County reserves the right to reject any and all bids, to waive informalities, to reject portions of the bid, to waive technicalities and to award contracts in a manner consistent with the county and the laws governing the state of Georgia.

The enclosed (or attached) bid is in response to Bid Number **22-6640**; is a firm offer, **as defined by section O.C.G.A. (s) 11-2-205 of the code of Georgia (Georgia laws 1962 pages 156-178)**, by the undersigned bidder. This offer shall remain open for acceptance for a period of 90 calendar days from the bid opening date, as set forth in this invitation to bid unless otherwise specified in the bid documents.



A RESPONSE TO COBB COUNTY, GA

Bid #22-6640 Tractors, Mowers, and Other Equipment,
Parts, and Services

Cobb County, GA – Purchasing Department
122 Waddel St NE
Marietta, GA 30060



Provided by: Exmark Manufacturing, Inc.
March 8, 2022



415 Industrial Row
Beatrice, NE 68310
402.223.6300
exmark.com

Cobb County & OMNIA Partners:

Exmark Manufacturing was incorporated in May 1982 as an independent manufacturer of professional turf care equipment. The company began its manufacturing operation with seven employees in a garage building just south of Beatrice, Nebraska. In 1983, the company relocated to its present location at Gage County Industrial Park in Beatrice. At that time, Exmark focused on developing and manufacturing a line of mid-size walk-behind mowers and turf rakes.

In 1987, due to the rapidly growing turf care equipment market, the product line was expanded to include commercial riding mowers. **In 1995, Exmark unveiled the Lazer Z zero-turn rider**, which revolutionized the industry and provided tremendous growth. After two years of exceptional sales and market share expansion, **The Toro Company, purchased Exmark Manufacturing**. Today, Exmark sells products in the US through a network of distributors and dealers.

For forty years, Exmark has been synonymous with the world's **most advanced, durable, comfortable, and lowest maintenance mowers and turf care equipment**. These are just a few of the reasons why top **landscape professionals purchase Exmark 2-to-1 over the next best-selling brand**. Professionals and maintenance crews rely on Exmark for unmatched results, increased uptime, and ease of service from our network of dealers.

At Exmark, our focus is on **designing and manufacturing cutting-edge mowing and turf care products**. We are passionate about our customers and equipment, and we focus that passion on learning and adapting to what our customers need, both now and in the future. Their satisfaction and success is paramount, and their feedback helps us refine our innovations so that we can continue to produce the industry's most productive, innovative, and reliable products.

As the industry landscape continues to change, we're focused on continuous improvement of our products. In addition, we're developing **new mowers and turf care equipment that make operators more productive, reduce downtime, and require less maintenance**. We're built for the future, too. With battery-powered and autonomous technology becoming accessible to the turf industry, we're utilizing these technologies to engineer products of the future that meet the demands of our users and those who enjoy a world maintained by Exmark turf care equipment.

We're passionate about what we do and believe we can add value as you bring the industry's best brands to your public agencies. Please find enclosed our proposal to partner with Cobb County, GA & OMNIA Partners.

Sincerely,

A handwritten signature in black ink that reads "Katrina Wells".

Katrina Wells
Regional Sales Manager

A handwritten signature in black ink that reads "Daryn Walters".

Daryn Walters
VP, Exmark & Intimidator Group



Executive Summary:

The following proposal submission exhibits a wide range of **product options and parts & service capabilities to support the mower and turf care portion of the Cobb County, GA and OMNIA Partners** request. Exmark’s product offerings and nationwide servicing dealer network are trusted by commercial contractors, municipalities, K-12 and universities, as well as non-profit entities.

Enclosed, Exmark has provided proof of **relevant contract experience at a state and national level**. Our success with these programs originates from our distributor and dealer network. An emphasis on training and sales growth at a local level, equips our dealers with the tools they need to gain business and support customers through service after the sale.

Additionally, we’ve included product **pricing at our highest discount level, 27.5% off list price** in an effort to be competitive while providing high quality products that increase productivity and reduce the overall machine cost of ownership.

Exmark is committed to adding value to our user’s lives through the day-to-day operation of our equipment. **We believe the breadth of product we offer through our servicing dealers will meet your needs while providing the field support needed to ensure performance and user satisfaction.**

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415 Industrial Row
Beatrice, NE 68310
402.223.6300
exmark.com

Company Profile:

Exmark Manufacturing Inc.
415 Industrial Row
Beatrice, NE 68310
Phone: 420.223.6300
Fax: 420.223.5489
Email: exmarkcorporateaccounts@exmark.com
Website: www.exmark.com

Federal ID: 47-0646782

Established: May 1982

Company Size: Exmark Manufacturing employs over 450 employees in Beatrice, NE and is part of The Toro Company house of brands. The Toro Company employs 10,000 associates worldwide throughout their manufacturing, distribution, and sales outlets.

Business Structure: Exmark Manufacturing is an incorporated business that operates as a division of The Toro Company. Exmark products are sold and serviced through our authorized distributor and dealer network.

Background Questions:

1. Has the company ever failed to complete work for which a contract was issued? **No**
2. Are there any civil or criminal actions pending against the firm or any key personnel related in any way to contracting? If yes, explain in detail. Are there any current unresolved disputes/allegations? **No**
3. Has the firm ever been disqualified from working for any public entity? If yes, explain the circumstances. **No**
4. If a Supplier requires additional agreements to be signed by a Participating Public Agency, include a copy of the proposed agreement(s) as part of Supplier's proposal. **No additional agreements required.**



Experience:

Exmark considers this information confidential to our customers; therefore, we prefer not to disclose these details. However, general information has been detailed below.

Scope of Contract Services:

Exmark offers several contract pricing programs nationally and at state levels. We offer a full line of Exmark products for mowing and turf care. Line includes walk-behinds, zero-turn riders, stand-on mowers, aerators, stand-on spreader/sprayers, rotary broom, slice seeder, as well as select accessories. Some equipment features include: rear discharge, electronic fuel injection (EFI), RED On-Board Intelligence, and Oil Guard Systems.

Contract Value:

Through public agency purchase programs, Exmark has achieved the following annual sales. Fiscal year – November 1 through October 31.

Year	Sales Volume
2017	\$23,347,000.00
2018	\$28,472,000.00
2019	\$28,892,000.00
2020	\$25,001,000.00
2021	\$34,004,000.00

Contract Personnel:

Proposal & Agreement Implementation:

Katrina Wells
Regional Sales Manager
katrina.wells@exmark.com
717.719.2704

Marketing & Advertising Support:

Julie Hensel
Associate Marketing Manager
julie.hensel@exmark.com
402.223.6326

Reporting & Processing:

Kristi Dorn
Marketing Analytics Manager
kristi.dorn@exmark.com
402.223.6373



Product Information:

See supplemental catalogs featuring current product line-up for Exmark and Z Turf Equipment (our individually-branded line of turf management equipment, included under the umbrella of Exmark Manufacturing).

- [Current Catalog Link – Exmark](#)
- [Current Catalog Link – Z Turf Equipment](#)

Service Capability:

Products are manufactured in Exmark facilities in Beatrice, NE and are shipped to our regional distributors. Product is then supplied to dealers for inventory or direct sales. Parts are maintained in our Plymouth, WI warehouse and are distributed through regional distributors and dealers.

Throughout the United States, Exmark is represented by 1,543 selling and servicing mowing equipment dealers and 1,426 selling and servicing turf management equipment outlets. Authorized servicing dealers are required to attend regular service schools and complete online courses to maintain their status and warranty eligibility.

Exmark mowing and turf equipment dealers by state:

AK	2
AL	43
AR	43
AZ	18
CA	144
CO	12
CT	35
DE	6
FL	129
GA	79
HI	9
IA	33
ID	14
IL	86
IN	65
KS	21
KY	53

LA	72
MA	39
MD	27
ME	14
MI	58
MN	42
MO	48
MS	70
MT	1
NC	68
ND	7
NE	23
NH	16
NJ	38
NM	5
NV	8
NY	68

OH	78
OK	22
OR	27
PA	88
RI	6
SC	33
SD	7
TN	71
TX	175
UT	11
VA	37
VT	9
WA	25
WI	31
WV	7
WY	4

Ordering Methods:

Contract ordering takes place via a local Exmark dealer. They have online, virtual, or in-store ordering methods with updates and tracking as needed. Products may be searched through Exmark.com or dealer websites. Order history is maintained at the dealer level with retail history available through Exmark.



Product Information Continued:

Payment Terms & Methods:

Dealers accept purchase orders and credit cards as methods of payment for products and services. Most dealers accept credit card payments over the phone or online. All ordering and payment processing is completed through the public agency's local selling and servicing dealer.

Other Products/Offerings:

Exmark prefers to furnish new product as part of the contract programs. Used and trade-in equipment is not offered at a contract discount as availability varies by dealer. Local dealers opt to offer used/trade-in options as part of the new product purchase.

Financing & Leasing:

Exmark dealers support lease purchase options through Western Equipment Finance. Lease factors vary based on purchase volume and are available in 24, 36, 48, 60, 71 month terms. See attached for further detail on current program offerings.

Additional Services:

Distributors and dealers also offer the following services:

- Product set-up and basic operational training
- Installation of any Exmark accessories purchased with a machine
- Product safety training
- Preventative maintenance training
- Product demonstrations prior to purchase
- Hydro Drive Life Extension Program for Lazer Z and Radius X-Series
 - *Extended hydro drive system warranty coverage after regular hydraulic service intervals met.*
- OEM parts purchasing online or in-store

Pricing:

See price list attachment for current produce list prices and proposed discount pricing.

Exmark wholegoods including mowers and turf management equipment 27.5% off current list price.

Accessories including UltraVac baggers, completing or drive kits, and turf management accessories to receive a discount of 15% off current list price.

Pricing will remain fixed unless market conditions change resulting in cost and subsequent price increases. At that time, requested price updates will be submitted for review and approval based on market conditions and manufacturer published notification of price increases.



Dealers may utilize their published delivery and service fees within quotes for purchase or service after the sale. Additional charges may be assessed for sales to Alaska & Hawaii.

Top 10 Items Purchased by Public Agencies:

Rank	Model	Description	Proposed Price (27.5% off List)	Percentage of Annual Contract Volume
1	LZX801GKA606A1	Lazer Z X-Series 25.5 HP Kaw FX801V w/60" UltraCut Series 6 Deck, Susp Seat & Wide Semi-Pneum	\$12,392.43	10%
2	LZS88CDYM96RW0	Lazer Z Diesel 37 HP Yanmar 3TNV88C Diesel w/96" UltraCut RD Deck, Susp Seat & 15" Semi-Pneum	\$40,961.05	10%
3	LZE801CKA604A1	Lazer Z E-Series 25.5 HP Kaw FX801V w/60" UltraCut Deck Series 4 Deck, Susp Seat & Wide Semi-Pneum	\$10,139.13	9%
4	LZX921GKA726A1	Lazer Z X-Series 31 HP Kaw FX921V w/72" UltraCut Series 6 Deck, Susp Seat & Wide Semi-Pneum	\$14,243.35	4%
5	LZX980EKC726W0	Lazer Z X-Series 38 HP Koh EFI EGov ECV980 w/72" UltraCut Series 6 Deck, RED, Susp Seat & Wide Semi-Pneum	\$15,370.00	5%
6	LZS749AKC604A1	Lazer Z S-Series 26.5 HP Koh EFI ECV749 w/60" UltraCut Series 4 Deck, Susp Seat & Wide Semi-Pneum	\$11,909.58	3%
7	LZE742GKC604A3	Lazer Z E-Series 25 HP* Koh CV742 w/60" UltraCut Series 4 Deck, Susp Seat & Wide Pneum	\$9,817.23	3%
8	LZX921GKA606A1	Lazer Z X-Series 31 HP Kaw FX921V w/60" UltraCut Series 6 Deck, Susp Seat & Wide Semi-Pneum	\$13,921.45	3%
9	LZS80TDYM724W0	Lazer Z Diesel 25 HP Yanmar 3TNV80FT Diesel w/72" UltraCut Series 4 Deck, Susp Seat & 15" Semi-Pneum	\$21,325.15	2%
10	LZE751CKA524A2	Lazer Z E-Series 24.5 HP Kaw FX751V w/52" UltraCut Series 4 Deck, Susp Seat & Narrow Semi-Pneum	\$9,978.18	2%

Additional Discounts: N/A

Financial Statements:

Please review our attached 2021 Annual Report ([link](#)). Exmark Manufacturing is a division of The Toro Company. Division financials are incorporated into The Toro Company Annual Report.

Exmark Manufacturing/The Toro Company do not have a history of bankruptcy petitions filed in its name.



OMNIA National Contract Supplier Response:

Company Overview:

- A. History & Description of Supplier – please see cover letter and executive summary
- B. Sales Team Profile
 - a. 6 Regional Sales Managers
 - b. 3 Inside Sales Representatives
 - c. 74 Territory Managers
- C. Support Centers
 - a. Corporate Office located in Beatrice, Nebraska
 - b. 5 Regional Distributors located in Winter Park, Florida; McDonough, Georgia; Richmond, Michigan; Brandon, Mississippi; and Marietta, Pennsylvania
 - c. 1 Direct Distributor territory serviced through Beatrice, Nebraska
 - d. Over 1,500 Selling & Servicing Dealers in 50 States with trained sales and service team members
- D. Annual Sales
 - a. See attached Annual Report for The Toro Company. Exmark Manufacturing is a division of The Toro Company and does not report individual financials.
Links: [2021](#) [2020](#) [2019](#)
- E. Green & Environmental Initiatives
 - a. Sustainability Approach – See attached 2019 report. [Link](#)
- F. Diversity Programs/Partners
 - a. Exmark’s channel is comprised of independently-owned distributors and dealers nationwide. These small businesses are owned and operated by women, veterans, and several minorities.
- G. Certifications – N/A
- H. Subcontractors – N/A
- I. Differentiation from Competition
 - a. Exmark Manufacturing is the leading brand of mowing and turf care equipment among landscape professionals. Set apart through decades of product innovation, machine durability, breadth of product, and one of the strongest dealer and distributor networks in the industry.
 - i. Our most popular models, Lazer Z, have no in-season grease points and reduced maintenance requirements leading to increased up-time and performance.
 - ii. MyExmark.com customer portal provides model information, specifications, maintenance schedules, and warranty details making it easy for an operator or crew to manage equipment.
 - b. As a division of The Toro Company, Exmark maintains financial backing for engineering new products, manufacturing and production enhancements, and distributor and dealer development.



- c. With decades of experience as a preferred supplier, new product development, and investments in manufacturing, Exmark is well-positioned for continued growth in the commercial landscape, homeowner, and public agency segments.
 - d. Our two-step distribution model provides another layer of end user support through regional distribution centers, service technicians, and sales & marketing teams eager to win new business and foster relationships with existing customers.
- J. Litigation/bankruptcy/reorganization – N/A
- K. Felony Conviction Notice – Exmark Manufacturing is a division of The Toro Company (publicly held) and this reporting requirement is not applicable.
- L. Debarment/suspension – N/A

Distribution & Logistics:

A. Products & Services Provided

- a. Walk-Behind Mowers
 - i. 21" & 30" Commercial Walk-Powered Mowers
 - ii. 36", 48", 52", 60" Turf Tracer Hydro Drive Mowers
- b. Stand-On Mowers
 - i. 32" & 36" Staris E-Series
 - ii. 48", 52", 60" Vertex S-Series
- c. Zero-Turn Riding Mowers
 - i. 42" & 48" Navigator – Dedicated Bagging Mower
 - ii. 48", 52", 60" Radius S-Series
 - iii. 60" Radius X-Series
 - iv. 48", 52", 60", 72" Lazer Z E-Series, S-Series, and X-Series
 - v. 60", 72", 96", & 144" Lazer Z Diesel
- d. Turf Management – Z Turf Equipment
 - i. 5 Stand-On Spreader/Sprayers with capacities from 20-60 gallons, and 120-220 pounds.
 - ii. 24", 30", 40" Stand-On Aerators
 - iii. Slicer Seeder
 - iv. Rotary Broom
- e. Accessories including UltraVac bagging systems and completing kits, ROPs for Navigator, Stand-On attachment for Turf Tracer, attachments for aerators.
- f. Services performed by dealer/distributor including: product demonstrations, product set-up, operator safety training, warranty.
- g. Additional services available based on dealer's published rates: delivery, preventative maintenance, other non-warranty services.



B. Distribution of Products Nationwide

- a. Exmark partners with selling and servicing dealers nationwide. Dealers will be the primary contact for public agencies looking to utilize OMNIA program. Products and services are available in all 50 states.

C. Master Agreement Pricing

- a. Exmark requires distributors and dealers to follow a national program for pricing and purchase programs. All distributors and dealers offer Exmark-sponsored programs, including contracts.
- b. Distributor partners promote contract pricing to all dealers and require participation at a local level.
- c. Exmark and distributors audit dealer/local pricing on contracts through the dealer claim submission process. Systems are in place to verify pricing and invoice details prior to the dealer receiving approval for their claim. Reports are provided as requested from contract partners to ensure that all sales meet the master agreement.

D. Processing, Handling, & Shipping

- a. Exmark, its distributors, and authorized dealers will be the only companies involved in processing, handling, or shipping products to end users.
- b. Exmark products are built and stored for distribution to our regional distribution network. Products are inventoried regionally and provided to dealers for inventory and retail. Shipments from the factory can arrive to a dealership within 7-30 days after which they're set-up for retail.

E. Distribution Facilities & Retail Network

- a. There are 6 distribution territories in the United States along with a direct territory supported by Exmark. Distributors maintain parts and wholegood inventory to support retail in their market area. In the direct territory, Exmark supports distribution through our warehouse in Ankeny, IA and parts through Plymouth, WI. Our distribution partners have facilities ranging from 60,000 to 220,000 square feet with sales, service, and parts support.
 - i. Winter Park, Florida (Roberts Supply)
 - ii. McDonough, Georgia (Power Equipment Distributors)
 - iii. Richmond, Michigan (Power Equipment Distributors)
 - iv. Brandon, Mississippi; Houston, Texas; & Dallas, Texas (RW Distributing)
 - v. Marietta, Pennsylvania (Lawn Equipment Parts Company)
 - vi. Beatrice, Nebraska (direct territory)
- b. Over 1,500 dealers serve as our retail outlets throughout the country.



Marketing & Sales Plan

Once awarded the master agreement, our sales and marketing teams would work to communicate internally, within the channel, and to public agencies. These efforts would include:

A. Endorsement & Training

Exmark endorsement and sponsorship of the award as our new public sector go-to-market strategy.

- a. Distributor partners would be notified of this endorsement by Exmark General Manager, Daryn Walters, immediately through a dealer & distributor operations bulletin.
- b. Email communications and updates to our business manuals would be completed at a corporate level along with distributor level updates for each region.
- c. Dealer announcements including pricing and Master Agreement details will be executed nationally and reinforced regionally through distributors.
- d. All OMNIA-related content and pricing will be reviewed for accuracy throughout the channel to ensure the Master Agreement is communicated effectively and adhered to.

Internally, our Director of Sales, Contract Processing team, Regional Sales Managers, Inside Sales Representatives, and Territory Managers would complete all training and education available through OMNIA Partners.

- e. Next, our distributor Sales Managers, Inside Sales Representatives, Territory Managers, and Marketing Associates would be provided training and educational resources on OMNIA Partners and the Exmark Master Agreement.
- f. Our dealer network would be trained on OMNIA Partners and the Exmark Master Agreement through a series of email communications, webinars, and on-demand virtual training through Exmark University (our sales training platform).
- g. Opportunities for field training and sales calls in conjunction with OMNIA Partners would be identified at a regional level to provide additional visibility of the partnership.

B. Master Agreement Marketing Strategy

In addition to educating and training our nationwide sales and marketing teams, it's critical that we build resources and provide sales enablement tools to our teams to obtain the business from public agencies.

- a. Corporate Marketing Resources
 - i. Creation & distribution of a co-branded press release.
 - ii. Announcement & Master Agreement details published on dealer and distributor portal and public website within 60 days.
 - iii. Design and distribution of OMNIA Partners Price List/Catalog.



b. Sales Enablement & Resources

- i. Partnership with OMNIA Partners to complete all training and identification of high volume public agency dealers/markets.
- ii. Attendance and participation with OMNIA Partner national, regional, and supplier-specific trade shows, conferences, or meetings.
- iii. Ongoing marketing and promotion of Master Agreement through sales training events, dealer events, public agency leads, collateral, and promotions.
- iv. Dedicated OMNIA Partners webpage with detailed information for dealers and distributors including RFP, Master Agreement, eligible products, pricing, marketing materials, member list, membership details, training materials, and a dedicated corporate contact team for any questions.

C. Endorsement & Sales Transition

Over the years, Exmark has developed many end user relationships with public agencies throughout the country. Our dealer network goal is to maintain these sales relationships and simplify the partnership when possible.

- a. Exmark, and our dealers, would promote OMNIA Partners as a competitively bid, and publicly awarded contract that local public agencies can use to purchase product at set pricing.
- b. Utilizing existing customer databases and sales history, Exmark dealers would seek out public agency business.
- c. With access to OMNIA Partners member database, Exmark dealers and distributors would solicit new business with public agencies they don't currently partner with.
- d. Exmark also maintains several state contracts and would continue to utilize those if there's not overlap with OMNIA Partners. Where contracts overlap, public agencies/dealers would be able to choose between contracts.
- e. OMNIA Partner's ease of use and public access would position this contract above any other contract offerings held by Exmark.

D. Branding Access

Exmark agrees to provide permission for reproduction of Exmark and product family logos and pictures for marketing communications and promotions. We acknowledge that use of OMNIA Partners logo requires permission for reproduction.

E. Leads & Sales Materials

- a. Exmark, distributors, and dealers will be instructed to follow up and be proactive about any leads gained through OMNIA Partners.
- b. Sales Materials will contain the OMNIA Partners logo, details of the Master Agreement (including preferred language: "competitively solicited and publicly awarded by a Principal Procurement Agency"), best government pricing, no cost to participate, and non-exclusive.



F. Sales Force Training

Exmark is committed to sales and product training for all internal staff, distributor staff, and dealer staff.

- a. All sales representatives will be trained on key features of Master Agreement, working knowledge of the solicitation process, awareness of the range of public agencies that may utilize the Master Agreement through OMNIA Partners, and knowledge of the benefits of cooperative contracts.
- b. Training will also include an introduction to Exmark/OMNIA Partners co-branded sales materials as well as membership information for dealers to solicit business from eligible public agencies.

G. Contacts

Executive Support, Sales Integration, Agreement Implementation:

Katrina Wells
Regional Sales Manager
katrina.wells@exmark.com
717.719.2704

Marketing Support:

Julie Hensel
Associate Marketing Manager
julie.hensel@exmark.com
402.223.6326

Reporting, Contracts, Accounts Payable:

Kristi Dorn
Marketing Analytics Manager
kristi.dorn@exmark.com
402.223.6373

H. Sales Force

- a. Director of Sales – oversees Regional Sales Managers who manage distributors, and direct Exmark territory.
 - i. Interim Director of Sales – Daryn Walters daryn.walters@exmark.com
- b. Regional Sales Managers – oversee each distributor territory and direct territory, responsible for regional integration of contract programming, and regional/local training of territory managers and dealer salespeople.
- c. Territory Managers – employed by privately owned distributor network and direct territory, responsible for maintaining local dealer relationships and providing training to dealer salespersons. At a local level, our Territory Managers are compensated based on retail sales. They value training and sales programming that allows them and their dealers to be aggressive in marketing and obtaining new business.



- d. Inside Sales Representatives – employed by Exmark and distributor network to support sales initiatives, dealer claims processing, and general questions regarding programs and contracts.
- e. Dealer Sales Personnel – our dealers are required to complete training and promote sales programs including contract pricing. Through training and engagement from Territory Managers, we believe our dealers have the existing relationships and the tenacity to build new relationships with public agencies that will collectively grow the business for OMNIA Partners and Exmark.

I. National Program Implementation, Growth, & Service

- a. Exmark leverages our internal teams, distributor network, and dealer base to adopt and leverage sales programs throughout the country.
- b. We plan to utilize the OMNIA Partners team as we develop communications about the Master Agreement and create training opportunities for our channel.
- c. Understanding OMNIA Partners support team structure will also enable us to aggressively market and capitalize on regional and public agency sector opportunities.
- d. Once basic training and sales enablement tools are launched, we would rely on the team for membership verification as we identify high-use dealers and growth areas. Better understanding of key public agency sectors that OMNIA Partners is focused on would enable our dealer and distributor sales teams to target new business.
- e. When necessary, we'd seek OMNIA Partners participation for national or regional sales training opportunities to promote the master agreement to our dealer network.
- f. Finally, maintaining a strong relationship with the OMNIA Partners team is critical to our mutual success. We believe in providing feedback, receiving feedback, and continuous improvement of resources and training to empower our dealer network to grow sales through OMNIA Partners.

J. Management of National Program

- a. Exmark's internal sales team is committed to managing and administering programs effectively. Territory managers, sales managers, and regional sales managers are compensated for sales volume and growth including contract sales through programs like OMNIA Partners.
- b. Our corporate account team is tasked with administration of dealer sales processing and reporting and can provide reports at requested intervals to OMNIA Partners.
- c. Our key contract contact will be focused on marketing and sales opportunities to ensure that our dealers have all the sales enablement tools they need to gain business from public agencies.
- d. Set-up of a new participating public agency utilizing the master agreement can occur quickly and efficiently through our dealer sales systems and claims



reporting. We require dealers to submit sales claims within 60 days of a sale to ensure that program processing can occur in a timely fashion.

- e. Most importantly, we'll keep the lines of communication open with the OMNIA Partners team to ensure that reporting requirements and master agreement administration are satisfactory.

K. Public Agency Sales

- a. Exmark considers this information confidential to our customers; therefore, we prefer not to disclose these details. However, general information has been detailed in this proposal.

L. Information System Capabilities

- a. Ordering and purchasing is all completed at master agreement pricing through our local dealers. Each dealer has their own business system to manage purchases and process payments. Once a sale is completed at the dealer level, the dealer must submit a claim to Exmark/their distributor for reimbursement of a portion of the discount.
- b. Exmark has developed a Claims Central system supported by SAP for distributor and dealer use in managing all sales and promotional programs.
 - i. Dealers are required to submit any contract claims within 60 days of the sale including: copy of invoice, customer contact information, model and serial number of items sold, sale price, and any additional information (e.g. public agency number).
 - ii. Claims are automatically checked for accurate pricing and discounts, invoice/customer detail, and product eligibility based on master agreement.
 - iii. Distributors process approved and verified claims to reimburse the dealer for a portion of the discount provided to the public agency.
 - iv. Exmark then processes distributor-paid claims to supply a portion of the discount provided to the public agency.
 - v. Once the claim has been approved for payment, Exmark includes the claim detail (e.g. public agency information, product sold, sale price, etc) to the contract agency.
- c. All contract claims go through Claims Central within our dealer portal. No other systems or platforms are used to manage contract claims.

M. Contract Sales

- a. Based on prior public agency sales (see Experience section of proposal), Exmark conservatively estimates annual contract sales of:
 - i. Year 1: \$12,000,000
 - ii. Year 2: \$15,000,000
 - iii. Year 3: \$17,000,000

N. Strategic Response to Solicitations

- a. When responding to solicitations, it is Exmark's preference to utilize Master Agreement pricing through an established partner.



- b. Our first approach would be to respond with Master Agreement pricing through OMNIA Partners.
- c. We would limit our participation in more competitive scenarios where pricing is below the Master Agreement.
- d. Where a Master Agreement isn't acceptable, we would respond with traditional bid discount pricing of 20% off list.

Enclosures:

1. Addendum 1: Signed
2. Addendum 2: Signed
3. Exhibit A: Not applicable, no subcontractor utilization is required by Exmark

Attachments:

1. Proposed Price List
2. Product Catalogs
 - a. Exmark
 - b. Z Turf Equipment
3. The Toro Company Financial Report – FY2021
4. The Toro Company Sustainability Report
5. Other Services & Product Features
 - a. Product Warranty Chart
 - b. Leasing Program
 - c. Hydro Drive Life Extension
 - d. Bid Specifications



**COBB COUNTY
Purchasing Department**

122 Waddell Street NE
Marietta, Georgia 30060
(770) 528-8400 • fax: (770) 528-8428
purchasing@cobbcounty.org

Roger Ball
Purchasing Director

ADDENDUM No. 1

**Sealed Bid # 22-6640
Request for Proposal
Tractors, Mowers, and Other Equipment, Parts, and Services
Cobb County Purchasing Department**

Date: February 21, 2022

Page 1 of 5

The following addendum hereby amends and/or modifies the Proposal Documents and specifications as originally issued for this project. All proposers are subject to the provisions of this Addendum.

This Addendum consists of:

- Minutes, Questions and Clarifications from Pre-Proposal Meeting held via WebEx on February 14, 2022
- Sign-In Sheet from Pre-Proposal meeting
- Separate Attachment – Financial Ratio Evaluation Excel Spreadsheet

Receipt of addendum **MUST** be acknowledged in the submitted proposal. It is the Proposer’s ultimate responsibility to ensure that they have all applicable addenda prior to bid submittal.

This acknowledgment form must be signed, dated, and included with your submitted proposal

Exmark Manufacturing, Inc
Company Name

March 8, 2022
Date

Katrina N Wells
Signature

Katrina Wells
Please Print Name

All bids must be received before 12:00 (noon) by the Bid Opening date. Bids shall be delivered to Cobb County Purchasing Department, 122 Waddell Street NE, Marietta, GA 30060.



**COBB COUNTY
Purchasing Department**

122 Waddell Street NE
Marietta, Georgia 30060
(770) 528-8400 • fax: (770) 528-8428
purchasing@cobbcounty.org

Roger Ball
Purchasing Director

ADDENDUM No. 2

**Sealed Bid # 22-6640
Request for Proposal
Tractors, Mowers, and Other Equipment, Parts, and Services
Cobb County Purchasing Department**

Date: March 4, 2022

Page 1 of 2

The following addendum hereby amends and/or modifies the Proposal Documents and specifications as originally issued for this project. All proposers are subject to the provisions of this Addendum.

This Addendum consists of:

- **Questions Submitted in Writing**

Receipt of addendum **MUST** be acknowledged in the submitted proposal. It is the Proposer's ultimate responsibility to ensure that they have all applicable addenda prior to bid submittal.

This acknowledgment form must be signed, dated, and included with your submitted proposal

Exmark Manufacturing, Inc
Company Name

March 8, 2022
Date

Katrina N Wells
Signature

Katrina Wells
Please Print Name

All bids must be received before 12:00 (noon) by the Bid Opening date. Bids shall be delivered to Cobb County Purchasing Department, 122 Waddell Street NE, Marietta, GA 30060.



2022 EXMARK CONTRACT PROPOSED PRICING

Equipment Type:			Discount:
EXMARK WHOLE GOODS (MOWERS & TURF MANAGEMENT)			27.5%
ACCESSORIES (STANDON, ULTRAVAC'S, COMPLETING/DRIVE KITS, FLOORPAN WEIGHT, & NAVIGATOR ROPS)			15.0%
COMMERCIAL 21 S-SERIES			
Model	Description	Sugg. List Price (USD)	Contract Price (USD)
ECS180GKA21000	Comm 21 S-Series Self Propelled Zone Start w/ Kaw FJ180V (180 cc)	\$1,664	\$1,206
COMMERCIAL 21 X-SERIES			
Model	Description	Sugg. List Price (USD)	Contract Price (USD)
ECX180CKA21000	Comm 21 X-Series Self Propelled Zone Start w/Kaw FJ180V KAI & one gallon remote fuel tank	\$1,886	\$1,367
ECX180CKA210BC	Comm 21 X-Series Self Propelled Blade Brake Control (BBC) w/KA FJ180V KAI & 1 gal remote fuel tank	\$1,997	\$1,448
ECX160CHN21000	Comm 21 X-Series Self Propelled Zone Start w/ Honda GXV (160 cc) & one gallon remote fuel tank	\$1,997	\$1,448
COMMERCIAL 30 X-SERIES			
Model	Description	Sugg. List Price (USD)	Contract Price (USD)
ECX180CKA30000	Comm 30 Self Propelled Blade Brake Control (BBC) w/KA FJ180V KAI (180cc) & 1 gal fuel tank	\$2,774	\$2,011
ECX200CKC30000	Comm 30 Self Propelled Blade Brake Control (BBC) w/Kohler & 1 gal fuel tank	\$2,885	\$2,092
TURF TRACER S-SERIES			
Model	Description	Sugg. List Price (USD)	Contract Price (USD)
TTS481CKA36300	Turf Tracer S-Series 14.5 HP* Kaw FS481V w/36" UltraCut Series 3 Deck	\$8,546	\$6,196
116-7223	STANDON	\$699	\$594
TTS481GKA48300	Turf Tracer S-Series 14.5 HP* Kaw FS481V w/48" UltraCut Series 3 Deck	\$9,212	\$6,679
116-7223	STANDON	\$699	\$594
TTS600GKA483E0	Turf Tracer S-Series 18.5 HP* Kaw FS600V Electric Start w/48" UltraCut Series 3 Deck	\$9,767	\$7,081
116-7223	STANDON	\$699	\$594
TTS600GKA523E0	Turf Tracer S-Series 18.5 HP* Kaw FS600V Electric Start w/52" UltraCut Series 3 Deck	\$9,989	\$7,242
116-7223	STANDON	\$699	\$594
TURF TRACER X-SERIES			
Model	Description	Sugg. List Price (USD)	Contract Price (USD)
TTX650EKC52400	Turf Tracer X-Series 21 HP* Koh EFI ECV650 w/52" UltraCut Series 4 Deck	\$11,765	\$8,530
116-7223	STANDON	\$699	\$594

TURF TRACER X-SERIES			
Model	Description	Sugg. List Price (USD)	Contract Price (USD)
TTX650EKC60400	Turf Tracer X-Series 21 HP* Koh EFI ECV650 w/60" UltraCut Series 4 Deck	\$12,098	\$8,771
116-7223	STANDON	\$699	\$594
TTX650EKC604N0	Turf Tracer X-Series 21 HP* Koh EFI ECV650 w/60" UltraCut Series 4 Deck, Mulch Kit & STANDON	\$12,875	\$9,334
STARIS E-SERIES			
Model	Description	Sugg. List Price (USD)	Contract Price (USD)
STE600CKA323H1	Staris E-Series 18.5 HP* Kaw FS600V w/32" UltraCut Series 3 Deck w/SPHOC	\$10,211	\$7,403
STE600CKA363H1	Staris E-Series 18.5 HP* Kaw FS600V w/36" UltraCut Series 3 Deck, SPHOC	\$10,877	\$7,886
NAVIGATOR			
Model	Description	Sugg. List Price (USD)	Contract Price (USD)
NVS740CKC42000	Navigator 25 HP* Koh CH740 w/42" CD Deck	\$19,535	\$14,163
126-0369	NAVIGATOR ROPS	\$349	\$297
NVS730AKC48000	Navigator 23 HP* Koh EFI ECH730 w/48" CD Deck	\$20,756	\$15,048
126-0369	NAVIGATOR ROPS	\$349	\$297
RADIUS S-SERIES			
Model	Description	Sugg. List Price (USD)	Contract Price (USD)
RAS651GKA48CA3	Radius S-Series 20.5 HP* Kaw FX651V w/48" UltraCut Series 3 Deck, Susp Seat & Wide Pneum	\$9,434	\$6,840
135-2604	2-Bag Collection System – Powered	\$1,899	\$1,614
142-6977	UltraVac E-Series Completing Kit	\$449	\$382
126-6954	UltraVac S-Series	\$3,349	\$2,847
142-6978	UltraVac S-Series Completing Kit	\$469	\$399
RAS691GKA523A3	Radius S-Series 22 HP* Kaw FX691V w/52" UltraCut Series 3 Deck, Susp Seat & Wide Pneum	\$9,989	\$7,242
135-2604	2-Bag Collection System – Powered	\$1,899	\$1,614
135-3912	UltraVac E-Series Completing Kit	\$299	\$254
126-6954	UltraVac S-Series	\$3,349	\$2,847
126-8273	UltraVac S-Series Completing Kit	\$349	\$297
RAS730GKA603A3	Radius S-Series 23.5 HP* Kaw FX730V w/60" UltraCut Series 3 Deck, Susp Seat & Wide Pneum	\$10,544	\$7,644
135-2604	2-Bag Collection System – Powered	\$1,899	\$1,614
135-3913	UltraVac E-Series Completing Kit	\$299	\$254
126-6954	UltraVac S-Series	\$3,349	\$2,847
126-8274	UltraVac S-Series Completing Kit	\$349	\$297
RAS730GKA60RA3	Radius S-Series 23.5 HP* Kaw FX730V w/60" UltraCut RD Deck, Susp Seat & Wide Pneum	\$11,210	\$8,127

RADIUS X-SERIES			
Model	Description	Sugg. List Price (USD)	Contract Price (USD)
RAX921GKA604A3	Radius X-Series 31 HP* Kaw FX921V w/60" UltraCut Series 4 Deck, Susp Seat & Wide Pneum	\$12,986	\$9,415
135-2604	2-Bag Collection System – Powered	\$1,899	\$1,614
135-5216	KIT-COMPLETING 604E	\$299	\$254
126-6954	UltraVac S-Series	\$3,349	\$2,847
126-6468	KIT-COMPLETING 604S	\$349	\$297
LAZER Z E-SERIES			
Model	Description	Sugg. List Price (USD)	Contract Price (USD)
LZE651CKA484A2	Lazer Z E-Series 20.5 HP* Kaw FX651V w/48" UltraCut Series 4 Deck, Susp Seat & Narrow Semi-Pneum	\$13,319	\$9,656
116-2084	KIT, UV DRIVE 484 SPLINED 850,000 +	\$449	\$382
LZUV2B	UltraVac, DOUBLE BAG	\$3,499	\$2,974
LZUVQD7	UltraVac SMALL (7 BUSHEL) DUMP FROM SEAT	\$3,999	\$3,399
LZE751CKA524A2	Lazer Z E-Series 24.5 HP* Kaw FX751V w/52" UltraCut Series 4 Deck, Susp Seat & Narrow Semi-Pneum	\$13,763	\$9,978
116-2085	KIT, UV DRIVE 524 SPLINED 850,000 +	\$449	\$382
LZUV2B	UltraVac, DOUBLE BAG	\$3,499	\$2,974
LZUVQD7	UltraVac SMALL (7 BUSHEL) DUMP FROM SEAT	\$3,999	\$3,399
LZE742GKC604A3	Lazer Z E-Series 25 HP* Koh CV742 w/60" UltraCut Series 4 Deck, Susp Seat & Wide Pneum	\$13,541	\$9,817
116-2086	KIT, UV DRIVE 604 SPLINED 850,000 +	\$449	\$382
LZUV3B	UltraVac TRIPLE BAG	\$3,899	\$3,314
LZUVQD11	UltraVac BIG (11 BUSHEL) DUMP FROM SEAT	\$4,199	\$3,569
LZE801CKA604A1	Lazer Z E-Series 25.5 HP* Kaw FX801V w/60" UltraCut Deck Series 4 Deck, Susp Seat & Wide Semi-Pneum	\$13,985	\$10,139
116-2086	KIT, UV DRIVE 604 SPLINED 850,000 +	\$449	\$382
LZUV3B	UltraVac TRIPLE BAG	\$3,899	\$3,314
LZUVQD11	UltraVac BIG (11 BUSHEL) DUMP FROM SEAT	\$4,199	\$3,569
LZE810GBV604A3	Lazer Z E-Series 26HP* Briggs Vanguard 810 w/60" UltraCut Series 4 Deck, Susp Seat & Wide Pneum	\$13,652	\$9,898
116-2086	KIT, UV DRIVE 604 SPLINED 850,000 +	\$449	\$382
LZUV3B	UltraVac TRIPLE BAG	\$3,899	\$3,314
LZUVQD11	UltraVac BIG (11 BUSHEL) DUMP FROM SEAT	\$4,199	\$3,569
LZE801GKA724A1	Lazer Z E-Series 25.5 HP* Kaw FX801V w/72" UltraCut Series 4 Deck, Susp Seat & Wide Semi-Pneum	\$14,540	\$10,542
116-2087	KIT, UV DRIVE 724 SPLINED 920,000 +	\$449	\$382
LZUV3B	UltraVac TRIPLE BAG	\$3,899	\$3,314
LZUVQD11	UltraVac BIG (11 BUSHEL) DUMP FROM SEAT	\$4,199	\$3,569
LAZER Z S-SERIES			
Model	Description	Sugg. List Price (USD)	Contract Price (USD)
LZS801GKA524A2	Lazer Z S-Series 25.5 HP* Kaw FX801V w/52" UltraCut Series 4 Deck, Susp Seat & Narrow Semi-Pneum	\$15,983	\$11,588
116-2085	KIT, UV DRIVE 524 SPLINED 850,000 +	\$449	\$382
LZUV2B	UltraVac, DOUBLE BAG	\$3,499	\$2,974
LZUVQD7	UltraVac SMALL (7 BUSHEL) DUMP FROM SEAT	\$4,199	\$3,569
LZS749AKC604A1	Lazer Z S-Series 26.5 HP* Koh EFI ECV749 w/60" UltraCut Series 4 Deck, Susp Seat & Wide Semi-Pneum	\$16,427	\$11,910
116-2086	KIT, UV DRIVE 604 SPLINED 850,000 +	\$449	\$382
LZUV3B	UltraVac TRIPLE BAG	\$3,899	\$3,314

LAZER Z S-SERIES			
Model	Description	Sugg. List Price (USD)	Contract Price (USD)
LZUVQD11	UltraVac BIG (11 BUSHEL) DUMP FROM SEAT	\$4,199	\$3,569
LZS801CKA60RA1	Lazer Z S-Series 25.5 HP* Kaw FX801V w/60" UltraCut Series RD Deck, Susp Seat & Wide Semi-Pneum	\$17,093	\$12,392
LZS749AKC724A1	Lazer Z S-Series 26.5 HP* Koh EFI ECV749 w/72" UltraCut Series 4 Deck, Susp Seat & Wide Semi-Pneum	\$17,093	\$12,392
116-2087	KIT, UV DRIVE 724 SPLINED 920,000 +	\$449	\$382
LZUV3B	UltraVac TRIPLE BAG	\$3,899	\$3,314
LZUVQD11	UltraVac BIG (11 BUSHEL) DUMP FROM SEAT	\$4,199	\$3,569
LZS801CKA72RA1	Lazer Z S-Series 25.5 HP* Kaw FX801V w/72" UltraCut Series RD Deck, Susp Seat & Wide Semi-Pneum	\$17,648	\$12,795
LAZER Z X-SERIES			
Model	Description	Sugg. List Price (USD)	Contract Price (USD)
LZX801GKA606A1	Lazer Z X-Series 25.5 HP* Kaw FX801V w/60" UltraCut Series 6 Deck, Susp Seat & Wide Semi-Pneum	\$17,093	\$12,392
109-9627	KIT, UV DRIVE 606	\$449	\$382
LZUV3B	UltraVac TRIPLE BAG	\$3,899	\$3,314
LZUVQD11	UltraVac BIG (11 BUSHEL) DUMP FROM SEAT	\$4,199	\$3,569
LZX801CKA606C1	Lazer Z X-Series 25.5 HP* Kaw FX801V w/60" UltraCut Series 6 Deck, Susp Platform & Wide Semi-Pneum	\$18,980	\$13,761
109-9627	KIT, UV DRIVE 606	\$449	\$382
LZUV3B	UltraVac TRIPLE BAG	\$3,899	\$3,314
LZUVQD11	UltraVac BIG (11 BUSHEL) DUMP FROM SEAT	\$4,199	\$3,569
LZX921GKA606A1	Lazer Z X-Series 31 HP* Kaw FX921V w/60" UltraCut Series 6 Deck, Susp Seat & Wide Semi-Pneum	\$19,202	\$13,921
109-9627	KIT, UV DRIVE 606	\$449	\$382
LZUV3B	UltraVac TRIPLE BAG	\$3,899	\$3,314
LZUVQD11	UltraVac BIG (11 BUSHEL) DUMP FROM SEAT	\$4,199	\$3,569
LZX993EBV606X1	Lazer Z X-Series 37 HP* Briggs Vanguard EFI 993 Oil Guard w/60" UltraCut Series 6 Deck, Susp Seat & Wide Semi-Pneum	\$19,979	\$14,485
109-9627	KIT, UV DRIVE 606	\$449	\$382
LZUV3B	UltraVac TRIPLE BAG	\$3,899	\$3,314
LZUVQD11	UltraVac BIG (11 BUSHEL) DUMP FROM SEAT	\$4,199	\$3,569
LZX980EKC606W0	Lazer Z X-Series 38 HP* Koh EFI EGov ECV980 w/60" UltraCut Series 6 Deck, RED, Susp Seat & Wide Semi-Pneum	\$20,756	\$15,048
109-9627	KIT, UV DRIVE 606	\$449	\$382
LZUV3B	UltraVac TRIPLE BAG	\$3,899	\$3,314
LZUVQD11	UltraVac BIG (11 BUSHEL) DUMP FROM SEAT	\$4,199	\$3,569
LZX921GKA726A1	Lazer Z X-Series 31 HP* Kaw FX921V w/72" UltraCut Series 6 Deck, Susp Seat & Wide Semi-Pneum	\$19,646	\$14,243
109-9629	KIT, UV DRIVE 726	\$449	\$382
LZUV3B	UltraVac TRIPLE BAG	\$3,899	\$3,314
LZUVQD11	UltraVac BIG (11 BUSHEL) DUMP FROM SEAT	\$4,199	\$3,569
LZX993EBV726X1	Lazer Z X-Series 37 HP* Briggs Vanguard EFI 993 Oil Guard w/72" UltraCut Series 6 Deck, Susp Seat & Wide Semi-Pneum	\$20,534	\$14,887
109-9629	KIT, UV DRIVE 726	\$449	\$382
LZUV3B	UltraVac TRIPLE BAG	\$3,899	\$3,314
LZUVQD11	UltraVac BIG (11 BUSHEL) DUMP FROM SEAT	\$4,199	\$3,569
LZX980EKC726W0	Lazer Z X-Series 38 HP* Koh EFI EGov ECV980 w/72" UltraCut Series 6 Deck, RED, Susp Seat & Wide Semi-Pneum	\$21,200	\$15,370
109-9629	KIT, UV DRIVE 726	\$449	\$382
LZUV3B	UltraVac TRIPLE BAG	\$3,899	\$3,314

LZUVQD11	UltraVac BIG (11 BUSHEL) DUMP FROM SEAT	\$4,199	\$3,569
LZX980EKC96RW0	Lazer Z X-Series 38 HP* Koh EFI EGov ECV980 w/96" UltraCut Series 6 Deck, RED, Susp Seat & Wide Semi-Pneum	\$41,735	\$30,258
LAZER Z DIESEL			
Model	Description	Sugg. List Price (USD)	Contract Price (USD)
LZS80TDYM604W0	Lazer Z Diesel 25 HP Yanmar 3TNV80FT Diesel w/60" UltraCut Series 4 Deck, Susp Seat & 15" Semi-Pneum	\$28,193	\$20,440
126-8680	Collection System	\$3,999	\$3,399
126-8675	Completing Kit	\$419	\$356
LZS80TDYM724W0	Lazer Z Diesel 25 HP Yanmar 3TNV80FT Diesel w/72" UltraCut Series 4 Deck, Susp Seat & 15" Semi-Pneum	\$29,414	\$21,325
126-8680	Collection System	\$3,999	\$3,399
126-8677	Completing Kit	\$419	\$356
LZS80TDYM72RW0	Lazer Z Diesel 25 HP Yanmar 3TNV80FT Diesel w/72" UltraCut RD Deck, Susp Seat & 15" Semi-Pneum	\$29,858	\$21,647
126-8680	Collection System	\$3,999	\$3,399
LZS88CDYM96RW0	Lazer Z Diesel 37 HP Yanmar 3TNV88C Diesel w/96" UltraCut RD Deck, Susp Seat & 15" Semi-Pneum	\$56,498	\$40,961
LZS86TDYM12RW0	Lazer Z Diesel 43.5 HP Yanmar 3TNV86CT Diesel w/144" UltraCut RD Deck, Susp Seat & 15" Semi-Pneum	\$84,692	\$61,402
VERTEX S-SERIES			
Model	Description	Sugg. List Price (USD)	Contract Price (USD)
VXS730GKA48400	Vertex S-Series 23.5 HP Kaw FX730V w/ 48" UltraCut Series 4 Deck	\$12,875	\$9,334
VXS730GKA52400	Vertex S-Series 23.5 HP Kaw FX730V w/ 52" UltraCut Series 4 Deck	\$12,986	\$9,415
VXS740EKC52400	Vertex S-Series 25 HP* Koh EFI ECV740 w/52" UltraCut Series 4 Deck	\$13,763	\$9,978
VXS730GKA60400	Vertex S-Series 23.5 HP Kaw FX730V w/ 60" UltraCut Series 4 Deck	\$13,541	\$9,817
VXS740EKC60400	Vertex S-Series 25 HP* Koh EFI ECV740 w/60" UltraCut Series 4 Deck	\$14,318	\$10,381
Z TURF EQUIPMENT			
Model	Description	Sugg. List Price (USD)	Contract Price (USD)
ZA3624	Z-Aerate 14 HP* Koh CH440 24" Stand-on	\$12,986	\$9,415
142-5462	Stand-On Aerator Spreader Attachment	\$2,249.00	\$1,912
ZA4830	Z-Aerate 15 HP* Kaw FS541V 30" Stand-on	\$13,874	\$10,059
142-5462	Stand-On Aerator Spreader Attachment	\$2,249.00	\$1,912
ZA4640	Z-Aerate 18 HP* VG3567 40" Stand-on	\$17,759	\$12,875
135-9607	Z-Aerate - 30 Gallon spray system - includes Spray Boom	\$2,299.00	\$1,954
142-1850	Z-Aerate - 40" Spiker Head Assembly	\$1,899.00	\$1,614
142-2036	Z-Aerate - 46" Dethatch Rake Assembly	\$1,499.00	\$1,274
142-2038	Z-Aerate - 36" Slice Seeder Assembly	\$3,149.00	\$2,677
ZD3020	Z-Seed 9.5 HP* Koh CH395 20" Walk-behind	\$5,882	\$4,264
ZSL3620	Z-Spray Lean-to-Steer - 20 Gallon Tank, 3.8 GPM Pump, 175lb Hopper	\$13,874	\$10,059
ZS3624	Z-Spray Junior 36 - 24 Gallon Tank, 5 GPM Pump, 120lb Hopper	\$17,315	\$12,553
ZS4630	Z-Spray Mid - 30 Gallon Tank, 5 GPM Pump, 220lb Hopper	\$18,536	\$13,439
ZS5260	Z-Spray Max - 60 Gallon Tank, 5 GPM Pump, 220lb Hopper	\$19,091	\$13,841
ZS5260XL	Z-Spray Max XL - 60 Gallon Tank, 7 GPM Pump, 220lb Hopper	\$19,868	\$14,404
ZB4636	Z-Sweep 7HP* Koh CH270 36" Walk-behind	\$5,882	\$4,264



**BUILT
FOR
THIS.™**



YOU AND EXMARK MOWERS

Like you, we're up before the sun, regardless of the conditions. Hot, humid, nasty...
Most people couldn't finish this day. Many wouldn't even start.

But none of that matters to you. There's work to do.

Like you, your Exmark is built to not just perform, but thrive when others
are throwing in the towel. Your signature is the professional finish your Exmark
leaves on the lawns you maintain. You're a team on a mission to deliver what
your customers want... what they expect.

So, bring on those summer showers and humidity that hangs like a blanket. Push through
the choking dust and swarms of mosquitoes. Dominate the acres of turf in front of you.
Bermuda, bluegrass, centipede, fescue or zoysia... it doesn't matter.

There's no stopping you... or your Exmark mower.

Let's finish the job, close the deal, and beat
the sunset like we always do. Because
you're cut from the same metal as that red
mower in your rear-view mirror, you aren't
just good at this.

Like Exmark mowers...
you were built for this.



[exmark.com/built-for-this](https://www.exmark.com/built-for-this)



BUILT FOR THIS.

BUILT FOR...

Solutions

Reduce labor needs with larger, more productive mowers

Performance

The power and speed pros need to finish jobs fast

Durability

Ready to run hard all day, every day

Commitment

Exhaustively tested both in the lab and in the field

Profitability

Engineered to deliver the lowest overall cost of ownership

Long Days

Enhanced comfort features keep operators up and running

Clean Cuts

Everyone wants the Exmark signature quality of cut

Backyard

Finish work faster and get back to doing what you love

Future

Committed to innovations today, tomorrow and into the future

...Everyone



BUILT FOR 2022

The all-new **Vertex**[®] stand-on zero-turn mower delivers increased maneuverability, ergonomics, and quality of cut for landscape pros. Built to tackle tough residential and commercial mowing jobs, the new **31 HP Radius[®] X-Series** zero-turn rider is our most powerful Radius model. Designed to reduce oil change-related downtime and cost, the **Lazer Z[®] X-Series with Oil Guard[™] System** extends oil change intervals to 500 hours. Capable of mowing up to 11.5 acres per hour, the new **144-inch Lazer Z Diesel** zero-turn rider is Exmark's most powerful, productive mower ever.



**PRODUCTIVITY.
COMMERCIAL DURABILITY.
EASE OF USE.**

FEATURES

5-inch Deep Cast Aluminum Cutting Deck
2-in-1: Bag and Mulch

Commercial-Grade Engines
Honda® or Kawasaki®

Patented Front Height Adjustment System
Eliminates need for pivot-style adjusters

Infinite Speed Control
Multi-zone transmission provides infinite speed control from zero to 4.2 mph

Multiple Blade Options
The option of five blade choices gives you the flexibility to customize for your unique cutting conditions.



COMMERCIAL 21

Known for getting the job done faster, and better, Exmark's commercial-grade 21-inch walk-behind mowers deliver an unmatched quality of cut—and years of worry-free service—that have become the industry benchmarks. Recent design features like the patented front height adjustment system and single-point rear height adjust provide even more versatility when mowing.



EASE OF USE
The Commercial 21 has simple, straightforward controls and a lightweight, durable cast aluminum cutting deck, which reduces weight and eases maneuverability.



THE EXMARK® SIGNATURE CUT
The true test of a mower is the cut quality it delivers. The Commercial 21 is engineered to consistently deliver an unmatched quality of cut, whether mulching or bagging. A variety of optional blades let you further optimize performance for your specific cutting conditions.

TOP ACCESSORIES

- Coated Bail Drive
- Deck Wear Kit
- Door Handle Kit
- Engine Guard
- Mulch Plug

Accessories may not fit each mower model. Please visit exmark.com or check with your dealer on accessory fit-up for each model.



**UNMATCHED PERFORMANCE.
MANEUVERABILITY.
COMMERCIAL DURABILITY.**

FEATURES

4.6-inch Deep Cutting Deck
3-in-1: Bag, Mulch or Side-Discharge

Commercial-Grade Engines
Kawasaki or Kohler®

Blade Brake Clutch (BBC)
Allows the blade to be engaged and disengaged without stopping the engine

Patented Front Height Adjustment System
Eliminates the need for pivot-style adjusters



COMMERCIAL 30

If you're looking for even more productivity, but still require the maneuverability and cost effectiveness of a smaller walk-behind, step up to Exmark's Commercial 30. As the lightest weight machine in it's class this machine is agile enough to tackle any property. These Commercial 30 mowers deliver up to a 40% increase in cutting efficiency compared to a standard 21-inch mower—so you can cut more grass in less time.



PRODUCTIVITY
Commercial 30 delivers the productivity of a larger walk-behind mower, with the versatility and maneuverability of a smaller machine. The 30-inch width of cut allows operators to cut 40 percent more with each pass than a 21-inch walk-behind mower.



COMMERCIAL DURABILITY
For increased durability in commercial use, the Commercial 30 comes standard with heavy-duty side braces, an engine guard, a metal side-discharge cover and a 1-inch diameter front bumper.

TOP ACCESSORIES

Micro-Mulch System

Accessories may not fit each mower model. Please visit exmark.com or check with your dealer on accessory fit-up for each model.



**QUALITY OF CUT.
LONG-LASTING PERFORMANCE.
ENHANCED CONTROL SYSTEM.**

FEATURES

- UltraCut™ Series 3 or 4 Deck**
Side Discharge: 36 | 48 | 52 | 60
- Commercial-Grade Engines**
Kohler or Kawasaki
- Patented Enhanced Control System**
Natural, ergonomic hand position helps reduce operator fatigue
- Patented Belt Covers**
Can be removed without tools for easy debris removal and quick belt access

 <p>3.27 Acres/Hour¹ on 60" Unit</p>	 <p>up to 6.75 MPH</p>	 <p>5 Gallons</p>
 <p>2 Year Limited Warranty²</p>	 <p>1-4+ Acre Property</p>	 <p>Light Heavy USAGE</p>



TURF TRACER®

The Turf Tracer is Exmark's premium wide-area, walk-behind mower, combining the productivity of larger cutting decks and hydro-drive components with the unmatched quality of a full-floating deck. They are engineered for speed, efficiency and durability, and always deliver a quality of cut that is second to none.



LONG-LASTING PERFORMANCE
These hydro-drive models provide more control, instant response, and precise speed regulation with full-reverse and zero-turn maneuverability for unmatched productivity and durability.



CONVENIENT DECK LATCH
Changing the height of cut has been made easy with the added deck latch. Rather than holding the deck while changing the height of cut, the deck will now lock into place making it easier on operators. (Not available on 36-inch decks.)

TOP ACCESSORIES

- 3-Bushel Bagger
- Anti-Scalp Roller Kit
- Equipment Cover
- Micro-Mulch System
- Operator Controlled Discharge
- StandOn
- Turf Striping Kit

Accessories may not fit each mower model. Please visit exmark.com or check with your dealer on accessory fit-up for each model.



**COMPACT.
EASE OF SERVICE.
COMMERCIAL PERFORMANCE.**

FEATURES

UltraCut Series 3 Deck
Side Discharge: 32 | 36

Commercial-Grade Engine
Kawasaki

Operator Comfort
Patented contoured operator support pad

Serviceability and Accessibility
Flip-up front cover and a rear panel that lifts and locks into place

1.96
Acres/Hour¹
on 36" Unit

up to
7.5
MPH

5
Gallons

2 Year
Limited Warranty²

1-4
Acre Property

Light Heavy
USAGE



STARIS® E-SERIES

The compact Exmark Staris stand-on zero-turn mower is an extraordinary blend of productivity and value. The stable, low-profile design and intuitive controls make Staris easy to operate, while the heavy-duty tubular steel frame and formed, welded UltraCut Series 3 cutting decks ensure maximum long-term durability.



SINGLE-POINT HEIGHT-OF-CUT
Operators can quickly and accurately change the cut height by simply adjusting the pin and raising or lowering the deck.



COMPACT DESIGN
The compact size of Staris reduces trailer and storage space; and gives you the ability to access more yards, more quickly, while providing exceptional maneuverability on tough terrain.

TOP ACCESSORIES

- 3-Bushel Bagger
- 12-Volt Power Port
- Equipment Cover
- LED Light Kit
- Micro-Mulch System
- Operator Control Discharge (Hand)
- Trash Container
- Strobe Light Kit

Accessories may not fit each mower model. Please visit exmark.com or check with your dealer on accessory fit-up for each model.



**DURABLE.
SIGNATURE QUALITY OF CUT.
COMMERCIAL PERFORMANCE.**

FEATURES

UltraCut Series 4 Deck
Side Discharge: 48 | 52 | 60

Commercial-Grade Engine
Kawasaki or Kohler

Operator Comfort
Full-length operator pad

Serviceability and Accessibility
Patent pending removable, tool-less operator pad for easy removal



VERTEX[®] S-SERIES

All new for 2022, the Vertex represents the next generation of stand-on zero-turn mower performance. Every detail was considered, researched, and designed to deliver the durability, quality of cut and ease of use landscape professionals expect from Exmark. With UltraCut Series 4 cutting decks in up to 60-inch cut widths, Vertex has the power and productivity to make quick work of tough jobs.



DESIGN SIMPLICITY
Operating a Vertex mower is easy, thanks to the simple, ergonomic design. Key, choke, throttle, height of cut adjustment... they're all right there. Hop on, and you're ready to go.



QUALITY OF CUT
Vertex S-Series stand-ons are built to consistently deliver the legendary quality of cut all Exmark mowers are famous for.

TOP ACCESSORIES

- 3-Bushel Bagger
- Equipment Cover
- LED Light Kit
- Micro-Mulch System
- Operator Control Discharge (Hand)
- Operator Control Discharge (Foot)
- Trash Container
- Turf Striping Kit

Accessories may not fit each mower model. Please visit exmark.com or check with your dealer on accessory fit-up for each model.



**PREMIUM RESIDENTIAL RIDER.
PROFESSIONAL-GRADE CUT QUALITY.
SUPERIOR COMFORT AND VALUE.**

FEATURES

Series 2 Deck

Side Discharge: 42 | 50 | 54

Engine

Kohler or Exmark

Superior Comfort

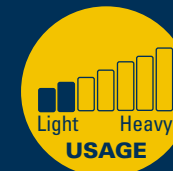
Ergonomic seat system

Foot-Lift Assist

Standard on 50"/54" to help ease lifting and lowering the cutting deck

Single-Point Height Adjust

Easily to vary the Quest's cutting deck



QUEST®

No matter the job, it's always about using the right tools to do it right. So, if you're looking for professional-grade cut quality and performance in a premium residential zero-turn rider, look no further than Exmark's Quest mower lineup. Once in the seat, you'll experience more commercial-grade features, comfort and durability, for less.



COMMERCIAL-GRADE FEATURES

Exmark's Quest is a premium entry-level zero-turn mower. The proven commercial features have been adapted for consumer use including the tires and fabricated deck.



LESS TIME MOWING

Quest mowers offer the value you need as a homeowner. Primarily used for your own property, you need the power, performance, comfort and fuel efficiency of a commercial mower.

TOP ACCESSORIES

- 2-Bag Collection System
- Assist Bar
- Engine Maintenance Kit
- Equipment Cover
- LED Light Kit
- Micro-Mulch System
- ROPS Kit
- Turf Striping Kit

Accessories may not fit each mower model. Please visit exmark.com or check with your dealer on accessory fit-up for each model.



**LOW MAINTENANCE.
COMMERCIAL DURABILITY.
SIMPLE OPERATION.**

FEATURES

UltraCut Deck

Side Discharge: 48 | 52 | 60
Rear Discharge: 60

Commercial-Grade Engines

Kawasaki or Exmark

Easy to Service

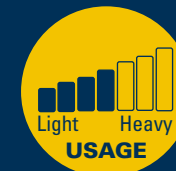
Toolless removable floor pan and belt shields

Full-Suspension Seating System

S- & X-Series

Standard Integrated Tow Hitch

Allows for quick attachment of light implements and carts with an 80-pound capacity



RADIUS

The Radius delivers the commercial durability, reliability and operator comfort our customers expect from an Exmark zero-turn rider. These mowers provide landscape professionals with Exmark's signature cut quality, reduced-maintenance and increased productivity. In a stylish, value-oriented package, the Radius achieves a lower total cost of ownership than other machines.



EASY TO SERVICE WITH

Operators can easily access the top side of the cutting deck, belts and spindles with the toolless, removable floor pan and belt shields. The welded jack receiver also allows quick access to the underside of the deck when combined with the optional jack.



COMMERCIAL-GRADE ENGINES

All Radius models come with commercial-grade engines. S- and X-Series models feature heavy-duty, canister-style air filtration systems for extended filter and engine life.

TOP ACCESSORIES

- Engine Maintenance Kit
- LED Light Kit
- Micro-Mulch System
- Operator Controlled Discharge
- Sun Shade
- Trash Container
- Turf Striping Kit
- UltraVac Collection Systems

Accessories may not fit each mower model. Please visit exmark.com or check with your dealer on accessory fit-up for each model.



**UNMATCHED PERFORMANCE.
LEGENDARY DURABILITY.
MAXIMUM COMFORT & PRODUCTIVITY.**

FEATURES

UltraCut Deck Technology

Side Discharge: 48 | 52 | 60 | 72

Rear Discharge: 60 | 72 | 96

Commercial-Grade Engines

Kohler, Kawasaki or Vanguard®

Unibody Frame

Fully welded tubular frame design places major components like the engine, hydro-drive and fuel tank lower for better mass centralization

Hydro-Drive System

Eliminated hoses and added tougher bearings, an improved cooling system and increased oil capacity.



LAZER Z

For over 25 years, Exmark's Lazer Z has been considered the gold standard in commercial-grade, zero-turn excellence. Pro cutters and homeowners have aspired to experience their superior cut quality, productivity, durability and performance. Built for easier maintenance and longer life, our Lazer Z mowers are simpler, tougher and easier to operate.



THE SIGNATURE CUT

We've optimized the blade-tip speed of the UltraCut decks to perfect the distance and uniformity of clipping discharge. All the components in our deck work together to deliver the signature Exmark look, cut after cut. Job after job.



MAINTENANCE MADE EASY

Lazer Z mowers are engineered to have fewer things to inspect, lubricate, adjust and repair. With only four grease points and longer service intervals, thanks to the Oil Guard System (select models), your Lazer Z is always ready for the job.

TOP ACCESSORIES

- Air Ride Suspension Kit
- LED Light Kit
- Micro-Mulch System
- Operator Controlled Discharge
- Sun Shade
- Tractus Tire
- Trash Container
- Turf Striping Kit
- UltraVac Collection Systems

Accessories may not fit each mower model. Please visit exmark.com or check with your dealer on accessory fit-up for each model.

BUILT FOR THE LAZER Z

OIL GUARD SYSTEM

With extended oil change intervals of 500 hours, the Lazer Z X-Series with Oil Guard minimizes downtime and saves up to 60-percent on oil maintenance costs. Oil Guard-equipped engines also run 20-30 degrees cooler, for increased oil stability and longer engine life. The unique design enables faster, easier oil changes without tools or funnels.

COST OF OWNERSHIP

Since initial cost is just a fraction of a mower's total cost over its lifetime, each Lazer Z model is engineered to minimize service and maintenance costs over time. From the fuel savings of the available EFI-equipped engines to the sealed, no-grease caster bearings and unitized hydro pump and wheel motors, each Lazer Z is designed to maximize uptime and reduce total cost of ownership.

TRACTUS™ AIRLESS DRIVE TIRE

Available for select Lazer Z models, Exmark exclusive Tractus airless drive tires eliminate flat tires and related downtime. With a similar ride quality to pneumatic tires, Tractus increases operator comfort, while the proven tread design offers superior traction and reduced marking on concrete.

96-INCH GAS-POWERED LAZER Z

Powered by a RED Technology-equipped Kohler Command PRO EFI air-cooled engine, the 96-inch Lazer Z X-Series features a durable UltraCut Flex Wing cutting deck. With a 48-inch center deck and two 24-inch floating wing decks, it makes quick work of the largest, toughest jobs, while delivering Exmark's signature cut quality. It provides the performance, productivity and durability today's landscape pros need.

LAZER Z SUSPENSION PLATFORM

At Exmark, we're using our expert knowledge in operator comfort and ergonomics to make Lazer Z mowers more comfortable to use. The suspended operator platform maximizes productivity through increased operator comfort. Adjustable coil-over hydraulic dampers significantly reduce the impact of bumps and vibration, and the system is easy to adjust for operator size and weight.

NEXT-GENERATION RED TECHNOLOGY

Next-generation RED Technology delivers increased machine efficiency, ease of use and long-term durability. This patented technology offers the ability to control mower power and efficiency with defined performance modes. Updated with a sealed key switch and PTO connections as well as a new, console-mounted LCD display screen, the screen provides an easy-to-use interface for enhanced monitoring of vital mower functions, machine health monitoring, and operating and property statistics reporting.



Oil Guard System



Cost of Ownership



Tractus



96-Inch Gas-Powered Lazer Z



Suspension Platform



RED

LAZER Z SEATING SYSTEM

At Exmark, we've taken comfort to a whole new level, becoming experts in the game-changing science of ergonomics. Our scientific methodology utilizes pressure mapping to analyze the fatigue factors of vertical and lateral motion, driving the development of mower comfort. We know that if operators are more comfortable, their businesses will be more profitable.





**PREMIUM DIESEL PERFORMANCE.
LEGENDARY DURABILITY.
MAXIMUM COMFORT & PRODUCTIVITY.**

FEATURES

UltraCut Deck Technology

Side Discharge: 60 | 72
Rear Discharge: 72 | 96 | 144

Commercial-Grade Engines

Yanmar®

Hydraulic Deck Lift

Provides for easy cutting height adjustment and quick transport

Reduced Maintenance

With an efficient and robust powertrain system, these machines have less maintenance and longer service intervals. The tool-less belt access and removable floor pan makes servicing easy



LAZER Z DIESEL

For a variety of reasons, the diesel-powered Lazer Z mowers may be the right choice for your cutting needs. They make quick work of the largest, toughest jobs and raise the bar for cut quality, operator comfort, fuel efficiency and ease of handling. Our large 144-inch flex wing deck is capable of mowing more than 11.5-acres per hour,¹ making it the most productive mower Exmark has ever built.



BUILT FOR LARGE PROPERTIES

The robust engine power and large deck sizes make these mowers Exmark's most productive diesel machines ever. They are a great solution for universities, municipalities, and other sizeable properties yet nimble enough to maneuver smaller landscapes.



ENHANCED OPERATOR COMFORT

Operator comfort is critical to productivity. That's why we've worked so hard to reduce noise and vibration, and placed the operator seat in full suspension on ISO mounts—so you can go for hours.

TOP ACCESSORIES

- LED Light Kit
- Micro-Mulch System
- Operator Controlled Discharge
- Sun Shade
- Trash Container
- Turf Striping Kit
- UltraVac Collection Systems

Accessories may not fit each mower model. Please visit exmark.com or check with your dealer on accessory fit-up for each model.



**SIGNATURE CUT QUALITY.
VACUUMING PERFECTION.
RESPONSIVENESS AND CONTROL.**

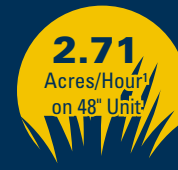
FEATURES

Full-Floating Fabricated Deck
Rear Discharge: 42 | 48

Commercial-Grade Engines
Kohler

Easy to Service
Gas tank swings open for engine accessibility while drive belts are easily removed and installed without tools

Airflow flexibility
The deck collection chute is a full six inches in diameter that combined with a large diameter blower, generates more airflow for better vacuuming and debris collection



NAVIGATOR

The Navigator, Exmark's signature fine-cut machine, has a patented fill reduction and large diameter blower allowing the operator to vacuum a perfectly mowed lawn in record time. The fill reduction system allows operators to quickly switch from dedicated bagging mode where they are collecting 100 percent of the clippings, to a fill-reduction mode where they are collecting half of the clippings while mulching the other half of the clippings. The center discharge deck is designed for two-sided trimming to more accurately control discharge, keeping flowerbeds and walkways free of clippings.



OPERATOR COMFORT
The effortless "Feather Touch" steering controls, combined with a bolstered high-back seat, foam padded cushion and rubber seat isolators, add up to a comfortable ride that reduces operator fatigue—for all-day operation.



DECK LATCH
Changing the height of cut has been made easy with the added deck latch. Rather than holding the deck while changing the height of cut, the deck will now lock into place making it easier on operators.

TOP ACCESSORIES

- Automatic Door Opener Kit
- Dump Tubs
- LED Light Kit
- Micro-Mulch System
- Narrow Drive Tire Kit
- Powered Dump

Accessories may not fit each mower model. Please visit exmark.com or check with your dealer on accessory fit-up for each model.

BUILT FOR A SIGNATURE CUT

When it comes to durability, Exmark's UltraCut decks are among the strongest in the industry and set the standard for productivity and quality of cut. These UltraCut mowing systems are the ultimate in a floating deck for efficiency, quality of cut and rugged durability. Regardless of which one you choose, your mower will deliver the cut quality, durability and longevity you expect from Exmark.



SERIES 2
Featured on our Quest lineup, the Series 2 decks are fabricated and welded. Optimized for residential applications providing a professional quality of cut.

ULTRACUT™ SERIES 3
These full-floating decks precisely follow ground contours to deliver a more consistent height of cut and reduced scalping. They feature robust, yet flexible, discharge chutes, designed to reduce the possibility of impact damage from trees, rocks and other obstacles.

ULTRACUT™ SERIES 4
With a deeper design, these decks are formed and welded to provide superior strength and durability. These decks feature sealed, maintenance-free spindle assemblies and patented spherical bearing design on the idler arm pivots to eliminate maintenance and reduce downtime.

ULTRACUT™ SERIES 6
All the features from the Series 4 deck are standard plus an enhanced cutter housing. The Series 6 deck cutter housing features a more robust spindle and bearings. All components in these decks work together to deliver the quality of cut you expect from an Exmark mower.

ULTRACUT™ REAR DISCHARGE
The Rear Discharge deck has counter-rotating blades for enhanced clipping dispersion with the ability to trim on both sides of the deck. Deck comes standard with black side bumpers. Optional white bumpers available which are perfect for not leaving marks.

ULTRACUT REAR DISCHARGE WITH FLEX WINGS
Our flex wing decks are the ultimate mowing systems for productivity with 96- or 144-inch widths available. Capable of articulating up to 20-degrees up and 15-degrees down to precisely follow ground contour, the wing decks fold hydraulically to minimize trailering space. All UltraCut Flex Wing cutting decks are engineered to not just be more productive, but also deliver the durability and signature cut quality Exmark owners expect.

DECK	Used On	Deck Depth	Cutter Housing	Spindle Shaft	Bearings	Bag	Mulch	Discharge Direction	Discharge Chute	Belt Covers
SERIES 2	Quest	4.0"	5.50"	17mm	Sealed, Maintenance-Free	Yes	Yes	Side	Composite	High-Strength Polymer Belt Covers
ULTRACUT SERIES 3	Turf Tracer S-Series Radius E- & S-Series Staris E-Series	5.0"	7.30"							
ULTRACUT SERIES 4	Turf Tracer X-Series Vertex S-Series Radius X-Series Lazer Z E- & S-Series Lazer Z Diesel	5.5"	7.75"	25mm	Sealed, Maintenance-Free Dual, Double-Row	No	Yes	Rear	Flexible	High-Strength Patented Polymer Belt Covers
ULTRACUT SERIES 6	Lazer Z X-Series			30mm						
ULTRACUT REAR DISCHARGE	Radius S-Series Lazer Z S-Series Lazer Z Diesel	5.5"	7.75"	25mm	Sealed, Maintenance-Free Dual, Double-Row	No	Yes	Rear	n/a	High-Strength Patented Polymer Belt Covers
ULTRACUT REAR DISCHARGE W/ FLEX WINGS	Lazer Z X-Series Lazer Z Diesel									Metal

BUILT FOR COLLECTING

When it comes to collection systems, there's no 'one size fits all' solution. That's why we engineer our collection systems for the specific needs of your Exmark mower. Whether you need a non-powered bagger for residential use, or a commercial-grade UltraVac powered collection system to power through the toughest lawn clean up, Exmark has you covered.

2-BAG COLLECTION SYSTEM NON-POWERED

Fits: Quest

- Larger-diameter, smooth-bore discharge tubes
- Sturdy, large-capacity collection bags
- Durable, injection-molded hood
- Quick-attach deck boot
- Streamlined design for better trimming
- Low profile to get under obstacles easier

2-BAG COLLECTION SYSTEM POWERED

Fits: Radius

- Cloth mesh bags with reinforced bottoms.
- Full 8.0-bushel commercial capacity
- 5-blade steel impellers with sealed non-greaseable bearings

ULTRAVAC 2- OR 3-BAG COMMERCIAL-GRADE POWERED COLLECTION SYSTEM

Fits: Lazer Z and Radius (2-bag only)

- Switch between bag discharge and side discharge with quick-attach
- Less clogging with larger-diameter tubes
- Compact design minimizes trailer space for easy maneuverability
- Dust reduction with sealed hoods
- Two or three UltraVac discharge units (8 or 12 bushels)

ULTRAVAC QUICK DUMP SYSTEM COMMERCIAL-GRADE POWERED COLLECTION SYSTEM

Fits: Lazer Z (excludes Diesel)

- Discharges grass quickly with one simple motion of the release lever
- Features a commercial-grade steel and polyethylene hopper with rear-discharge door (7 bushels or 11 bushels)

3-BUSHEL BAGGER

Fits: Large walk-behinds, stand-ons and most riders

- Lightweight, easy to attach



96-inch Gas-Powered Lazer Z



UltraVac 2- or 3-Bag



UltraVac Quick Dump System



3-Bushel Bagger



Radius 2-Bag Collection System - Powered



Quest 2-Bag Collection System - Non-Powered

THE ONLY PARTS WORTHY OF BEARING OUR NAME.



PERFORMANCE PRODUCTS
Each specially formulated to maximize the performance and life of our hard-working engines.



GO ORIGINAL
Only Exmark has the expertise and know-how to provide the right parts specifically designed for your machine.

BUILT FOR PERFORMANCE








Product	Engine	Deck Size	Deck	Fuel Capacity	Transmission		Ground Speed	Acres Per Hour ¹	Cutting Height	Blade Engagement	Front Casters	Drive Tires	Bag Capacity	Warranty ²
COMMERCIAL 21 S-SERIES	Kawasaki FJ180V	21"	2-in-1: Bag and Mulch Single Blade	2 Quarts	Variable Speed		Up to 4.2 mph	.71	1.0" to 4.5" Single-Point, Rear Height Adjust Patented Front Height Adjust System	Zone	n/a	9 x 2.25	2.5-Bushels	1-Year Limited ²
	Kawasaki FJ180V KAI			1 Gallon						Zone Start or BBC				
COMMERCIAL 21 X-SERIES	Honda GXV160	21"	2-in-1: Bag and Mulch Single Blade	1 Gallon	Variable Speed		Up to 4.2 mph	.71	1.0" to 4.5" Single-Point, Rear Height Adjust Patented Front Height Adjust System	Zone Start or BBC	n/a	9 x 2.25	2.5-Bushels	1-Year Limited ²
	Kawasaki FJ180V KAI													
COMMERCIAL 30 X-SERIES	Kawasaki FJ180V KAI	30"	3-in-1: Bag, Mulch, Side-Discharge Two Blades	1 Gallon	Variable Speed		Up to 3.8 mph	.92	1.5" to 5.0" Single-Point, Rear Height Adjust Patented Front Height Adjust System	BBC	n/a	10 x 3.0	2.5-Bushels	1-Year Limited ²
	Kohler CV200 Command PRO [®]													
TURF TRACER S-SERIES	14.5 HP ³ Kawasaki FS481V V-Twin	36"	UltraCut™ Series 3	5.0 Gallons	Hydraulic Pump and Wheel Motor		Up to 6.2 mph	1.8	1.5" to 4.5" 0.5" increments	Electromagnetic Clutch	9 x 3.5-4 Semi-Pneumatic	16 x 6.5-8	Optional 3-Bushel Bagger	2-Year Limited ²
	18.5 HP ³ Kawasaki FS600V V-Twin	48"						2.40				16 x 7.5-8		
		52"						2.60						
TURF TRACER X-SERIES	21 HP ³ Kohler ECV650 Command PRO [®] EFI	52"	UltraCut Series 4	5.0 Gallons	Hydraulic Pump and Wheel Motor		Up to 6.75 mph	2.83	1.5" to 4.5" 0.5" increments	Electromagnetic Clutch	11 x 4.0-5 Semi-Pneumatic	18 x 8.5-8	Optional 3-Bushel Bagger	2-Year Limited ²
		60"						3.27						
STARIS E-SERIES	18.5 HP ³ Kawasaki FS600V V-Twin	32"	UltraCut Series 3	5.0 Gallons	Hydraulic Pump and Wheel Motor		Up to 7.5 mph	1.94	1.0" to 4.5" in 0.25" increments	Electromagnetic Clutch	9 x 4.50-5 Semi-Pneumatic	21 x 7.0-10	Optional 3-Bushel Bagger	4-Year or 750 Hours, Limited No Hour Limit First Two Years ²
		36"						2.18				21 x 8.5-10		
VERTEX S-SERIES	23.5 HP ³ Kawasaki FX730V V-Twin	48"	UltraCut Series 4	8.0 Gallons	Hydraulic Pump and Wheel Motor		Up to 8.5 mph	3.29	1.5" to 5.0" in 0.25" increments	Electromagnetic Clutch	13 x 5.0-6 Semi-Pneumatic	20 x 10-8	Optional 3-Bushel Bagger	4-Year or 1,250 Hours, Limited No Hour Limit First Two Years ²
		52"						3.56						
		60"						4.11						
	25 HP ³ Kohler ECV740 Command PRO [®] EFI	52"	3.56											
		60"	4.11											

BUILT FOR PERFORMANCE



Product	Engine	Deck Size	Deck	Fuel Capacity	Transmission	Ground Speed	Acres per Hour ¹	Cutting Height	Seat	Front Casters	Drive Tires	Non-Powered	Powered	UltraVac 2-Bag	UltraVac 3-Bag	Ultra Vac QDS	Warranty ²		
QUEST E-SERIES	22 HP ³ Kohler 7000 Series [®] KT725	42"	Series 2 Fabricated	3.0 Gallons	ZT-2100	Up to 7.0 mph	2.37	1.5" to 4.5" 0.5" increments	Foam-Padded High Back, <i>Optional Armrests</i>	11 x 4.0-5 Smooth Pneumatic	18 x 7.5-8	•					30-Day Commercial, Limited 3-Year Consumer, Limited ²		
		50"								11 x 6.0-5 Smooth Pneumatic	18 x 9.5-8								
QUEST S-SERIES	24.5 HP ³ Exmark 708 V-Twin	54"			ZT-2200				Two-Toned, Foam-Padded High Back, with Armrests	13 x 6.5-6 Smooth Pneumatic	20 x 10-10	•							
	24 HP ³ Kohler 7000 Series KT735																		
RADIUS E-SERIES	24.5 HP ³ Exmark 708 V-Twin	48"	UltraCut Series 3	7.0 Gallons	ZT-2800	Up to 8.0 mph	3.10	1.5" to 5.0" 0.25" increments	18" Commercial High Back	13 x 6.5-6 Pneumatic	22 x 9.5-12		•	•			4-Year or 500 Hours, Limited ²		
		52"																22 x 10.5-12	
		60"																23 x 9.5-12	
RADIUS S-SERIES	20.5 HP ³ Kawasaki FX651V V-Twin	48"	UltraCut Rear Discharge		ZT-3100	Up to 9.0 mph	3.48		20" Premium Full Adjustable Seat Suspension	13 x 6.5-6 Pneumatic	23 x 10.5-12		•	•			4-Year or 750 Hours, Limited ²		
	22 HP ³ Kawasaki FX691V V-Twin	52"																23 x 9.5-12	
	23.5 HP ³ Kawasaki FX730V V-Twin	60"																23 x 10.5-12	
RADIUS X-SERIES	31 HP ³ Kawasaki FX921V V-Twin	60"	UltraCut™ Series 4		ZT-3400	Up to 10.0 mph	4.83				24 x 12-12		•	•			4-Year or 1,000 Hours, Limited ²		
LAZER Z E-SERIES	20.5 HP ³ Kawasaki FX651V V-Twin	48"	UltraCut™ Series 4	8.0 Gallons	12cc	Up to 8.0 mph	3.10	1.0" to 5.5" in 0.25" increments	Deluxe Adjustable Suspension	13 x 5.0-6 Semi-Pneumatic	23 x 9.5-12			•	•	•	5-Year or 1,250 Hours, Limited No Hour Limit First Two Years ²		
	24.5 HP ³ Kawasaki FX751V V-Twin	52"																13 x 6.5-6 Semi-Pneumatic	24 x 12-12
	25 HP ³ Kohler CV742 Command PRO 25.5 HP ³ Kawasaki FX801V V-Twin 26 HP ³ Vanguard V-Twin	60"																13 x 6.5-6 Pneumatic (A3 Models)	24 x 12-12
	25.5 HP ³ Kawasaki FX801V V-Twin	72"																13 x 5.0-6 Semi-Pneumatic	23 x 9.5-12
LAZER Z S-SERIES	25.5 HP ³ Kawasaki FX801V V-Twin	52"	UltraCut Rear Discharge Deck		12cc	Up to 10.0 mph	4.19		Deluxe Adjustable Suspension with Seat Isolation System	13 x 6.5-6 Semi-Pneumatic	24 x 12-12			•	•	•	5-Year or 1,500 Hours, Limited No Hour Limit First Two Years ²		
	26.5 HP ³ Kohler ECV749 Command PRO EFI	60"																13 x 6.5-6 Semi-Pneumatic	24 x 12-12
	26.5 HP ³ Kohler ECV749 Command PRO EFI	72"																13 x 6.5-6 Semi-Pneumatic	24 x 12-12
LAZER Z X-SERIES	25.5 HP ³ Kawasaki FX801V V-Twin	60"	UltraCut Series 6	12.0 Gallons	16cc	Up to 11.5 mph	5.56		Deluxe Adjustable Suspension with Seat Isolation System	13 x 6.5-6 Semi-Pneumatic	24 x 12-12			•	•	•	5-Year or 1,500 Hours, Limited No Hour Limit First Two Years ²		
	31 HP ³ Kawasaki FX921V V-Twin 37 HP ³ Vanguard Big Block™ V-Twin EFI with Oil Guard™ System	72"																13 x 6.5-6 Semi-Pneumatic	24 x 12-12
	38 HP ³ Kohler ECV980 Command PRO EFI with RED Technology	72"																13 x 6.5-6 Semi-Pneumatic	24 x 12-12
	38 HP ³ Kohler ECV980 Command PRO EFI with RED Technology	96"																UltraCut Rear Discharge w/ Flex Wings	24 x 12-12
LAZER Z DIESEL	25 HP ⁴ Yanmar [®] 3TNV80FT 1.3-Liter Turbo with RED Technology	60"	UltraCut Series 4		Kanzaki KPS-18T	Up to 11.0 mph	5.32		Premium Suspension w/ Seat Isolation System	15 x 6.0-6 Semi-Pneumatic	26 x 12-12			•	•		5-Year or 1,500 Hours, Limited No Hour Limit First Two Years ²		
	37 HP ⁴ Yanmar 3TNV88C 1.6-Liter Common Rail with RED Technology	72"	UltraCut Rear Discharge Deck															26 x 12-12	
	37 HP ⁴ Yanmar 3TNV88C 1.6-Liter Common Rail with RED Technology	96"	UltraCut Rear Discharge w/ Flex Wings															26 x 12-12	
	43.5 HP ⁴ Yanmar 3TNV86CT 1.6L Common Rail Turbocharged Diesel with RED Technology	144"	UltraCut Rear Discharge w/ Flex Wings															26 x 12-12	
NAVIGATOR	23 HP ³ Kohler CH730 Command PRO EFI	42"	Full-Floating Fabricated	7.5 Gallons	12cc	Up to 7.0 mph	2.37	1.0" to 4.0" in 0.25" increments	Commercial High Back	8 x 3.0-4 Semi-Pneumatic	18 x 10.5-10						2-Year Limited ²		
	25 HP ³ Kohler CH740 Command PRO	48"																	

EXMARK MFG. CO., INC.

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¹ Many manufacturers use 100% efficiency ratings for sale purposes. Exmark believes an 80% efficiency rating is more representative of actual mowing conditions, as it allows for turns and overlapping. Formulas for calculating acres per hour: **100% efficiency:** MPH x width of cut ÷ 99 = acres per hour | **80% efficiency:** MPH x width of cut ÷ 124 = acres per hour

² For complete details, visit exmark.com or your local dealer.

³The gross horsepower of these gasoline engines was laboratory rated at 3600 rpm by the engine manufacturer in accordance with SAE J1940 or SAE J2723. As configured to meet safety, emission and operating requirements, the actual engine horsepower on these mowers may be significantly lower.

⁴The gross horsepower of the 3TNV80FT was laboratory rated at 2600 rpm; the 3TNV88C was laboratory rated at 3000 rpm by the engine manufacturer in accordance with SAE J1995. As configured to meet safety, emission and operating requirements, the actual engine horsepower on these mowers may be significantly lower.

Products depicted in this literature are for demonstration purposes only. Actual products offered for sale may vary in use, design, required attachments and safety features. We reserve the right to improve our products and make changes in specifications, designs and standard equipment without notice and without incurring obligation. For additional product information including operation manuals, safety materials and warranty details, please visit www.exmark.com or see your dealer for complete details.

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142-9176





Z Turf Equipment is part of the Exmark® family of products.



Z TURF EQUIPMENT

PRODUCTIVITY + VERSATILITY = PROFITABILITY

At Z Turf Equipment, we're focused on building turf management equipment that helps you finish jobs faster, more profitably, with unmatched results. Our innovative, yet elegantly simple designs deliver performance and reliability you can count on every day, with industry leading customer support to keep you up and running. Z Turf Equipment is the equipment partner you need to power your business to the next level.

WE MAKE IT EASY

FLEET

Z Turf Equipment offers special discounts and benefits for fleet customers purchasing multiple Z Turf Equipment or Exmark units. Visit your participating Z Turf Equipment dealer for full details.

FINANCING

Owning Z Turf Equipment machines is easy and affordable, with special finance promotions available through your independent Z Turf Equipment dealer. Get the equipment you need today on terms your business can afford. Apply online or at your local Z Turf Equipment dealer.

PARTS AND SERVICE

When it comes to fit, performance and longevity, there's no substitute for Z Turf Equipment OEM parts. Whether you perform your own maintenance or rely on our nationwide network of servicing dealers, Z Turf Equipment has you covered with everything you need to maintain your machines.





**LEAN-TO-STEER.
EASY TO MANEUVER.
IMPROVED PROFITABILITY.**



The Z-Spray LTS spreader-sprayer is one of the most advanced machines in its category. Extremely easy to operate and maneuver, it features our most advanced lean-to-steer technology, outstanding versatility and amazing stability—even on hillsides. Couple that with outstanding durability and you have a spreader-sprayer that is built to last.



LEAN-TO-STEER TECHNOLOGY

Enables the operator to control speed and direction with one hand, which frees the other hand to adjust spread or spray controls, or perform spot treatments with the easy access spray wand. The intuitive control layout makes the machine easy to operate and make adjustments on the fly.



PROFITABILITY

The 2-in-1 capabilities of the LTS gives operators the choice to spread granular or spray liquid fertilizer with each pass of the machine. With the ability to cover more properties in less time, operators can be more profitable.



COMPACT DESIGN

With only a 36-inch footprint, this nimble commercial spreader-sprayer is the perfect size for gated backyards and other hard to reach areas.

FEATURES



LARGE HOPPER CAPACITY

The large hopper can hold 175 pounds and is equipped with a soft, easy-to-remove cover. The built in carrier on top of the tank can also hold an extra 50-pound bag of dry material for the spread system.



AGITATION SYSTEM

The in-tank agitation system keeps materials in suspension for even more, consistent coverage. This allows operators to use a wider range of materials, from flowable solids to wettable powders.



STABILITY

Designed for performance, the 53-inch turning radius of this machine also provides operators outstanding stability—even on uneven terrain.



SPRAY TANK

For greater efficiency, a single 20-gallon tank, with one fill location, keeps you spraying longer with fewer fill-ups.

PRODUCTIVITY



DIGITAL CONTROLS

The Z-Spray LTS spreader-sprayer offers digital spread and spray controls for easier, more precise application settings. These controls increase application precision, for optimal results and reduced material waste. Constant agitation in the tank ensures materials are kept in suspension for consistent spray performance, even when using wettable powders and other dry-flowable materials.

ACCESSORIES



ANTI-SIPHON ASSEMBLY



HOPPER SCREENS



HOSE TRAY — 15 FT.



MULTIPURPOSE BAG



30-FT. EXTENDED HOSE LENGTH WITH HOSE TRAY



SPRAY WANDS

Also Available:
Additional Spray
Nozzles

Accessories may not fit each model. Please visit zturfequipment.com or check with your dealer on accessory fit-up for each model.



**ZERO-TURN MANEUVERABILITY.
VERSATILE AND PROFITABLE.
FEATURES ADD PRODUCTIVITY.**



One size doesn't fit all when it comes to commercial sprayers and spreaders; that's why Z Turf Equipment offers t. With the ability to apply granular and liquid materials simultaneously or separately, these versatile machines are the ultimate resource for your business.



LOCKING CASTERS
The patented locking front caster system helps to protect lawns and provides stability on uneven surfaces.



STAINLESS STEEL CHASSIS
All zero-turn Z-Sprays feature high-grade corrosive-resistant stainless steel, ensuring your equipment will endure many seasons to come.



NOZZLES
The durable ceramic air induction tips provide low drift application even in windy conditions and can be shut off immediately, giving you the control you need to consistently apply the correct chemicals to the turf.

FEATURES



CALIBRATION
Calibration is made easy, thanks to the conveniently located digital speedometer, liquid filled pressure gauge and helpful calibration chart.



75-FT HOSE REEL
When you need to spot treat or have a hard to reach area, the 75-foot hose reel will give you even more flexibility in the properties you can treat. (Not available on Jr. 36 or LTS)



FOOT OPERATED SWITCH
Conveniently located to help reduce operator fatigue, the foot operated switch is ideal for situations that require spot spraying.



LIQUID PUMP
Pumping at a rate of 5.3 gallons per minute, units are capable of spraying up to 1 gallon per 1,000 square feet, dependent on tip size. A 7 gallon-per-minute XL pump is an available accessory.

PRODUCTIVITY



FEATURES THAT ADD UP
The Z-Spray spreader-sprayers were designed to deliver the productivity and ROI that your business needs. With zero-turn maneuverability, they enable operators to quickly and accurately apply the necessary products, in less time, every time. The large hydraulic hoppers range from 120- to 220-pounds of granular capacity and allow operators to vary the spread pattern from 3 to 25-feet. Then add in the additional 100-pound granular capacity with the rear fertilizer boxes on all models, and operators get the job done in less time with fewer trips to the truck. With dual tanks on each unit, the liquid capacity ranges from 24- up to 60-gallons. All zero-turn Z-Spray units feature a three section break-away spray boom that is controlled by DirectoValve® Control Valves. Operators can turn on and off the sections of the boom at any given time to adjust the spray width needed for the job.

AVAILABLE OPTIONS



MAKE IT VERSATILE
To keep the Z-Spray spreader-sprayers working for you all season long, these versatile units can be outfitted with a number of optional attachments. The Z-Spray Max is featuring the following optional accessories:

- 1 7 Gallon Isolated Tank
- 2 7 Gallon Auxiliary Tank
- 3 Foam Marker
- 4 30 Gallon Auxiliary Tank
- 5 7 Gallon-per-minute (gpm) XL Pump and Alternator (can't be seen)

Note:
20 Gallon Auxiliary Tank available for Junior 36

COMPARISON CHART



	ZSL3620	ZS3624	ZS4630	ZS5260	ZS5260XL
MODEL NO.	ZSL3620	ZS3624	ZS4630	ZS5260	ZS5260XL
ENGINES	9.5 HP ¹ Kohler® CH395 Command PRO®	16 HP ¹ Vanguard®	16 HP ¹ Vanguard	16 HP ¹ Vanguard	
FUEL CAPACITY	1.6 Gallons	5 Gallons	5 Gallons	5 Gallons	
TRANSMISSION	Hydrostatic	Hydrostatic	Hydrostatic	Hydrostatic	
SPEED	Up to 5.5 mph	Up to 7.0 mph	Up to 8.0 mph	Up to 8.0 mph	
REAR TIRES	18 x 7.5-8	18 x 7.5-8	20 x 10.5-8	20 x 10.5-8	
FRAME	Stainless Steel	Stainless Steel	Stainless Steel	Stainless Steel	
HOPPER CAPACITY	175 lbs. + 50 lbs. on Spray Tank; 12 VDC, 2 HP Motor	120 lbs. + Two 50 lbs. Fertilizer Trays; Hydraulic Motor	220 lbs. + Two 50 lbs. Fertilizer Trays; Hydraulic Motor	220 lbs. + Two 50 lbs. Fertilizer Trays; Hydraulic Motor	
SPREAD WIDTH	Adjustable from 4 ft. up to 22 ft.	Adjustable from 3 ft. up to 25 ft.	Adjustable from 3 ft. up to 25 ft.	Adjustable from 3 ft. up to 25 ft.	
TANK CAPACITY	20 Gallons	24 Gallons (Two 12-Gallon Tanks)	30 Gallons (Two 15-Gallon Tanks)	60 Gallons (Two 30-Gallon Tanks)	
PUMP	Remco 3.8 gpm	Remco 5.3 gpm	Remco 5.3 gpm	Remco 5.3 gpm	Remco 7.0 gpm
SPRAY RATE	Wide - 0.69 gpm at 30 psi, 0.80 gpm at 40 psi; Narrow - 0.35 gpm at 30 psi, 0.40 gpm at 40 psi	Capacity per Nozzle 0.22 gpm at 30 psi, 0.25 gpm at 40 psi	Capacity per Nozzle 0.22 gpm at 30 psi, 0.25 gpm at 40 psi	Capacity per Nozzle 0.22 gpm at 30 psi, 0.25 gpm at 40 psi	
SPRAY WIDTH	Wide Spray up to 11 ft. wide; Narrow Spray up to 5 ft. wide	2 ft., 4 ft., 6 ft., or 8 ft	2 ft., 4 ft., 6 ft., or 8 ft.	2 ft., 6 ft., 8ft., or 10 ft.	
GATE WIDTH	36"	36"	46"	52"	
ONBOARD INTELLIGENCE	Digital Spreader Speed & Spray Pressure Control	Digital Speedometer	Digital Speedometer	Digital Speedometer	
WARRANTY <small>For complete details, visit zturfequipment.com or your local dealer</small>	1-Year Limited	1-Year Limited	1-Year Limited	1-Year Limited	

¹The gross horsepower of these gasoline engines was laboratory rated at 3600 or 4,000 rpm by the engine manufacturer in accordance with SAE J1940 or SAE J2723. As configured to meet safety, emission and operating requirements, the actual engine horsepower on these units may be significantly lower.



**LEGENDARY STRENGTH.
INCREASED MANEUVERABILITY.
PRODUCTIVITY MEANS PROFITABILITY.**

AERATION TIMING



WHY AERATE:

Along with mowing, watering, fertilizing and pest control, aeration is an important part of turf care. While there are several different types of aeration, hollow tine or "core" aeration is the most common technique for residential and commercial properties.

There are a number of reasons to core aerate, but the main benefits are to:

1. Relieve compaction—Compacted soil reduces the amount of pores, which are essential for gas exchange and water retention.
2. Improves gas exchange—Gas exchange is critical for proper root respiration. The more pores available for oxygen, the healthier the root system.
3. Improves soil drainage—Improved drainage means that more water is percolating into the soil from natural precipitation or irrigation. This means less run-off and more water getting to where it needs to go. Poor soil drainage also increases the possibility for disease.

Bottom line: Aeration improves the overall health of the turf.

WHEN TO AERATE:

The best time to aerate depends upon the type of turf. Aeration should occur during periods of active growth to help with the recovery. Typically, warm season grasses are aerated in late spring and early summer. The ideal time to aerate cool season grasses is early fall, but they can also be aerated in spring. Aeration should be done before application of pre-emergents.

Aeration should be avoided at certain times. For example, cool season grasses should never be aerated during times of high stress (summer). Warm season grasses should not be aerated preceding dormancy (fall).



Z-AERATE 30-INCH

Outfitted with intuitive controls, the Z-Aerate 30-inch is incredibly easy to operate just about anywhere. And, working at speeds up to 7 mph, it enables operators to aerate more than 1.8 acres per hour.



Z-AERATE 24-INCH

Our compact Z-Aerate 24-inch gives operators even more maneuverability making it possible to access smaller yards, more quickly—without operator fatigue. With drive speeds up to 6.8 miles per hour, it can aerate nearly 1.4 acres per hour.



Productivity is the key to profitability for your business, and our aerators cover from one to two acres per hour with intuitive controls, maneuverability and straightforward operation. With the unmatched productivity of our stand-on aerators, Z Turf Equipment delivers top-notch performance, durability and ease of use.



INTUITIVE CONTROLS

The simple, intuitive controls—similar to commercial mowers—give landscape pros easy operation, zero-turn agility, precise control and fatigue-reducing ergonomics.



COMMERCIAL DURABILITY

Equipped with commercial-grade engines, these sturdy and durable machines are built to last and deliver the performance you need time after time.



GO ANYWHERE

The Z-Aerate 24-inch has a total width of 35.5-inches, giving it the ability to fit through a 36-inch gate. This makes it possible to access more yards, quicker, without the fatigue typically experienced with a small walk-behind aerator.



ELECTRONIC DEPTH CONTROL

With the ability to easily set tine depth between 0.5" and 5", the patented Electronic Depth Control allows operators to maintain consistent core quality around a property. (24- and 30-inch only)



SPREADER ATTACHMENT

With an 80-lb. seed capacity, the spreader attachment enables landscape pros to offer overseeding in conjunction with aeration programs. The versatility significantly increases the productivity in revenue potential of the machine.



PRODUCTIVITY LEADS TO PROFITABILITY

Drive speeds up to 7 mph allow operators to aerate more than 1.8 acres every hour.* Therefore, businesses can aerate more properties, in less time, to become even more profitable.



REDUCED OPERATOR FATIGUE

Enhancing both productivity and profitability, our ergonomically designed, stand-on aerators are less taxing to operate. The full-floating platforms on these machines adjust ride comfort to the weight of the operator, increasing comfort and decreasing fatigue.



EXCEPTIONAL CORE QUALITY

Our models feature durable, heavy-duty, self-cleaning tines and pull 4.6 quality plugs per square foot. Our stand-on's hydraulic down-pressure can be used to pull up to 5-inch plugs.

*Productivity based on 80% efficiency rating. See back for more details.



**SIMPLE OPERATION.
ZERO-TURN MANEUVERABILITY.
VERSATILE ACCESSORIES.**



Redefining the industry, the Z-Aerate 40-inch brings new life to the demanding job of aeration. With its innovative design, zero-turn maneuverability, a standard hydraulic drive hopper, and a host of available attachments, the Z-Aerate 40-inch adds up to a highly profitable machine for your business.

FEATURES



SIMPLE OPERATION
The up-down lift controls for the aeration head are ergonomically located in the ends of the joysticks—resulting in easy operation and a decrease in operator fatigue.



LOCKING CASTERS
The patented locking front caster system helps to protect lawns and provides stability on uneven surfaces.



FUEL CAPACITY
The large capacity, 5-gallon fuel tank results in fewer trips back to the truck so you can aerate longer with fewer fill-ups.



CORE QUALITY
Featuring thirty, 3/4-inch hardened tines per side, the Z-Aerate utilizes a powerful hydraulic down force system in addition to the weight of the machine to pull up to 3 1/2-inch plugs.

ACCESSORIES



30 GALLON SPRAY SYSTEM



36-INCH SLICE SEEDER

Also Available:
40-inch Spike Style Aeration Head

Accessories may not fit each model. Please visit zturfequipment.com or check with your dealer on accessory fit-up for each model.



46-INCH DETHATCH RAKE



HYDRAULIC DRIVE HOPPER
With 120 pounds capacity, the standard hydraulic drive hopper enables operators to offer over-seeding in conjunction with their aeration process—maximizing the revenue opportunities for their business.



MANEUVERABILITY RESULTS IN PRODUCTIVITY
With zero-turn maneuverability, the Z-Aerate 40-inch features a full-floating 40-inch split-reel aeration head enabling you to aerate around curvy beds and sidewalks without lifting the head out of the ground. The removable weights also allow you to easily adjust for wet or dry soil conditions.



COMMERCIAL DURABILITY
Powered by a commercial-grade Vanguard engine, and a proven Hydro-Gear® pumps and Parker® wheel motor combination, you can be confident this durable machine will endure many seasons to come.

COMPARISON CHART



MODEL NO. ZA3624

MODEL NO. ZA4830

MODEL NO. ZA4640

ENGINE 14 HP¹ Kohler CH440 Command PRO

ENGINE 15 HP¹ Kawasaki FS541

ENGINE 18 HP¹ Vanguard

WORKING WIDTH 24"

WORKING WIDTH 30"

WORKING WIDTH 40"

FUEL CAPACITY 1.85 Gallons

FUEL CAPACITY 5 Gallons

FUEL CAPACITY 5 Gallons

TRANSMISSION Hydro-Gear ZT3100

TRANSMISSION Hydro-Gear ZT3100

TRANSMISSION Pump and Wheel Motor

TIRES Front Tires: 11 x 4-5 Semi-Pneumatic
Rear Tires: 16.5 x 4-8

TIRES Front Tires: 13 x 5-6 Semi-Pneumatic
Rear Tires 16 x 6.50-8

TIRES Front Tires: 13 x 6.5-6 Ribbed Pneumatic
Rear Tires: 20 x 10.5-8

SPEED Up to 6.8 mph

SPEED Up to 7.0 mph

SPEED Up to 8.0 mph

NUMBER OF TINES 36 Coring Tines

NUMBER OF TINES 48 Coring Tines

NUMBER OF TINES 60 Coring Tines

DRIVE #50 chain

DRIVE #50 chain

DRIVE n/a

CORE DEPTH 0.5" to 5"
Set with Electronic Depth Control

CORE DEPTH 0.5" to 5"
Set with Electronic Depth Control

CORE DEPTH .5" to 3.5"

WARRANTY
For complete details,
visit zturfequipment.com
or your local dealer

1-Year Limited

1-Year Limited

1-Year Limited

¹The gross horsepower of these gasoline engines was laboratory rated at 3600 or 4000 rpm by the engine manufacturer in accordance with SAE J1940 or SAE J2723. As configured to meet safety, emission and operating requirements, the actual engine horsepower on these units may be significantly lower.



**THREE-IN-ONE.
IMPROVED GERMINATION.
COMMERCIAL GRADE.**



Engineered to verticut, dethatch and overseed with every pass, ZTurf Equipment's 20-inch Z-Seed makes it easier than ever to realize better results—and greater efficiency.

WHY SEED

WHY USE A SLICER SEEDER:

A slicer seeder, or slit-seeder, is ideal for overseeding established lawns. It cuts through the thatch layer and into the soil after dropping the seed, which boosts seed-to-soil contact. This puts the seed in a far better position to germinate and begin root development, increasing the success of overseeding operations.

WHEN TO OVERSEED:

In the northern U.S., overseeding is most commonly performed in the early fall and spring, while in the south, summer overseeding is typically the standard. Overseeding should take place during periods of active growth. With cool-season turf varieties, it's best to avoid overseeding in the hottest parts of the season. Overseeding warm-season grasses in the summer often delivers the best results because of their need for increased soil temperature for successful germination.



LARGE-CAPACITY SEED HOPPER
With its 40-pound seed hopper, our Z-Seed can help you handle big jobs without constantly stopping for more seed. So you get done faster.



COMMERCIAL-GRADE PROFITABILITY
We know that landscape pros' livelihoods revolve around increasing service offerings in an effort to maximize profitability, and our 3-in-1 Z-Seed will help them do just that.



DURABLE STEEL BLADES
High-carbon steel blades remove thatch while providing maximum seed-to-soil contact. This enables superior germination for a healthy, great-looking lawn.



MODEL NO.

ZD3020

ENGINE

9.5 HP¹ Kohler CH395 Command PRO

SEEDING/SLICING WIDTH

20"

FUEL CAPACITY

1.6 Gallons

CLUTCH

Warner Mag-Stop

TIRES

11 x 4-4

CUTTING DEPTH

Adjustable up to 1" deep

HOPPER SIZE

40 lbs.

SPEED

0–3.8 mph forward

WARRANTY

*For complete details,
visit zturfequipment.com
or your local dealer*

1-Year Limited

¹The gross horsepower of these gasoline engines was laboratory rated at 3600 or 4000 rpm by the engine manufacturer in accordance with SAE J1940 or SAE J2723. As configured to meet safety, emission and operating requirements, the actual engine horsepower on these units may be significantly lower.







THE PERFECT FIT EVERY TIME.

Z TURF EQUIPMENT OEM PARTS.

You can rest assured knowing your machine is built with the parts engineered specifically for it. As products evolve, you can be confident OEM parts will fit like a glove and keep you up and running for a long time to come. From specially-formulated performance products like engine oil, to sprayer pumps and nozzles, we have you covered. Contact your local dealer to find the perfect fit for your machine.

Z Turf Equipment

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¹The gross horsepower of these gasoline engines was laboratory rated at 3600 rpm by the engine manufacturer in accordance with SAE J1940 or SAE J2723. As configured to meet safety, emission and operating requirements, the actual engine horsepower on these units may be significantly lower.

Many manufacturers use 100% efficiency ratings for sale purposes. ZTurf Equipment believes an 80% efficiency rating is more representative of actual conditions, as it allows for turns and overlapping. Formulas for calculating 1,000 Square Feet Per Hour Productivity: **100% efficiency:** MPH x Aerating width x 0.44 | **80% efficiency:** MPH x Aerating width x 0.352

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142-9177



CHARGING FORWARD

THE TORO COMPANY
2021 Annual Report

ADVANCING PRIORITIES IN ALTERNATIVE POWER, SMART CONNECTED AND AUTONOMOUS

In what was a dynamic year, we continued to advance our enterprise strategic priorities of accelerating profitable growth, driving productivity and operational excellence, and empowering people. With the financial capacity to invest in the future and drive value for all stakeholders, we made meaningful investments in key technologies, both organically and through acquisitions, to advance our focus areas of alternative power, smart connected and autonomous customer solutions.

Driving exciting advancements in technology, we continue to expand our no-compromise, sustainable battery offering for homeowners, contractors, and golf and grounds customers. Our market leadership with landscape professionals was further strengthened by the launch of our Revolution™ Series line of battery-powered stand-on and zero-turn riding mowers. Providing all-day run time on a single charge using our proprietary HyperCell™ battery system, these machines come equipped with our Horizon360° software which uses GPS and machine telematics to connect employees, equipment, crews and customer jobs together in one system.

At the same time, acquisitions of Turflynx and Left Hand Robotics, along with our internal investments, have accelerated our innovation pipeline of autonomous products and furthered our momentum as a leader in technology advancements in the industries we serve.



For over 25 years, Exmark's Lazer Z® has been the standard of excellence for commercial zero-turn mowers. As customer needs and preferences have evolved, the Lazer Z family has expanded to include four product series that strike a perfect balance of value and performance to get more work done, faster. Exmark's top-of-the-line X-Series provides the productivity landscape contractors need with deck sizes ranging from 60- to 96-inches. And as always, the Lazer Z delivers the Exmark signature cut. ◀

With over 30 professional-grade attachments to choose from, Ventrac offers true Versatility That Works®. Building on the success of the 4500 tractor, Ventrac introduced the new 4520 tractor with expanded capabilities and features. A productivity powerhouse, these incredibly rugged and dependable machines are trusted by golf courses, parks, acreage owners and others needing one machine to do it all. ▼



With strong demand for specialty construction products that improve productivity and jobsite versatility, the Toro Dingo® TX 1000 continues to be trusted by contractors and homeowners in tackling countless projects from landscape to major construction. Designed with industry-leading traction controls, its 1,000-lb. rated operating capacity delivers maximum productivity with the combination of over 35 attachments for earth moving and trenching to lifting and hauling. ▲





Richard M. Olson,
Chairman and
Chief Executive Officer

TO OUR VALUED SHAREHOLDERS

Looking back on the success of fiscal 2021, I believe there has never been a more exciting time to be a part of The Toro Company. Our creative, hard-working teams drove innovative advancements in technology, focusing on **alternative power, smart-connected products,** and **autonomous solutions.** This culminated in the launch of our first commercial-grade, battery-powered, zero-emissions stand-on and zero-turn mowers and the showcasing of several autonomous prototypes.

We experienced strong demand across our businesses and our resilient operations teams and dedicated channel partners worked tirelessly to fulfill customer needs. Recognized for our commitment to building trusted relationships, we continued to strengthen our market leadership positions worldwide. We were honored to be recognized by Tractor Supply Company with a Partner of the Year award for the second year in a row, and to be selected by the City of Amsterdam to enter into a four-year preferred supplier agreement and fleet management partnership to help with their sustainability objective of zero emissions by 2030.

Most remarkably, this all occurred during one of the most challenging environments in our history with a global pandemic, unprecedented supply chain constraints and labor availability challenges. Despite these pressures, The Toro Company achieved record financial results with net sales of \$3.96 billion, **up 17.2%**, adjusted net earnings of \$392.7 million, **up 19.8%**, and adjusted earnings per diluted share **up 19.9%**, all compared to fiscal year 2020, enabling The Toro Company to invest in future innovations and increased manufacturing capacity while also returning value to shareholders through dividends and share repurchases. Our **professional segment** delivered impressive results across the portfolio, driven in part by the strength of our Exmark and Toro landscape contractor businesses, as customers looked to replace and upgrade their fleets. Our **residential segment** exceeded \$1 billion in net sales for the first time. This growth was fueled by strong demand for riding and walk power mowers and snow products due to new product introductions, refreshed marketing and expanded distribution channels.

FISCAL 2021 BUSINESS HIGHLIGHTS

BATTERY REVOLUTION

Landscape professionals responded very positively to the introduction of Toro's **Revolution™ Series** professional battery-powered products, featuring Toro's proprietary **HyperCell™** battery platform which provides all-day runtime on a single charge. The Toro Revolution Series mowers are built with the same commercial-grade chassis and Turbo Force® decks as their gas counterparts, providing the same durability and dependability our professional customers have trusted for years.

Residential customers are increasingly excited about Toro's **60V** battery lineup, stacked with powerful products that

don't compromise on power, durability or quality. In fiscal 2021, we expanded the portfolio with the introduction of a 60V two-stage snowblower that lives up to the **Toro® Power Max®** name. This heavy-duty snowblower is remarkably quiet and easy to use and maintain with zero exhaust emissions. Our 60V line of products now includes over 50 tools and attachments and counting.

Many golf course superintendents are realizing the benefits of operating on battery and hybrid technology, which is helping them reduce or eliminate exhaust emissions and providing quiet operations throughout their facilities. This includes **Toro's Greensmaster® eTriFlex®** riding greens mower, electric **Workman® GTX** utility vehicles, **Greensmaster® e1021 Series** walk greens mowers and **Reelmaster® 5010-H** hybrid fairway mowers.

SMART AND CONNECTED

Smart-connected technologies have continued to be a focus for The Toro Company across our businesses. **Horizon360®**, which uses GPS and machine telematics, was designed to help landscape professionals manage their businesses by connecting employees, equipment, crews and customer jobs together in one system, helping them increase productivity and grow their businesses.

Our Toro Ag business debuted the **Tempus® Automation System**, which was recognized as the 2021 New Product Winner in the agriculture irrigation category by the Irrigation Association. This innovative cloud-based system helps growers more efficiently control irrigation valves and monitor field parameters for even more precision and flexibility.

GROWING GOLF

In fiscal 2021, the game of golf continued to welcome back seasoned players and attract new ones, invigorating the industry with rounds of play exceeding pre-pandemic levels and driving a trend that we expect to continue.

We believe that as the only industry provider to offer a complete solution for both turf and irrigation, we have a unique advantage over our competition. Committed to growing the game of golf, we were thrilled to be selected by The R&A in Scotland, National Links Trust in Washington D.C., Pebble Beach Resorts, and PGA Frisco among many others who chose Toro in the last year to help create and maintain top conditions for their golf facilities. Our teams earn these relationships through our reputation for innovative, high-quality turf maintenance and irrigation equipment, supported by top-performing distributors who deliver superior service and customer care.

ALL-SEASON ADVANTAGE

Versatility and productivity continue to be highly valued by our golf, grounds and landscape customers. With a wide range of attachments across our Ventrac, Toro, and Ditch Witch product categories, customers are able to maximize the investment in their equipment all year long.

In the winter months, BOSS® snowplows are key to increasing productivity and efficiency. For example, the combination of our new rear-mounted BOSS® Drag Pro® 180Z and a front-mounted plow has appealed to customers, cutting time on the job by up to 50%.

CAPITALIZING ON STRONG DEMAND

We experienced exceptionally strong demand across our businesses throughout a very difficult operating environment, including continued supply chain constraints, inflationary pressures and the COVID-19 pandemic. Our businesses and operations teams partnered closely to capitalize on the demand, while aggressively addressing challenges head-on. This included assessing and evolving production and logistics strategies, disciplined control of expenses, a deeper integration of LEAN principles, simplification of SKUs, and pricing adjustments aligned with market dynamics. We also prioritized investments in our production facilities to increase capacity, advance automation and expand desirable spaces for our employees.

LOOKING AHEAD

DELIVERING ON TECHNOLOGY INVESTMENTS

The recent acquisitions of TurfLynx and Left Hand Robotics are accelerating our innovation capacity in designing and manufacturing autonomous equipment. In the coming year, trade show attendees will have the opportunity to preview the latest in autonomous products, including the **Toro® GeoLink® Solutions** fairway mower. This hybrid, robotic fairway mower is expected to be a game-changing first step for golf courses who increasingly seek quiet, zero emission mowers without sacrificing quality of cut. This is particularly crucial now, as our customers face challenges in attracting skilled labor.

We also continue to develop software solutions to help customers increase productivity, including smart-connected solutions like the **IntelliDash™** application. Soon, golf courses will be able to monitor, manage, track and control all aspects of their courses in one place. This comprehensive, convenient system includes everything from turf sensor data to staff assignments, equipment tracking and parts ordering.

INFRASTRUCTURE OPPORTUNITIES

The recently passed U.S. infrastructure legislation is anticipated to provide multi-year growth opportunities for our specialty construction and underground businesses with investments in specific areas of roads, public transportation, broadband and utility installation, clean water and electric vehicle charging stations. The European Union is proposing similar stimulus plans, focusing on comprehensive 5G and gigabit fiber coverage by 2025, as well as prioritizing renewable energy. Our market-leading brands put The Toro Company in a desirable position with the right products, relationships, strategies and teams to support these initiatives, particularly when it comes to underground installation and repair.

BUILDING MOMENTUM

The Toro Company's success is rooted in our long-standing commitment to helping our customers succeed with innovative solutions and incredible support, all through sincere long-term relationships. This legacy is strengthened by our focus on our key strategic priorities of **accelerating profitable growth, driving productivity and operational excellence**, and **empowering our people**. With these priorities as our compass, we exceeded the net sales and adjusted operating earnings goals for our fiscal 2021 **Power Forward** strategic employee initiative.

To build on that momentum, we recently launched our new three-year employee initiative, **Drive for Five**, with the goal of exceeding \$5 billion in annual net sales through organic growth, while also improving profitability, by the end of fiscal 2024.

Of course, none of this would be possible without the exceptional creativity and passion consistently demonstrated by our talented employees and dedicated channel partners, as well as the continued confidence from our customers and shareholders. I am personally grateful for your support and for your trust in The Toro Company.

Sincerely,

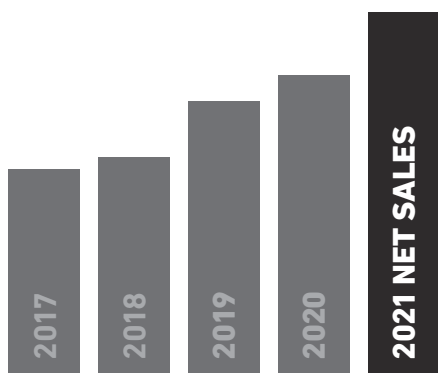


Richard M. Olson

Chairman and Chief Executive Officer

FINANCIAL HIGHLIGHTS

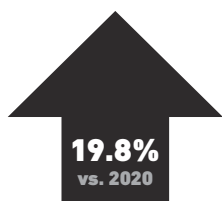
Fiscal years ended October 31



**\$3.96
BILLION**

17.2%
↑
vs. 2020

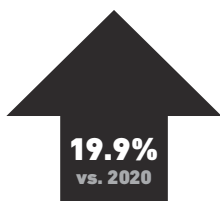
ADJUSTED NET EARNINGS¹
\$392.7M



**ADJUSTED NET EARNINGS
AS A PERCENTAGE OF
NET SALES¹**

9.9%

**ADJUSTED
DILUTED EPS¹**
\$3.62



**CASH DIVIDENDS PAID
ON COMMON STOCK
OUTSTANDING**
\$112.4M

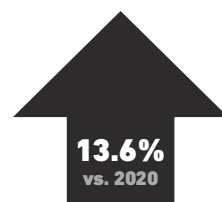
**SHARE
REPURCHASES**
\$302.3M

**FREE CASH FLOW
CONVERSION¹**
110.1%

**RETURN ON AVERAGE
INVESTED CAPITAL²**
20.8%

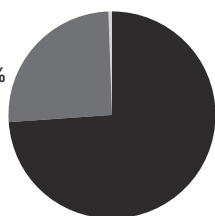
**AVERAGE NET WORKING
CAPITAL AS A PERCENTAGE
OF NET SALES³**
14.8%

R & D INVESTMENT
\$141.0M



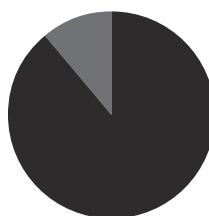
NET SALES BY SEGMENT

- Professional 74.0%
- Residential 25.5%
- Other 0.5%



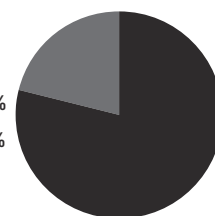
NET SALES BY PRODUCT

- Equipment 88.9%
- Irrigation 11.1%



NET SALES BY GEOGRAPHICAL LOCATION

- United States 79.1%
- International 20.9%



¹ This Annual Report includes certain non-GAAP financial measures. Please refer to the disclosure, entitled "Non-GAAP Financial Measures," which is included on pages 48-49 of the Form 10-K.

² This metric represents a non-GAAP financial metric and a reconciliation of this non-GAAP financial metric can be found in our Investor Presentation, which is available in the Investor section at www.thetorocompany.com.

³ Defined as average net accounts receivable plus average net inventory, less average accounts payable as a percentage of net sales for a 12-month period.

**UNITED STATES
SECURITIES AND EXCHANGE COMMISSION**

Washington, D.C. 20549

FORM 10-K

**Annual Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934
For the Fiscal Year Ended October 31, 2021**

or

**Transition Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934
For the Transition Period from to**

Commission file number: **1-8649**

THE TORO COMPANY

(Exact name of registrant as specified in its charter)

Delaware

(State or Other Jurisdiction of
Incorporation or Organization)

41-0580470

(I.R.S. Employer Identification No.)

**8111 Lyndale Avenue South
Bloomington, Minnesota 55420-1196
Telephone Number: (952) 888-8801**

(Address, including zip code, and telephone number, including area code, of registrant's principal executive offices)

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Common Stock, par value \$1.00 per share	TTC	New York Stock Exchange

Securities registered pursuant to Section 12(g) of the Act: None

Indicate by check mark if the registrant is a well-known seasoned issuer, as defined in Rule 405 of the Securities Act. Yes No

Indicate by check mark if the registrant is not required to file reports pursuant to Section 13 or Section 15(d) of the Act. Yes No

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes No

Indicate by check mark whether the registrant has submitted electronically every Interactive Data File required to be submitted pursuant to Rule 405 of Regulation S-T (§ 232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit such files). Yes No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, a smaller reporting company, or an emerging growth company. See the definitions of "large accelerated filer," "accelerated filer," "smaller reporting company," and "emerging growth company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer Accelerated filer Non-accelerated filer Smaller reporting company Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Indicate by check mark whether the registrant has filed a report on and attestation to its management's assessment of the effectiveness of its internal control over financial reporting under Section 404(b) of the Sarbanes-Oxley Act (15 U.S.C. 7262(b)) by the registered public accounting firm that prepared or issued its audit report.

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Act). Yes No

The aggregate market value of the common stock held by non-affiliates of the registrant, based on the closing price of the common stock on April 30, 2021, the last business day of the registrant's most recently completed second fiscal quarter, as reported by the New York Stock Exchange, was approximately \$12.3 billion.

The number of shares of the registrant's common stock outstanding as of December 10, 2021 was 104,486,029.

Documents Incorporated by Reference: Portions of the registrant's definitive Proxy Statement for the 2022 Annual Meeting of Shareholders expected to be held March 15, 2022 are incorporated by reference into Part III of this Annual Report on Form 10-K.

THE TORO COMPANY
FORM 10-K
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GENERAL

Unless the context requires otherwise, references to “TTC,” the “Company,” “we,” “us,” and “our,” refer to The Toro Company and its consolidated subsidiaries. References to fiscal years, such as “fiscal 2021,” are to the fiscal year ending on October 31 of the specified year.

We use “Toro” and other marks as trademarks in the United States and/or in other countries. This Annual Report on Form 10-K contains references to our trademarks and service marks and to those belonging to other entities. Solely for convenience, trademarks and trade names referred to in this Annual Report on Form 10-K, including logos, artwork and other visual displays, may appear without the ® or ™ symbols, but such references are not intended to indicate in any way that we will not assert, to the fullest extent under applicable law, our rights or the rights of the applicable licensor to these trademarks and trade names. We do not intend our use or display of other entities’ trade names, trademarks or service marks to imply a relationship with, or endorsement or sponsorship of us by, any other entity.

CAUTIONARY NOTE REGARDING FORWARD-LOOKING STATEMENTS

This Annual Report on Form 10-K contains, or incorporates by reference, not only historical information, but also forward-looking statements regarding future events and our future results within the meaning of Section 27A of the Securities Act of 1933, as amended (“Securities Act”), Section 21E of the Securities Exchange Act of 1934, as amended (“Exchange Act”), and the Private Securities Litigation Reform Act of 1995, and that are subject to the safe harbor created by those sections. In addition, we or others on our behalf may make forward-looking statements from time to time in oral presentations, including telephone conferences and/or web casts open to the public, in press releases or reports, on our websites or otherwise. Statements that are not historical are forward-looking and reflect expectations and assumptions that we believe to be reasonable. Forward-looking statements are based on our current expectations of future events, and often can be identified in this report and elsewhere by using words such as “expect,” “strive,” “looking ahead,” “outlook,” “guidance,” “forecast,” “goal,” “optimistic,” “encourage,” “anticipate,” “continue,” “plan,” “estimate,” “project,” “target,” “improve,” “believe,” “become,” “should,” “could,” “will,” “would,” “possible,” “promise,” “may,” “likely,” “intend,” “can,” “seek,” “pursue,” “potential,” “pro forma,” variations of such words or the negative thereof, and similar expressions or future dates. Our forward-looking statements generally relate to our future performance and may include, among others, statements relating to:

- our anticipated operating results, liquidity requirements, financial condition, and the anticipated impacts of the COVID-19 pandemic, and the current global supply chain disruptions and inflationary environment;
- our business strategies, priorities, goals, and commitments; and
- the effect of laws, rules, policies, regulations, tax reform, new accounting pronouncements, and outstanding litigation on our business and future performance.

Forward-looking statements are only predictions and involve risks and uncertainties that could cause actual results to differ materially from those projected or implied in the forward-looking statements. The factors known to us that could materially adversely affect our business, reputation, operations, industry, financial position, or future financial performance are described in Part I, Item 1A, “Risk Factors,” of this Annual Report on Form 10-K. We caution readers not to place undue reliance on any forward-looking statement which speaks only as of the date made and to recognize that forward-looking statements are predictions of future results, which may not occur as anticipated. Actual results could differ materially from those anticipated in the forward-looking statements and from historical results, due to the risks and uncertainties described elsewhere in this Annual Report on Form 10-K, including in Part I, Item 1A, “Risk Factors,” as well as others that we may consider immaterial or do not anticipate at this time. The risks and uncertainties described in this Annual Report on Form 10-K, including in Part I, Item 1A, “Risk Factors,” are not exclusive and further information concerning the company and our businesses, including factors that potentially could materially affect our financial results or condition, may emerge from time to time. We make no commitment to revise or update any forward-looking statements in order to reflect actual results, events or circumstances occurring or existing after the date any forward-looking statement is made, or changes in factors or assumptions affecting such forward-looking statements. We advise you, however, to consult any further disclosures we make on related subjects in our future Quarterly Reports on Form 10-Q and Current Reports on Form 8-K we file with, or furnish to, the United States Securities and Exchange Commission.

PART I

ITEM 1. BUSINESS

Introduction

The Toro Company was incorporated in Minnesota in 1935 as a successor to a business founded in 1914 and reincorporated in Delaware in 1983. Our executive offices are located at 8111 Lyndale Avenue South, Bloomington, Minnesota, 55420-1196, and our telephone number is (952)888-8801. Our website for corporate and investor information is www.thetorocompany.com. The information contained on our websites or connected to our websites is not incorporated by reference into, and should not be considered part of, this Annual Report on Form 10-K.

We design, manufacture, market, and sell professional turf maintenance equipment and services; turf irrigation systems; landscaping equipment and lighting products; snow and ice management products; agricultural irrigation ("ag-irrigation") systems; rental, specialty and underground construction equipment; and residential yard and snow thrower products. Our products are marketed and sold worldwide through a network of distributors, dealers, mass retailers, hardware retailers, equipment rental centers, home centers, as well as online (direct to end-users) under the primary trademarks of Toro®, Ditch Witch®, eXmark®, BOSS®, Ventrac®, American Augers®, Trencor®, Pope®, Subsite®, HammerHead®, Radius®, PERROT®, Hayter®, Unique Lighting Systems®, Irritrol®, and Lawn-Boy®, most of which are registered in the United States ("U.S.") and/or in the primary countries outside the U.S. where we market our products branded under such trademarks.

We focus on innovation and quality in our products, customer service, manufacturing, and marketing. We strive to provide innovative, well-built, and dependable products supported by an extensive service network. We commit to funding research, development, and engineering activities in order to improve and enhance existing products and develop new products. Through these efforts, we seek to be responsive to trends that may affect our target markets now and in the future. A significant portion of our net sales has historically been, and we expect will continue to be, attributable to new and enhanced products. We define new products as those introduced in the current and previous two fiscal years.

We have continued to complement our brands, enhance our product portfolios, and improve our technologies through innovation and strategic acquisitions over the more than 100 years we have been in business. We plan to continue to leverage a strategic and disciplined approach to pursue targeted acquisitions that add value to TTC by complementing our existing brands, enhancing our product portfolio, and/or improving our technologies.

We classify our operations into two reportable business segments: Professional and Residential. Our remaining activities are presented as "Other" due to their insignificance.

These Other activities consist of earnings (loss) from our wholly-owned domestic distribution company, our corporate activities, and the elimination of intersegment revenues and expenses. Net sales of our reportable segments and Other activities accounted for the following percentages of our consolidated net sales for fiscal 2021: Professional, 74.0 percent; Residential, 25.5 percent; and Other, 0.5 percent.

Our purpose is to help our customers enrich the beauty, productivity, and sustainability of the land. Our vision is to be the most trusted leader in solutions for the outdoor environment. Every day. Everywhere. Our mission is to deliver superior innovation and to deliver superior customer care. Sustainability is the foundation of our enterprise strategic priorities of accelerating growth, driving productivity and operational excellence, and empowering our people. Our focus on alternative power, smart connected, and autonomous solutions, as well as our continued efforts to address sustainability-focused matters, including environmental, social, and governance priorities, are embedded as part of our "Sustainability Endures" initiative.

Impact of COVID-19

In March 2020, the World Health Organization declared the novel coronavirus ("COVID-19," "virus," or "the pandemic,") outbreak a global pandemic. COVID-19 has negatively impacted public health and portions of the global economy, significantly disrupted global supply chains, and created volatility in financial markets. The adverse global economic impact of the pandemic has had a material impact on parts of our business, customers, and suppliers and caused many challenges for our business and manufacturing operations during fiscal 2021. The continuing implications of COVID-19 on our business remain uncertain and will depend on certain future developments, including the duration of the pandemic; any adverse impact due to variants of the virus; its impact on market demand for our products; its impact on our employees, customers, and suppliers; the range of government mandated restrictions and other measures; and the success of the deployment of approved COVID-19 vaccines, their effectiveness against the novel strain and related variants, and their rate of adoption. This uncertainty could have a material impact on our business and manufacturing operations in future periods. Additional information regarding the impact of COVID-19 on our business can be found under the section titled "Impact of COVID-19" included within Part II, Item 7, "Management's Discussion and Analysis of Financial Condition and Results of Operations," of this Annual Report on Form 10-K and risks related to COVID-19 can be found under Part I, Item 1A, "Risk Factors," of this Annual Report on Form 10-K.

Business Combinations

Acquisition of Venture Products, Inc.

On March 2, 2020, during the second quarter of fiscal 2020, we completed our acquisition of Venture Products, Inc. ("Venture Products"), a privately held Ohio corporation and

manufacturer of Ventrac-branded products. Venture Products designs, manufactures, markets, and sells articulating turf, landscape, and snow and ice management equipment for grounds, landscape contractor, golf, municipal, and rural acreage customers and provides innovative product offerings that broadened and strengthened our Professional segment and expanded our dealer network. The acquisition consideration was \$163.2 million, of which \$24.9 million of cash consideration was paid to the former Venture Products shareholders during fiscal 2021 upon the satisfaction of indemnification and certain other obligations of Venture Products to the company. We funded the acquisition consideration with borrowings under our \$600.0 million five-year unsecured senior revolving credit facility ("revolving credit facility") and net cash provided by operating activities. For additional information regarding the Venture Products acquisition, refer to Note 2, *Business Combinations and Asset Acquisitions*, in the Notes to Consolidated Financial Statements included in Part II, Item 8, "Financial Statements and Supplementary Data," of this Annual Report on Form 10-K.

Acquisition of The Charles Machine Works, Inc.

On April 1, 2019, during the second quarter of fiscal 2019, we completed our acquisition of The Charles Machine Works, Inc. ("CMW"), a privately held Oklahoma corporation. CMW designs, manufactures, and markets a range of professional products to serve the underground construction market, including horizontal directional drills, walk and ride trenchers, stand-on skid steers, vacuum excavators, asset locators, pipe rehabilitation solutions, and after-market tools. CMW provides innovative product offerings that broadened and strengthened our Professional segment product portfolio and expanded our dealer network, while also providing a complementary geographic manufacturing footprint. The acquisition consideration was \$685.0 million, which we funded by using a combination of cash proceeds from the issuance of borrowings under our \$500.0 million unsecured senior term loan credit agreement and borrowings from our revolving credit facility. For additional information regarding the CMW acquisition and the financing agreements utilized to fund the aggregate merger consideration, refer to Note 2, *Business Combinations and Asset Acquisitions*, in the Notes to Consolidated Financial Statements included in Part II, Item 8, "Financial Statements and Supplementary Data," of this Annual Report on Form 10-K.

Products by Market

We strive to be a leader in adapting advanced technologies to products and services that provide innovative solutions for turf care maintenance; landscapes; agricultural fields; rental, specialty, and underground construction; snow and ice management; and residential demands. The following is a summary of our products, by market, for our Professional segment and our products for our Residential segment.

Professional Segment

We design professional turf; landscape and lighting; rental, specialty, and underground construction; snow and ice management; and agricultural products. We market and sell Professional segment products worldwide through a network of distributors and dealers, as well as directly to government customers, rental companies, and large retailers. These channel partners then sell or rent our products primarily to professional users engaged in maintaining turf, such as golf courses, sports fields, municipal properties, as well as residential and commercial landscapes; installing, repairing, and replacing underground pipe and utilities; managing snow and ice demands; irrigating turf and agricultural fields; and creating, renovating, and illuminating landscapes. The following sections describe our Professional segment products by market.

Golf Market

We design, manufacture, market, and sell equipment products under the Toro and Ventrac brands that are intended to provide innovative solutions for golf course turf maintenance. Equipment products for the golf market include large reel and rotary riding products for fairway, rough, and trim cutting; riding and walking mowers for greens and specialty areas; greens rollers; all-wheel drive articulating tractors; turf sprayer equipment; utility vehicles; aeration equipment; bunker maintenance equipment, and other specialty turf equipment. We also market and sell irrigation products for the golf market under the Toro brand that are designed to provide innovative water application solutions for golf course turf maintenance. These irrigation products predominantly consist of sprinkler heads, controllers, turf sensors, and electric, battery-operated, and hydraulic valves. These equipment and irrigation products are primarily sold to distributors and dealers, who then sell to owners, managers and/or superintendents of golf courses.

Sports Fields and Grounds Market

We design, manufacture, market, and sell Toro and Ventrac-branded equipment products that are intended to provide innovative turf maintenance solutions to sports fields and grounds customers. Equipment products for the sports fields and grounds market primarily include riding rotary and reel mowers and attachments, aerators, infield grooming equipment, all-wheel drive articulating tractors, multipurpose vehicles and debris management products, which include versatile debris vacuums, blowers, and sweepers. In addition to equipment products, we also market and sell irrigation products under the Toro and PERROT brands that are designed to provide innovative water application solutions for sports fields and grounds turf maintenance. These irrigation products primarily include sprinkler heads, controllers, turf sensors, and electric, battery-operated, and hydraulic valves. These products are primarily sold to distributors and dealers, who then sell to owners and/or managers of sports fields, governmental properties, and residential and commercial landscapes, as well as directly to government customers.

Our fiscal 2020 acquisition of Venture Products added Ventrac-branded products that are designed to meet the needs of customers in the sports fields and grounds market, as well as customers in the snow and ice management, golf, and landscape contractor markets. In fiscal 2021, we introduced the new 4520 Tractor that is designed to provide increased hydraulic power, faster hydraulic speed, quieter operation, and other performance enhancing features as compared to the previous model.

Landscape Contractor Market

We design, manufacture, market, and sell equipment products under the Toro, eXmark, and Ventrac brands that are intended to provide innovative turf management solutions to landscape contractors. Equipment products for the landscape contractor market include zero-turn radius riding mowers, heavy-duty walk behind mowers, mid-size walk behind mowers, stand-on mowers, and all-wheel drive articulating tractors, as well as lawn solution, turf renovation, and tree care equipment. These equipment products are primarily sold to distributors and dealers, who then sell to landscape contractors engaged in turf maintenance activities.

In fiscal 2021, our Toro brand introduced the innovative Revolution Series of fully electric GrandStand® and Z Master® zero-turn riding mower product lines, which are commercial-grade models designed for professional use and feature our HyperCell™ battery system, which is designed to provide longer runtime and extended battery life required by landscape contractors. In fiscal 2021, our eXmark brand introduced the Vertex® S-Series, a new stand-on zero-turn riding mower platform designed to provide enhanced operator stability and maneuverability to improve overall operator comfort and features our UltraCut® Series 4 side-discharge cutting deck.

Underground Construction Market

We design, manufacture, market, and sell a range of professional grade products to serve the underground construction market, including horizontal directional drills, walk and ride trenchers, vacuum excavators, horizontal directional drilling guidance and support equipment, utility locators, utility inspection systems, pipe rehabilitation and replacement solutions, as well as after-market tools, including drive chucks and sub savers, drill pipe, starter rods and quick connects, bits and blades, rock tools, reamers, and swivels. Such products are utilized by specialty contractors worldwide to install water, gas, electric, telecommunication, fiber optic, and other utility distribution systems. Our fiscal 2019 acquisition of CMW added a variety of new products to our underground construction product portfolio with a family of brands sold under the trade names of Ditch Witch, American Augers, Trencor, HammerHead, Subsite, and Radius. In fiscal 2021, HammerHead introduced the newly redesigned Bluelight® LED Cured in Place Pipe lining system designed for rehabilitation and replacement of laterals and small drain pipes. This innovative LED light technology uses a specially formulated resin that is designed to cure up to five times faster than other methods.

During fiscal 2019, after the completion of the CMW acquisition, we announced the wind down of our Toro-branded large horizontal directional drill and riding trencher product categories ("Toro underground wind down") as part of our integration plan for the CMW business and to allow us to maximize efficiencies and cost synergies post-acquisition and adapt to changing underground construction market conditions regarding our underground product portfolio. We completed the Toro underground wind down during fiscal 2020. For additional information regarding the Toro underground wind down, refer to Note 7, *Management Actions*, in the Notes to Consolidated Financial Statements included in Part II, Item 8, "Financial Statements and Supplementary Data," of this Annual Report on Form 10-K.

Rental and Specialty Construction Market

We design, manufacture, market, and sell Toro and Ditch Witch-branded equipment products that are intended to provide innovative solutions to serve the rental and specialty construction market. These products primarily consist of stand-on skid steers, walk-behind trenchers, stump grinders, and turf renovation products. We also have a line of Toro-branded rental products that feature concrete and mortar mixers, material handlers, compaction equipment, and other concrete construction equipment. Our rental and specialty construction equipment products are mainly sold to rental companies and large retailers who subsequently rent the products to end-users, as well as to dealers who market and sell to end-customers primarily consisting of landscape contractors, municipalities, and other government entities.

Snow and Ice Management Market

We design, manufacture, market, and sell equipment products under the BOSS, Ventrac, and Toro brands that are intended to provide innovative snow removal and ice management solutions for the snow and ice management market. These equipment products primarily consist of snowplows; ice control products; accessories for light and medium duty trucks, all-terrain vehicles, utility task vehicles, skid steers, and front-end loaders; and all-wheel drive articulating tractors, sidewalk snow and ice solution vehicles, and related attachments and accessories. These products are mainly sold through distributors and dealers who market and sell to end-customers primarily consisting of landscape contractors, municipalities, and other government entities.

Commercial Irrigation and Lighting Market

Irrigation products are designed, manufactured, marketed, and sold under the Toro and Irritrol brands and primarily include rotors; sprinkler bodies and nozzles; plastic, brass, and hydraulic valves; drip tubing and subsurface irrigation; electric control devices; and wired and wireless rain, freeze, climate, and soil sensors. These irrigation products are designed to provide innovative water application solutions for both commercial and residential landscapes. Both the Toro and Irritrol brands have received several U.S. Environmental Protection Agency ("EPA") WaterSense awards, as well as the EPA WaterSense certification for

numerous irrigation controller families and models. In fiscal 2021, TTC was recognized for the seventh consecutive year with the WaterSense Excellence Award for our dedication to offering products that are designed, in addition to other factors, to help our customers save water. In addition to our irrigation products, we market and sell Unique Lighting Systems-branded products primarily consisting of a line of lighting fixtures and transformers designed for commercial and residential landscapes. Our commercial irrigation and lighting products are predominantly sold to distributors and dealers who market and sell to end-customers primarily consisting of landscape contractors that professionally install these products as new systems or use these products to replace or retrofit existing systems.

Ag-Irrigation Market

Irrigation products for the ag-irrigation market are designed, manufactured, marketed, and sold under the Toro brand and are intended to provide an efficient means of water application and usage in agricultural and greenhouse applications. These irrigation products primarily consist of drip tape, polyethylene tubing, drip line, emitters, filters, and fitting solutions. In addition to these core products, we offer a complement of design software and connection options to complete the ag-irrigation system. Our ag-irrigation products are sold through dealers and distributors who then sell to end-users for use primarily in vegetable fields, fruit and nut orchards, and vineyard applications.

Residential Segment

We market and sell our Residential segment products to homeowners through a variety of distribution channels, including outdoor power equipment distributors and dealers, mass retailers, hardware retailers, home centers, as well as online (direct to end-users). We also license our trademark on certain home solutions products as a means of expanding our brand presence. The following sections describe our Residential segment products.

Walk Power Mower Products

We design, manufacture, market, and sell walk power mower equipment products under our Toro and Lawn-Boy brand names, as well as the Hayter brand in the United Kingdom. Our walk power mower equipment products are designed to provide innovative turf cutting solutions primarily to homeowners. Models differ as to cutting width, type of starter mechanism, method of grass clipping discharge, deck type, operational controls, and power sources, and are either self-propelled or operator-propelled push mowers.

In fiscal 2021, we improved upon our successful 22-inch Recycler® platform, with enhancements made to models powered by both gas engines as well as our 60V Flex-Force Power System®. These enhancements include the addition of our patent-pending Vortex Technology, which is designed to provide additional airflow within the cutting chamber of the mower deck to enhance the grass clipping mulching process. Additionally, the platform features our redesigned Personal Pace® self-propel system and additional design

enhancements intended to improve grass clipping bagging performance. These upgrades were introduced across the channel on our rear wheel drive platform powered by both gas engines as well as our 60V Flex-Force Power System®.

Zero-Turn Riding Mowers

Our residential zero-turn riding mower equipment products are designed, manufactured, marketed, and sold under the Toro brand name and are intended to provide innovative and time saving turf cutting solutions by using superior maneuverability to navigate around obstacles more efficiently and effectively than tractor technology. Many models of our residential zero-turn riding mowers are available with a variety of engines, decks, transmissions, and accessories. In fiscal 2021, we introduced a new TITAN® MAX line of residential zero-turn riding mowers that are designed to provide homeowners with certain commercial-grade components and features that are intended to extend durability and performance and are more commonly found on our Professional zero-turn riding mowers. Such commercial-grade components and features include the IronForged® deck and larger drive tires intended to improve traction..

Snow Thrower Products

We design, manufacture, market, and sell a range of Toro-branded battery, electric, and gas-powered single-stage and two-stage snow thrower equipment products, as well as battery and electric-powered power shovel equipment products. Single-stage snow throwers are walk behind units that are generally designed for small areas of light snow and our two-stage snow throwers are generally designed for relatively large areas of deep and heavy snow. Our battery and electric-powered power shovels are designed to be lightweight and ideal for clearing light snow from decks, steps, sidewalks, and small driveways. In fiscal 2021, we introduced the 60V Power Max 2-Stage Snow Blower, the first battery-powered two-stage snow thrower in our 60V Flex-Force Power System® lineup. This innovative battery-powered two-stage snow thrower is offered in both 24-inch and 26-inch models and, when powered with two 7.5 amp hour batteries, is capable of clearing up to 30 car spaces with up to 10 inches of snow on a single charge.

Home Solutions Products

Our home solutions equipment products are designed, manufactured, marketed, and sold under the Toro and Pope brand names. Our Toro-branded home solution equipment products consist of a variety of yard tools that generally include battery, electric, and/or gas-powered options and primarily consist of grass trimmers, hedge trimmers, blower-vacuums, chainsaws, edgers, cultivators, string mowers, and related parts and accessories that are designed to provide innovative yard maintenance solutions to homeowners. In fiscal 2021, we continued to expand our successful battery-powered 60V Flex-Force line to include pole chainsaws and new grass trimmer and leaf blower models. The 60V Flex-Force line now includes over 35 tools that utilize the same

lithium-ion smart battery platform that is designed for extended life and low maintenance.

In Australia and New Zealand, we design, manufacture, market, and sell Pope-branded garden watering and irrigation products that primarily include hoses; reels, carts and hangers; sprinklers; hand sprays and wands; hose end fittings; tap timers; and various irrigation tools designed to develop and maintain gardens. In fiscal 2021, we improved our classification from "advanced" to "leading" in the Australian Packaging Covenant review relating to our sustainability efforts.

International Operations

We currently manufacture our products in the U.S., Mexico, Australia, the United Kingdom, Italy, Romania, Germany, Poland, and China for sale throughout the world. We maintain sales offices in the U.S., the United Kingdom, Australia, Japan, China, Italy, Poland, Germany, Spain, and France. New product development is pursued primarily in the U.S. with the intention of global distribution. Our net sales outside the U.S. were 20.9 percent, 20.1 percent, and 23.1 percent of total consolidated net sales for fiscal 2021, 2020, and 2019, respectively. For additional financial information regarding our international operations and geographical areas, refer to Note 3, *Segment Data*, in the Notes to Consolidated Financial Statements included in Part II, Item 8, "Financial Statements and Supplementary Data," of this Annual Report on Form 10-K.

As a result of our international operations, we are exposed to foreign currency exchange rate risk arising from transactions in the normal course of business. For additional information regarding our foreign currency exchange rate risk exposure, refer to Part II, Item 7A, "Quantitative and Qualitative Disclosures about Market Risk," of this Annual Report on Form 10-K.

Engineering and Research

We believe that our longstanding commitment to quality and innovation in our products has been a key driver of our history of market success. We are committed to an ongoing engineering program dedicated to developing innovative new products and improvements in the quality and performance of existing products and when applicable, we may pursue targeted and strategic acquisitions to acquire innovative technologies that we believe uphold and bolster our longstanding commitment to quality and innovation in our products. For example, during the first quarter of fiscal 2021, we completed the asset acquisition of Turflynx, Lda, a developer of innovative autonomous solutions for turf management, and during the second quarter of fiscal 2021, we completed the asset acquisition of Left Hand Robotics, Inc., a developer of innovative autonomous solutions for turf and snow management. These strategic asset acquisitions complement and support the development of alternative power, smart-connected, and autonomous products within our Professional and Residential segments.

Engineering and research activities are performed at our global test sites and facilities and our products are tested in conditions and locations similar to those in which they are intended to be used. We invest time up front with customers, using "Voice of the Customer" tools, to help us develop innovative products that are intended to meet or exceed customer expectations. We use Design for Manufacturing and Assembly ("DFM/A") tools to ensure early manufacturing involvement in new product designs intended to reduce production costs. DFM/A focuses on reducing the number of parts required to assemble new products, as well as designing products to move more efficiently through the manufacturing process. We strive to make improvements to our new product development system as part of our continuing focus on Lean methods to shorten development time and reduce costs, while also improving quality.

Manufacturing and Production

Our manufacturing facilities are designed to provide efficient and flexible assembly-line manufacturing of our products. In addition to most final assembly, we have strategically identified specific core manufacturing competencies for vertical integration, such as injection molding, extrusion, welding, stamping, fabrication, laser cutting, painting, machining, and aluminum die casting, and have chosen outside vendors to provide other services, where applicable. We design component parts through collaboration with our vendors, contract with them for the development of tooling, and subsequently enter into agreements with such vendors to purchase component parts manufactured using the tooling. We also have some agreements with third-party manufacturers to manufacture certain standalone end-products on our behalf. In addition, our vendors regularly test new technologies to be applied in the design and production of component parts. Our manufacturing operations include robotic and computer-automated equipment intended to speed production, reduce costs, and improve resource use and the quality, fit, and finish of our products. Our operations are also designed to be flexible enough to accommodate product design changes that are necessary to respond to market conditions and changing customer requirements.

In order to utilize our manufacturing facilities and technology more efficiently and effectively, we pursue continuous improvements in our manufacturing processes with the use of Lean methods that are intended to streamline work and eliminate waste. Additionally, we use computer-aided design and manufacturing systems to shorten the time between initial concept and final production. DFM/A principles are used throughout the product development process to optimize product quality and reduce cost. We spend considerable effort to reduce manufacturing costs through Lean methods and process improvement, product and platform design, application of advanced technologies, enhanced environmental management systems, safety improvements, and improved supply-chain management.

Our Professional segment products and Residential segment lawn and garden products are generally manufactured

throughout the year with peak production generally occurring ahead of the key selling seasons for certain of our businesses and product lines that are more subject to seasonality. However, our Residential segment snow thrower products are generally manufactured in the summer and fall months but may be extended into the winter months, depending upon weather conditions in key regions and the related demand for such products. Our production levels and inventory management goals are based on estimates of wholesale and retail demand for our products, taking into account production capacity; commodity, component part, and labor availability; timing of shipments; and field inventory levels. Our production system generally utilizes Kanban, supplier pull, and build-to-order methodologies in our manufacturing facilities, as appropriate, for the business units they support in order to better align the production of our products to meet customer demand. We believe this has resulted in improved service levels for our participating suppliers, distributors, dealers, and other channels. We may also periodically shut down production at our manufacturing facilities in order to allow for maintenance, rearrangement, capital equipment installation, seasonality, and as needed, to adjust for market demand, facility renovation projects, and other factors. Production shut downs of this nature are generally not materially disruptive to our business and are considered to be normal.

While our facilities remained operational during fiscal 2021 and we experienced a lesser degree of intermittent partial or full factory closures due to government mandated measures as compared to fiscal 2020, our manufacturing operations were adversely impacted by the global macroeconomic environment caused by COVID-19 and more specifically, global supply chain disruptions that limited our ability to procure certain commodities and components parts in a timely manner to meet manufacturing production requirements. As a result, we experienced various degrees of commodity and component parts availability issues, which resulted in manufacturing inefficiencies and limited our ability to meet customer demand and adequately replenish certain raw materials, work in process, and finish goods inventory levels. Further, given continued strong demand for our Professional and Residential segment products, we shut down production at our manufacturing facilities to a lesser extent during fiscal 2021 as compared to fiscal 2020 in order to allow for maintenance, rearrangement, capital equipment installation, seasonality, and as needed, to adjust for market demand, facility renovation projects, and other factors. For additional information regarding the impact of COVID-19 on our manufacturing and production activities, refer to the section titled "Impact of COVID-19" included within Part II, Item 7, "Management's Discussion and Analysis of Financial Condition and Results of Operations," of this Annual Report on Form 10-K.

Commodities, Components, Parts, and Accessories

We purchase commodities, components, parts, and accessories for use in our manufacturing process and end-products or to be sold as stand-alone end-products. Our

primary cost exposures for such items used in our products are with steel, aluminum, petroleum and natural gas-based resins, linerboard, copper, lead, rubber, engines, transmissions, transaxles, hydraulics, electrification components, and others, all of which we purchase from several suppliers around the world. We generally purchase commodities, components, parts, and accessories based upon market prices that are established with suppliers as part of the purchase process and generally attempt to obtain firm pricing from most of our suppliers for volumes consistent with planned production and estimates of wholesale and retail demand for our products. However, most of the commodities, components, parts, and accessories used in our manufacturing process and end-products, or to be sold as stand-alone end-products, are exposed to commodity cost changes, including, for example, as a result of inflation, deflation, changing prices, foreign currency fluctuations, tariffs, duties, trade regulatory actions, industry actions, the inability of suppliers to absorb incremental costs resulting from COVID-19 related inefficiencies, continue operations or otherwise remain in business as a result of COVID-19, financial difficulties, or otherwise, changes to international trade policies, agreements, and/or regulation and competitor activity, including antidumping and countervailing duties on certain products imported from foreign countries, including certain engines imported into the U.S. from China. For additional information regarding changing costs of commodities, refer to Part II, Item 7A, "Quantitative and Qualitative Disclosures about Market Risk," of this Annual Report on Form 10-K in the section entitled "Commodity Cost Risk."

Most of the commodities, components, parts, and accessories utilized in our products are generally commercially available from a number of sources, and are in adequate supply. Although we regularly monitor the adequacy of the supply of our commodities, components, parts, and accessories, and the financial health of the companies in our supply chain, and use alternative suppliers when necessary and available, financial hardship and/or government mandated restrictions on our suppliers caused by COVID-19, insufficient demand planning, and/or the inability of companies throughout our supply chain to deliver on supply commitments, requirements, and/or demands as a result of COVID-19 or otherwise, has caused disruptions in our ability to procure the commodities, components, and parts required to manufacture our products. During fiscal 2021, we experienced a greater level of disruption within our global supply chain that limited our ability to procure commodities, components, parts, and accessories in a timely manner to meet manufacturing production requirements than we experienced during fiscal 2020. As a result, we experienced various degrees of product availability issues, which limited our ability to meet customer demand and adequately replenish certain raw materials, work in process, and finished goods inventory levels. Additionally, we experienced increased inflationary cost pressures on commodity, component parts, and other related costs in fiscal 2021 as compared to fiscal 2020. For additional information regarding the impact of COVID-19 on our ability to procure commodities, components, parts, and accessories, refer to the

section titled "Impact of COVID-19" included within Part II, Item 7, "Management's Discussion and Analysis of Financial Condition and Results of Operations," of this Annual Report on Form 10-K.

Service and Warranty

Our products are warranted to ensure customer confidence in design, workmanship, and overall quality. Standard warranty coverage is generally for specified periods of time and on select products' hours of usage, and generally covers parts, labor, and other expenses for non-maintenance repairs. We also sell extended warranty coverage on select products for a prescribed period after the original warranty period expires. Warranty coverage generally does not cover operator abuse or improper use. An authorized company distributor or dealer must perform warranty work. Distributors and dealers submit claims for warranty reimbursement and are credited for the cost of repairs, labor, and other expenses as long as the repairs meet our prescribed standards. At the time of sale, we recognize expense and record an accrual by product line for estimated costs in connection with forecasted future warranty claims. Our estimate of the cost of future warranty claims is based primarily on the estimated number of products under warranty, historical average costs incurred to service warranty claims, the trend in the historical ratio of claims to sales, and the historical length of time between the sale and resulting warranty claim. Additionally, from time to time, we may also establish warranty accruals for our estimate of the costs necessary to settle major rework campaigns on a product-specific basis during the period in which the circumstances giving rise to the major rework campaign become known and when the costs to satisfactorily address the situation are both probable and estimable. The warranty accrual for the cost of a major rework campaign is primarily based on an estimate of the cost to repair each affected unit and the number of affected units expected to be repaired. Service support outside of the warranty period is provided by authorized distributors and dealers at the customer's expense.

Product Safety and Liability

We have rigorous product safety standards and continually work to improve the safety and reliability of our products. We monitor for accidents and possible claims and establish liability estimates based on internal evaluations of the merits of individual claims. We purchase insurance coverage for catastrophic product liability claims for incidents that exceed our self-insured retention levels.

Patents and Trademarks

We own patents, trademarks, and trade secrets related to our products in the U.S. and certain countries outside the U.S. in which we conduct business. We expect to apply for future patents and trademarks, as appropriate, in connection with the development of innovative new products, services, and enhancements. Although we believe that, in the aggregate, our patents are valuable, and patent protection is beneficial to our business and competitive positioning, our patent protection will not necessarily deter or prevent competitors

from attempting to develop similar products. We are not materially dependent on any one or more of our patents; however, certain TTC trademarks that contribute to our identity and the recognition of our products and services, including but not limited to the Toro® name and logo, are an integral part of our business.

We review certain patents issued by the U.S. Patent and Trademark Office ("USPTO") and foreign patent offices to help avoid potential liability with respect to others' patents. Additionally, we periodically review competitors' products to prevent possible infringement of our patents by others. We believe these activities help us minimize our risk of being a defendant in patent infringement litigation. From time to time, we are involved in patent litigation cases, including cases by or against competitors, where we are asserting or defending against claims of patent infringement.

Similarly, we periodically monitor various trademark registers and the market to prevent infringement of and damage to our trademarks by others. From time to time, we are involved in trademark oppositions where we are asserting our trademarks against third-parties who are attempting to establish rights in trademarks that are confusingly similar to ours. We believe these activities help minimize risk of harm to our trademarks, and help maintain distinct products and services that we believe are well regarded in the marketplace. For a description of our material intellectual property legal proceedings, refer to the headings titled "Litigation" and "Litigation Settlement" within Note 12, *Commitments and Contingencies*, of the Notes to Consolidated Financial Statements included in Part II, Item 8, "Financial Statements and Supplementary Data," of this Annual Report on Form 10-K.

Seasonality

As a result of our global presence in key markets that are subject to seasonal weather patterns, some of our businesses are seasonal. Overall, our seasonal shipment volumes are generally a function of the key selling seasons of our channel partners based on their industry, geographic location, and the nature and intended purpose of our products in relation to the correlating season. Seasonal weather patterns can impact the timing of the key selling seasons of our channel partners, which may cause our quarterly financial results to differ between fiscal years as demand for our products and related shipment volumes can shift between quarters. Such shifts in the demand for our products and related shipment volumes may result in a negative or positive impact on our net sales and Results of Operations for a particular period.

Our shipment volumes generally precede and overlap the key selling seasons of our channel partners in order to better allow our channel partners to align field inventory levels with the anticipated retail demand from end-customers and as a result, our shipment volumes have historically been the highest in our fiscal second quarter and retail demand for our products is generally highest in our fiscal third quarter. Typically, our accounts receivable balances increase between January and April as a result of higher shipment volumes and

extended payment terms made available to our customers. Accounts receivable balances typically decrease between May and December when payments are received. Our financing requirements are subject to variations due to seasonal changes in working capital levels, which typically increase in the first half of our fiscal year and decrease in the second half of our fiscal year. Seasonal cash requirements of our business are financed from a combination of cash flows from operations, cash on hand, and borrowings under our revolving credit facility, as applicable.

Shipments of our Residential segment products, which accounted for 25.5 percent of total consolidated net sales in fiscal 2021, are seasonal, with shipments of lawn and garden products occurring primarily between February and June, depending upon seasonal weather conditions and demand for our products. Shipments of snow thrower products occur primarily between July and January, depending upon pre-season demand, in-season snowfalls, and product availability. Opposite seasons in global markets in which we sell our Residential products somewhat moderate this seasonality of our Residential segment product sales.

Seasonality of Professional segment product sales, which accounted for 74.0 percent of total consolidated net sales in fiscal 2021, also exists, but is slightly tempered because the selling season in the Southern U.S. and our markets in the Southern hemisphere generally continue for a longer portion of the year than in Northern regions of the world. Our BOSS and Ventrac brands offer a portfolio of counter-seasonal snow and ice management products in our Professional segment with our shipments of snow and ice management products occurring primarily between April and December, which can result in variability of shipment volumes depending upon pre-season demand, in-season snowfalls, and product availability. Additionally, our rental, specialty, and underground construction business is generally less seasonal than certain of our Professional segment businesses primarily due to the strong presence of certain of the underlying brands in the Southern U.S. markets and the inherent nature of the underground construction market being less impacted by seasonal factors.

Effects of Weather

From time to time, seasonal weather conditions in particular geographic regions or markets, particularly severe wet or dry conditions, as well as significant weather events such as fires, hurricanes, tornados, drought, rainfall, unseasonably warm winter months, or other weather events, including those exacerbated by global climate change, may adversely or positively affect sales, demand, and field inventory levels of some of our products. In addition, weather conditions in key regions can cause disruption in our supply chain, which may impact our ability to procure the commodities, components, parts, and accessories needed to manufacture our products to meet the needs of our customers, and such disruptions may adversely or positively affect sales, demand, and field inventory levels of some of our products.

Customers, Distribution, and Marketing

We market and sell the majority of our products through more than 150 distributors worldwide, as well as a large number of equipment dealers, irrigation dealers and distributors, mass retailers, hardware retailers, equipment rental centers, home centers, and online (direct to end-users) in more than 125 countries. Our distribution networks are intended to assure quality of sales and market presence, as well as to provide effective after-purchase service and support. Overall, we believe that in the long-term we are not dependent on any single customer. While the loss of any substantial customer could have a material adverse short-term impact on our business, we believe that our diverse distribution channels and customer base should reduce the long-term impact of any such loss.

Professional segment products are sold to distributors and dealers primarily for resale to golf courses, sports fields, industrial facilities, contractors, and government customers, and in some markets for resale to dealers. We sell some Professional segment products directly to government customers and municipalities and rental companies, as well as to end-users in certain markets. Select irrigation and lighting products are sold to professional irrigation and lighting distributors and dealers, and certain professional-grade retail irrigation products are sold to home centers. Products for the rental, specialty, and underground construction markets are sold to dealers and rental companies, as well as direct to end-users in certain markets. Landscape contractor turf products are also sold to dealers in certain regions of North America. Snow and ice management products are primarily sold to distributors and dealers for resale to contractors.

Residential segment products, such as walk power mowers, zero-turn riding mowers, and snow throwers, are generally sold to home centers, mass retailers, dealers, hardware retailers, as well as online (direct to end-users). In certain markets, these same products are sold to distributors for resale to hardware retailers and dealers. Home solutions products are primarily sold to home centers, mass retailers, and hardware retailers. Internationally, Residential segment products are sold to dealers and mass merchandisers in Australia, Canada, and select countries in Europe. In most other countries, Residential segment products are mainly sold to distributors for resale to dealers and mass retailers.

On November 2, 2020, in the first quarter of fiscal 2021, we completed the sale of our Northeastern U.S. distribution company. During the remainder of fiscal 2021, we owned one domestic distribution company. Our primary purpose in owning a domestic distributorship is to improve operations and test and deploy new strategies and business practices that could be replicated by our independent distributors, as well as facilitating ownership transfers.

Our current marketing strategy is to maintain distinct brands and brand identification for Toro, Ditch Witch, eXmark, BOSS, Ventrac, American Augers, Trencor, Pope, Subsite, HammerHead, Radius, PERROT, Hayter, Unique Lighting

Systems, Irritrol, and Lawn-Boy products. Across our brands, we market our Professional segment and Residential segment products during the appropriate season through multiple channels, including digital and online media, radio, print, direct mail, email, television, and social media. Most of our advertising and marketing efforts emphasize our brands, products, features, and other valuable trademarks. Advertising is purchased by us, through our agency partners, as well as through cooperative programs with distributors, dealers, and retailers.

Customer Financing Arrangements

Wholesale Financing

We are party to a joint venture with TCF Inventory Finance, Inc. ("TCFIF"), a subsidiary of The Huntington National Bank, established as Red Iron Acceptance, LLC ("Red Iron"). The primary purpose of Red Iron is to provide inventory financing to certain distributors and dealers of certain of our products in the U.S.

Under separate agreements between Red Iron and the dealers and distributors, Red Iron provides loans to the dealers and distributors for the advances paid by Red Iron to us. Under these financing arrangements, down payments are not required, and depending on the finance program for each product line, finance charges are incurred by us, shared between us and the distributor and/or the dealer, or paid by the distributor or dealer. Red Iron retains a security interest in the distributors' and dealers' financed inventories and such inventories are monitored regularly. Financing terms to the distributors and dealers require payment as the equipment, which secures the indebtedness, is sold to customers or when payment otherwise becomes due under the agreements between these financing entities and the distributors and dealers, whichever occurs first. Rates are generally indexed to LIBOR, or an alternative variable rate, plus a fixed percentage that differs based on whether the financing is for a distributor or dealer. Rates may also vary based on the product that is financed.

Under a separate agreement, TCF Commercial Finance Canada, Inc. ("TCFCFC") provides inventory financing to dealers of certain of our products in Canada. We also have floor plan financing agreements with other third-party financial institutions to provide floor plan financing to certain dealers and distributors not financed through Red Iron, which include agreements with third-party financial institutions in the U.S. and internationally. Additionally, we continue to provide financing in the form of open account terms directly to home centers and mass retailers, general line irrigation dealers, certain domestic and international distributors and dealers, ag-irrigation dealers and distributors, government customers, and rental companies.

End-User Financing

We have agreements with third-party financing companies to provide financing options to end-customers throughout the world. The purpose of these agreements is to provide end-

users of our products alternative financing options when purchasing our products.

Backlog of Orders

Our backlog of orders represents unfulfilled customer purchase or sales orders on a particular day. The dollar value of our backlog of orders is equal to the gross sales value that we expect to bill to the customer and is not reduced for expected variable consideration related to certain of our sales promotions and incentives programs. Backlog is one of many indicators of business conditions within the markets and industries that we operate; however, our backlog of orders is considered more representative of business conditions than an indicator of our expectation of our future net sales because the dollar value of our backlog of orders is a gross amount that has not yet been reduced for the variable consideration associated with certain of our sales promotions and incentives programs and because backlog can fluctuate for a number of reasons, including the seasonality of our business, product mix, pricing actions, manufacturing and shipping schedules, cancellation and rescheduling of orders by our customers, and the timing of when orders are originally placed by customers and when we are able to fulfill such orders.

We strive to balance timely order fulfillment to our customers with the lead times required by our suppliers to efficiently source commodities and component parts and manage costs. However, during fiscal 2021, we experienced unprecedented demand within our Professional and Residential segment businesses that reduced field inventory levels and drove an increase in purchase and sales orders that outpaced our production capacity. Further, the pace at which we were able to increase our production capacity was hampered due to supply chain challenges, including the inability to procure adequate volumes of certain commodities and component parts inventories and COVID-19-related manufacturing inefficiencies due to the continued reconfiguration of certain of our manufacturing processes in order to implement social distancing protocols within our facilities. As a result, the approximate backlog of orders as of October 31, 2021 and 2020 was \$1,575.9 million and \$370.9 million, respectively, an increase of \$1,205.0 million. Barring any significant and longer-term material supply chain constraints, we expect that the majority of the existing October 31, 2021 backlog of orders will be fulfilled during fiscal 2022; however, it is possible that unanticipated effects of COVID-19, continued global supply chain disruptions, or other factors, such as customer issues, could cause further delays in delivery, an inability to complete unfulfilled customer orders, or even cancelled orders. For additional information regarding the impact of COVID-19 on our business and manufacturing operations, refer to the section titled "Impact of COVID-19" included within Part II, Item 7, "Management's Discussion and Analysis of Financial Condition and Results of Operations," of this Annual Report on Form 10-K.

Competition

Our global business operations result in us competing with many U.S. and non-U.S. companies across our various markets, industries, and product offerings. These competitors and the degree of competition vary widely by industry, product line, end market, geographic scope and/or geographic location, including some competitors that have substantially larger operations and financial resources than we do and some that have smaller operations offering various capabilities to customers. We also experience a certain level of competition among our own brands within certain industries and end markets. Because of the diversity of our product portfolios and industries, our businesses typically have a different set of competitors in each geographic area and end market in which they participate. Accordingly, estimating the number of competitors or precise market share is challenging; however, we believe that we are a principal competitor in most of our industries and markets.

The principal competitive factors in our industries and markets are product innovation; quality and reliability; pricing and sales promotion and incentive programs; product support and customer service; warranty; brand awareness; reputation; distribution, shelf space, and product availability; and financing options. We believe we offer total solutions and full service packages with high quality products that have the latest technology and design innovations. In addition, by selling our products through a network of distributors, dealers, mass retailers, hardware retailers, home centers, as well as online (direct to end-users), users are offered comprehensive service support during and after the warranty period. We believe that we have a competitive advantage because we manufacture a broad range of product lines, we are committed to product innovation and customer service, we have a strong history in, and focus on, the industries and markets in which our business operates, and our distribution channels position us well to compete in various markets.

Our Residential segment products generally face a higher volume of competition than our Professional segment products given the low barriers to entry resulting in numerous other manufacturers selling products that compete directly with our products. Internationally, our Residential segment products face more competition because many foreign competitors design, manufacture, market, and sell products in their respective countries. We experience this competition primarily in Europe. In addition, fluctuations in the value of the U.S. dollar affect the price of our products in foreign markets, thereby impacting their competitiveness. We provide pricing support to foreign customers, invoice in local currency, and execute foreign currency derivative hedging instruments, as appropriate, to remain competitive in international markets.

Human Capital Resources and Management

We believe our commitment to our human capital resources is key to our mission to deliver superior innovation and to deliver superior customer care. During fiscal 2021, we employed an average of 9,520 employees. The total number

of employees as of October 31, 2021 was 10,982. As of October 31, 2021, approximately 13.3 percent of our employees were represented by a union under a collective bargaining agreement. From time to time, our collective bargaining agreements expire and come up for renegotiation. Our four collective bargaining agreements expire in March 2022, May 2022, October 2022, and October 2023. We consider our employee relations to be good.

A highlight of our commitment to our employees is our Sustainability Endures initiative, which includes "People" as one of our three core "Pillars" that represent key areas of focus for our company. Among the critical elements included in the "People Pillar" are the following:

- **Focus on Safety:** The safety of our employees is a paramount value for us. We provide mandatory safety trainings each month in our production facilities, which are designed to focus on empowering our employees with the knowledge and tools they need to make safe choices and to mitigate risks. Supervisors also complete safety management courses. In addition to traditional training, we use safety scorecards, standardized signage, and visual management throughout our facilities. Safety best practices are also regularly featured in our employee newsletters and town halls. In response to the COVID-19 pandemic, we implemented, and continue to adhere to, certain rigorous and meaningful safety measures recommended by the U.S. Centers for Disease Control and Prevention, World Health Organization, and federal, state, local, and foreign authorities that we determined were in the best interest of our employees, customers, suppliers, and communities. These important safety measures include the reconfiguration of manufacturing processes and other workspaces to implement social distancing protocols. For additional information regarding our COVID-19 employee safety measures, refer to the section titled "Impact of COVID-19" included within Part II, Item 7, "Management's Discussion and Analysis of Financial Condition and Results of Operations," of this Annual Report on Form 10-K.
- **Employee Engagement:** We provide all employees with the opportunity to share their opinions and feedback on our culture through a culture survey that is generally performed every two years, with pulse surveys that are offered intermittently between culture surveys. Results of the culture survey are measured and analyzed to enhance the employee experience, promote employee retention, drive change, and leverage the overall success of our organization.
- **Talent Development:** Our key talent philosophy is to develop talent from within and supplement with external hires. We provide all employees a wide range of professional development experiences, both formal and informal, at all stages in their careers. Our formal offerings include tuition reimbursement, a diverse curriculum of learning programs, leadership development experiences, vocational training and

external partnerships across the globe. One of our unique leadership development programs is our Front-Line Leadership Excellence program ("FLEX"), which focuses on building the leadership capabilities of our manufacturing supervisors globally, those with direct oversight of the people building our products. FLEX is designed to focus on helping our supervisors work through obstacles and communication challenges in order to enable the success of their teams. As a result of COVID-19 and the implementation of rigorous and meaningful employee safety measures intended to protect our employees, we transitioned many of our professional development opportunities to virtual delivery options and expanded our offerings for on-demand learning to ensure that robust learning opportunities were still available to our employees who were not required to be physically present at our facilities and sites to perform their job responsibilities. One such example of a virtual development program is our Engaging Effectively program, which is offered to leaders who are required to manage differently in a remote and hybrid environment, yet still engage and achieve high performance standards with their teams.

- **Health and Wellness:** The health and wellness of our employees are critical to our success. We provide our employees with access to a variety of innovative, flexible and convenient health and wellness programs. Such programs are designed to support employees' physical and mental health by providing tools and resources to help them improve or maintain their health status and encourage engagement in healthy behaviors. During fiscal 2021, we implemented an employee campaign in support of COVID-19 vaccine efforts. This employee campaign was designed to provide information about, and support and encourage our employees to receive, a COVID-19 vaccination. As part of this employee campaign, we facilitated the offering of the vaccine to our employees at certain of our facilities.
- **Diversity, Equity and Inclusion:** We recognize that our best performance comes when our teams are diverse, and accordingly, diversity, equity and inclusion ("DEI") is one of our core values. To promote diversity, equity and inclusion in the workplace, we formed an employee DEI committee with strategic pillars of focus that include nurturing an inclusive workspace, attracting and maintaining a diverse workforce, and impacting the communities and markets in which our employees live and work. Initiatives developed by our employee DEI committee include, but are not limited to, events to celebrate heritage and awareness months, a new grant program for advancing equitable communities, and the inception of an employee resource group to support women in the workforce.
- **Compensation and Benefits:** We provide competitive compensation and benefits in order to attract and retain superior talent. In addition to salaries, our compensation and benefits, which vary by country/region, can include annual bonuses, stock-based compensation awards, a

401(k) plan with employee matching opportunities, healthcare and insurance benefits, health savings and flexible spending accounts, paid time off, family leave, family care resources, flexible work schedules, adoption and surrogacy assistance, employee assistance programs, tuition assistance and on-site services, such as health centers and fitness centers, among many others.

- **Community Involvement:** Our employees around the world volunteer with local charitable organizations and civic projects including supporting the beautification and preservation of outdoor environments, water conservation, community health and housing and youth enrichment. We extend the impact of our employees' efforts through matching gifts and the donation of products and expertise, and by providing all full-time salaried employees with the opportunity to volunteer up to 20 hours of their time during the workday each year. In addition, as part of our Land. Water. Thrive. effort, we provide immersion experiences for our employees to work with smallholder farmers in developing countries. Our Land. Water. Thrive. Program is designed to improve productivity and agricultural water practices while also strengthening our employees' empathy and customer-focused approach to problem solving.

Environmental Matters and Other Governmental Regulation

Our business, operations, facilities, and products are subject to numerous international, federal, state, and other governmental laws, rules, and regulations relating to, among others, climate change; emissions to air, including Tier 4 or similar engine emission regulations; discharges to water; restrictions placed on water usage and water availability; product and associated packaging; use of certain chemicals; restricted substances, including "conflict minerals" disclosure rules; import and export compliance, including country of origin certification requirements; worker and product user health and safety; energy efficiency; product life-cycles; outdoor noise laws; and the generation, use, handling, labeling, collection, management, storage, transportation, treatment, and disposal of hazardous substances, wastes, and other regulated materials. For example:

- The U.S. EPA, the California Air Resources Board ("CARB"), and similar regulators in other U.S. states and foreign jurisdictions in which we sell our products have phased in, or are phasing in, emission regulations setting maximum emission standards for certain equipment. Specifically, these agencies from time to time adopt increasingly stringent engine emission regulations. Following the EPA implementation of Tier 4 emission requirements applicable to diesel engines several years ago, China, the European Union ("EU") and related countries, and the United Kingdom also have adopted similar regulations, and similar emission regulations are also being considered in other global markets, including Australia, in which we sell our products. CARB continues to propose and discuss implementation of Zero Emissions Equipment regulations that, when

implemented, will phase in increasingly stringent requirements on exhaust and other emissions from lawn and garden equipment.

- The U.S. federal government, several U.S. states, and certain international jurisdictions in which we sell our products, including the EU and each of its member states, and related countries, have implemented one or more of the following: product life-cycle laws, rules, or regulations, which are intended to reduce waste and environmental and human health impact, and require manufacturers to label, collect, dispose, and recycle certain products, including some of our products, at the end of their useful life, including (i) the Waste Electrical and Electronic Equipment directive, which mandates the labeling, collection, and disposal of specified waste electrical and electronic equipment; (ii) the Restriction on the use of Hazardous Substances directive or similar substance level laws, rules, or regulations, which restrict the use of several specified hazardous materials in the manufacture of specific types of electrical and electronic equipment; (iii) the Registration, Evaluation, Authorization and Restriction of Chemicals directive or similar substance level laws, rules, or regulations that require notification of use of certain chemicals, or ban or restrict the use of certain chemicals; (iv) the Battery Directive, which regulates the manufacture and disposal of batteries; (v) country of origin laws, rules, or regulations, which require certification of the geographic origin of our finished goods products and/or components used in our products through documentation and/or physical markings, as applicable; (vi) energy efficiency laws, rules, or regulations, which are intended to reduce the use and inefficiencies associated with energy and natural resource consumption and require specified efficiency ratings and capabilities for certain products; (vii) outdoor noise laws, which are intended to reduce noise emissions in the environment from outdoor equipment; (viii) conflict minerals laws, such as the Dodd-Frank Wall Street Reform and Consumer Protection Act and the rules promulgated by the U.S. Securities and Exchange Commission ("SEC"), which require specific procedures for the determination and disclosure of the use of certain minerals, known as "conflict minerals," which are mined from the Democratic Republic of the Congo and adjoining countries; (ix) other product substance restriction laws, some of which require certain labeling of products, such as California Proposition 65; (x) electromagnetic compatibility laws and regulations, such as the EU Electromagnetic Compatibility directive, and similar laws and regulations in other markets; (xi) wireless product type approvals and licenses in global markets and the EU Radio Equipment Directive and similar laws and regulations related to wireless and radio usage; and (xii) supply chain transparency laws and regulations addressing modern slavery and human trafficking.
- Our products may be subject to various federal, state, and international laws, rules, and regulations that are

designed to protect users, including rules and regulations of the U.S. Consumer Product Safety Commission.

- Our vehicle and trailered products may be subject to various federal, state and international laws, rules and regulations related to vehicle safety and compliance with road regulations and safety, including the U.S. National Highway Transportation Safety Administration.
- The manufacture and assembly of products within our facilities must comply with environmental regulations addressing air emissions, wastewater discharge, storm water run-off, and hazardous waste disposal.

Compliance with existing laws, rules, and regulations has not historically had a material impact on our capital expenditures, earnings or global competitive position. With respect to acquired properties and businesses, we conduct due diligence regarding potential exposure to environmental liabilities but cannot be certain that we have identified or will identify all adverse environmental conditions. We are also involved in the evaluation and environmental clean-up of a limited number of properties currently and previously owned. We do not expect that these matters will have a material adverse effect on our Consolidated Financial Position or Results of Operations.

Available Information

We are a U.S. public reporting company under the Exchange Act, and file reports, proxy statements, and other information with the SEC. Copies of these reports, proxy statements, and other information can be accessed from the SEC's home page on the Internet at www.sec.gov. We make available, free of charge on our website www.thetorocompany.com (select the "Investors" link and then the "Financials & Filings" link), our Annual Reports on Form 10-K, Quarterly Reports on Form 10-Q, Current Reports on Form 8-K, Proxy Statements on Schedule 14A, Section 16 reports, amendments to those reports, and other documents filed or furnished pursuant to Section 13(a) or 15(d) of the Exchange Act as soon as reasonably practicable after we electronically file such material with, or furnish it to, the SEC. We also provide corporate governance and other information, including our sustainability strategy, on our website. The information contained on our website or connected to our website is not incorporated by reference into, and should not be considered part of, this Annual Report on Form 10-K.

ITEM 1A. RISK FACTORS

The following are material risk factors known to us that could materially adversely affect our business, reputation, operating results, industry, financial position, or future financial performance. The risks described below are not the only risks we face. Additional risks not presently known to us or that we currently deem immaterial may also impair our business, reputation, operating results, industry, financial position, or future financial performance.

Economic and Operational Risks

Our net sales and earnings have been and could continue to be adversely affected by economic conditions and outlook in the locations in which we conduct business.

Adverse economic conditions and outlook in the U.S. and in other countries in which we conduct business, including as a result of COVID-19, have and could continue to impact our net sales and earnings. These adverse economic conditions include, but are not limited to, business closures, slowdowns, suspensions or delays of production and commercial activity; recessionary conditions; slow or negative economic growth rates; slowdowns or reductions in levels of interest in the game of golf or golf course activity, development, renovation, and improvement; golf course closures; reduced governmental or municipal spending; reduced levels of home ownership, construction, and sales; home foreclosures; negative consumer confidence; reduced consumer spending levels; increased or prolonged high unemployment rates; higher costs, longer lead times, and reduced availability of commodities, components, parts, and accessories, including as a result of transportation-related costs, inflation, changing prices, foreign currency fluctuations, tariffs, and/or duties; inflationary or deflationary pressures; reduced infrastructure spending; the impact of U.S. federal debt, state debt, and sovereign debt defaults and austerity measures by certain European countries; reduced credit availability or unfavorable credit terms for our distributors, dealers, and end-user customers; higher short-term, mortgage, and other interest rates; and general economic and political conditions and expectations. In the past, some of these factors have caused and may continue to cause our distributors, dealers, and end-user customers to reduce spending and delay or forego purchases of our products, which has had an adverse effect on our net sales and earnings.

COVID-19 materially adversely impacted portions of our business, financial condition and operating results and such impact will likely continue and could continue to be material.

COVID-19 created significant worldwide volatility, uncertainty and disruption and has materially adversely impacted portions of our business and such adverse impact will likely continue. However, the extent and duration of such possible impacts will depend on numerous evolving factors, including:

- global governmental, business and individual actions that have been, and continue to be, taken in response to COVID-19;
- the success of the deployment of approved COVID-19 vaccines, their effectiveness against the novel strain and related variants, and their rate of adoption;
- the effect of COVID-19 on our suppliers' and companies throughout our supply chain to meet supply commitments, requirements, and/or demands and our ability to continue to obtain commodities, components, parts, and accessories on a timely basis and at anticipated costs;

- the effect of COVID-19 on our dealers, distributors, mass retailers, and other channel partners and customers, including reduced or constrained budgets and cash preservation efforts;
- our ability to continue operations and/or adjust our production schedules to maintain efficient manufacturing operations and fulfill existing and future sales order backlog;
- significant reductions or volatility in demand for one or more of our products or services;
- increasing logistics costs and transportation challenges;
- costs of necessary actions and preparedness plans we have enacted and may enact in the future to help ensure the health and safety of our employees and continued operations;
- availability of employees, their ability to continue to conduct work under revised work environment protocols, the general willingness of employees to come to normal working locations and perform work, as well as our ability, and/or the ability of companies throughout our supply chain, to adequately staff manufacturing and/or other business processes in the event an employee, or multiple employees, contract COVID-19 and must remain away from work locations for an extended period of time;
- potential future restructuring, impairment or other charges;
- our ability to establish and maintain appropriate estimates and assumptions used to prepare the Consolidated Financial Statements;
- the continued impact of COVID-19 on the financial and credit markets and economic activity generally;
- our ability to access lending, capital markets, and other sources of liquidity when needed on reasonable terms or at all;
- our ability to comply with the financial covenants in our debt agreements if the material economic conditions resulting from COVID-19 lead to substantially increased indebtedness and/or lower adjusted EBITDA for us; and
- the continued exacerbation of negative impacts of a global or national recession, depression or other sustained adverse market event as a result of COVID-19.

In addition, the impacts from COVID-19 and efforts to contain it have heightened the other risks described in this Annual Report on Form 10-K.

If we are unable to continue to enhance existing products and develop and market new products that respond to customer needs and preferences and achieve market acceptance, including by incorporating new, emerging, and/or disruptive technologies that may become preferred by our customers, demand for our products may decrease, and our net sales, which have historically benefited from the introduction of new products, may be adversely affected.

One of our strategies is to develop innovative, customer-valued products to generate revenue growth. In the past, our sales from new products, which we define as those introduced in the current and previous two fiscal years, have

represented a significant portion of our net sales and are expected to continue to represent a significant portion of our future net sales. We may not be able to compete as effectively and ultimately satisfy the needs and preferences of our customers, unless we can continue to enhance existing products and develop new and innovative products, including by incorporating new, emerging, and/or disruptive technologies that may become preferred by our customers.

Product development, improvement, and introductions require significant financial and technological resources, talent, research, planning, design, development, engineering, and testing at the technological, product, and manufacturing process levels, and we may not be able to timely develop and introduce new products, technologies or product improvements. New and innovative competitive products may beat our products to market; be higher quality or more reliable; be more effective, have more features, and/or be less expensive than our products; incorporate new, emerging, and/or disruptive technologies; obtain better market acceptance; or render our products obsolete. Any new products that we develop may not receive market acceptance or otherwise generate any meaningful net sales or profits for us relative to our expectations based on, among other things, investments in manufacturing capacity and commitments to fund advertising, sales incentive and promotion programs, and research and development.

Disruption and/or shortages in the availability of commodities, components, parts, or accessories used in our products has, and could continue to, adversely affect our business.

COVID-19, global supply chain disruptions, natural disasters, antidumping and countervailing duty petitions regarding certain engines imported into the U.S. from China, and other tariffs has, to various and differing degrees, impacted the availability of commodities, components, parts, and accessories used in our products. In addition, while most of the commodities, components, parts, or accessories used in our products are generally commercially available from a number of sources, certain items are sourced from single suppliers, which has limited, and could continue to limit, the availability of commodities, components, parts, and accessories when such suppliers are unable to meet our production requirements and we are unable to source such items from an alternative supplier in a timely manner to meet our production needs. Any continued or new disruption or shortages in the availability of commodities, components, parts, or accessories used in our products or sold as standalone products, including as a result of labor staffing, workforce shortage, or other challenges that our suppliers may experience as a result of financial hardship and/or COVID-19, pandemics and/or epidemics, natural disasters, and adverse weather, the frequency and intensity of which may be exacerbated by climate change, or other events, our inability to timely or otherwise obtain substitutes for such items, or any deterioration in our relationships with, the financial viability or quality of, or the personnel relationships

at, our suppliers, could adversely affect our business and operating results.

Weather conditions, including conditions exacerbated by global climate change, have previously impacted, and may continue to impact, demand for some of our products and/or cause disruptions in our operations, including as a result of disruption in our supply chain, which may adversely affect our net sales or our operating results.

Weather conditions in a particular geographic region have adversely impacted, and will likely in the future, adversely affect sales, demand, and field inventory levels of some of our products. Weather conditions also have disrupted our own manufacturing and distribution facilities and our supply chain, which has impacted our ability to manufacture product to fulfill customer demand, and such disruptions may occur in the future. For example, past drought or unusually wet conditions have had an adverse effect on sales of certain mowing equipment products. Unusually rainy weather or severe drought conditions that result in watering bans, or otherwise, have had an adverse effect on sales of our irrigation products, and lower snowfall accumulations in key markets have had an adverse effect on sales of our Residential snow thrower products and products of our Professional snow and ice management business. Similarly, adverse weather conditions in one season may negatively impact customer purchasing patterns and net sales for some of our products in another season. For example, lower snowfall accumulations may result in lower winter season revenues for landscape contractor professionals, causing such customers to forego or postpone spring purchases of our mowing equipment products.

Further, our facilities and other operations and those of our distribution channel customers and suppliers have incurred losses and experienced disruptions as a result of certain weather conditions and such losses or disruption may continue due to additional natural disasters, inclement weather, and/or climate change-related events, such as tornadoes, hurricanes, earthquakes, floods, tsunamis, typhoons, drought, fire, other extreme weather conditions, and other natural disasters and events that occur as a result of such events, such as water or other natural resource shortages, rising sea levels, power outages or shortages, or telecommunications failures. Our insurance coverage with respect to natural disasters and other disruptions is limited and is subject to deductibles and coverage limits. Such coverage may not be adequate, or may not continue to be available at commercially reasonable rates and terms. The occurrence of any such events could negatively impact our business and operating results.

Global climate change may exacerbate the frequency and intensity of unfavorable weather conditions, such as fires, hurricanes, tornadoes, drought, water shortages, rainfall, unseasonably warm winter months, or other weather events, many of which have increased in severity in recent years, in geographic areas where our products are manufactured, distributed, sold, and used and where our supply chains our

located, and our sales and operating results may be affected to a greater degree than we have previously experienced. Such weather conditions could pose physical risks to our facilities and critical infrastructure in the U.S. and abroad, disrupt the operation of our supply chain and third-party vendors, and may impact operational results. Additionally, increased frequency and intensity of weather events due to climate change could lead to lost sales as customers prioritize basic needs.

Our Professional segment includes a variety of products that depend on certain and varied factors.

Our Professional segment includes a variety of products that are sold by distributors or dealers, or directly to government customers, rental companies, construction companies, and professional users engaged in maintaining and creating properties and landscapes, such as golf courses, sports fields, residential and commercial properties and landscapes, and governmental and municipal properties. Any one or a combination of the following factors, among others, many of which have been and may continue to be adversely impacted by COVID-19, could result in a decrease in spending and demand for our products and have an adverse effect on our Professional segment net sales:

- reduced revenue for golf courses resulting from a reduction in the level of interest in the game of golf and/or a decrease in rounds played, memberships, and/or food and beverage sales, as applicable;
- reduced investment in golf course renovations and improvements;
- the level of new golf course development and golf course closures;
- reduced consumer and business spending on property maintenance, such as lawn care and snow and ice removal activities;
- low or reduced levels of infrastructure improvements and other construction activities;
- decreased oil and gas construction activities;
- a decline in acceptance of, and demand for, ag-irrigation solutions for agricultural production;
- availability of cash or credit on acceptable terms for our customers to finance new product purchases; and
- customer and/or government budgetary constraints resulting in reduced spending for grounds maintenance or construction equipment.

Our Residential segment net sales depend on consumers buying our Residential segment products at dealers, mass retailers, and home centers; the amount of product placement at mass retailers and home centers; consumer confidence and spending levels; changing buying patterns of customers; and the impact of significant sales or promotional events.

The elimination, reduction, or changes in the placement of shelf space assigned to our Residential segment products at mass retailers and home centers, could adversely affect our Residential segment net sales. Our Residential segment net sales also depend upon the buying patterns of consumers and

changes to buying patterns could result in reduced sales. For example, as consumers purchase products at home centers and mass retailers that typically offer broader and lower price points than dealers, demand for and sales of our Residential segment products purchased at mass retailers and home centers have increased. We believe that our diverse distribution channels and customer base should reduce the long-term impact on us if we were to lose any substantial customer, but the loss of any such customer, a significant reduction in sales to such customers, our inability to maintain adequate product placement at mass retailers and home centers or our inability to respond to future changes in buying patterns of consumers or new distribution channels could have a material adverse impact on our business and operating results. Furthermore, our quarterly or annual results can be impacted as a result of the timing of significant sales or promotional events for our Residential products.

Changes in our product mix between reportable segments and/or within a reportable segment could adversely impact our financial performance, including profit margins and net earnings.

Our Professional segment products generally have higher profit margins than our Residential segment products. Accordingly, our financial performance, including our profit margins and net earnings, have been and will continue to be impacted depending on the mix of products we sell during a given period. For example, if we experience lower sales of our Professional segment products that generally carry higher profit margins than our Residential segment products, our financial performance, including profit margins and net earnings, have been and could continue to be negatively impacted. Similarly, within each reportable segment, if we experience lower sales of products that generally carry higher profit margins, our financial performance, including profit margins and net earnings, have been and could continue to be negatively impacted.

We face intense competition in all of our product lines with numerous manufacturers and we may fail to compete effectively against competitors' actions, which could harm our business and operating results.

Our products are sold in highly competitive markets throughout the world and as a result, we compete with many U.S. and non-U.S. companies across our various markets, industries, and product offerings. These competitors and the degree of competition vary widely by industry, product line, end market, geographic scope and/or geographic location. The principal competitive factors in our industries and markets include product innovation; quality and reliability; pricing and sales promotion and incentive programs; product support and customer service; warranty; brand awareness; reputation; distribution, shelf space, and product placement and availability; and financing options. Some of our competitors have substantially larger operations and greater financial resources than us, and some have smaller operations offering various and/or more specialized capabilities to customers, and they may be able to adapt more quickly to

new or emerging technologies and changes in customer preferences, or devote greater or more specialized resources to the development, promotion, and sale of their products or disruptive new products or technologies than we can. In addition, competition could increase if new companies enter the market, existing competitors combine or consolidate their operations or if existing competitors expand their product lines or intensify efforts within existing product lines. Our current products, products and technologies under development, and our ability to develop new and improved products and technologies may be insufficient to enable us to compete effectively with our competitors.

Our Residential segment products generally face a higher volume of competition than our Professional segment products given the low barriers to entry resulting in numerous other manufacturers selling products that compete directly with our products. Internationally, our Residential segment products typically face more competition because many foreign competitors design, manufacture, market, and sell products in their respective countries. In addition, fluctuations in the value of the U.S. dollar may affect the price of our products in foreign markets, thereby impacting their competitiveness. Competitors may move manufacturing operations to low cost countries for significant cost and price reductions, and we may not be able to compete, which could harm our business and operating results.

Increases in the cost of commodities, components, parts, and accessories that we purchase and/or increases in our other costs of doing business, have, and could continue to, adversely affect our profit margins and businesses.

We purchase commodities, components, parts, and accessories for use in our manufacturing process and end-products or to be sold as stand-alone end-products, such as steel, aluminum, petroleum and natural gas-based resins, linerboard, copper, lead, rubber, engines, transmissions, transaxles, hydraulics, electrification components, and other commodities, components, parts and accessories. Increased costs, including as a result of COVID-19 and/or inflation, increased tariff, duties, or other charges as a result of changes to U.S. or international trade policies or trade agreements, trade regulation and/or industry activity, or antidumping and countervailing duty petitions on certain products imported from foreign countries, including certain engines imported into the U.S. from China, or the inability of suppliers to continue operations or otherwise remain in business, have affected our profit margins, operating results and businesses and could continue to result in declines in our profit margins, operating results and businesses. Historically, we have mitigated commodity, component, parts, or accessories cost increases, in part, by increasing prices on some of our products and executing on our strategic productivity initiatives, which include, but are not limited to, collaborating with suppliers, reviewing alternative sourcing options, substituting materials, utilizing Lean methods, and engaging in internal cost reduction efforts, all as appropriate. However, we may not be able to fully offset increased commodity, component, parts, or accessories costs in the future. Further,

if our price increases are not accepted by our customers and the market, our net sales, profit margins, earnings, and market share could be adversely affected.

Any inability to cost-effectively expand existing facilities, open and manage new or acquired facilities, move production between manufacturing facilities, and/or any disruption at or near any of our facilities or other operations, or those of our suppliers, distribution channel customers, mass retailers, or home centers where our products are sold has and could continue to adversely affect our business and operating results.

Production downtime and/or the inability to produce products at our facilities or other disruptions have occurred and could continue to occur as a result of supply chain challenges, including the ability to procure adequate supplies of commodities, components, parts, and accessories to meet our production requirements and decreases in work force availability at our locations or those in our supply chains; natural disasters; inclement weather; man-made disasters or other external events, such as terrorist acts or acts of war, pandemics and/or epidemics, including COVID-19, boycotts and sanctions, widespread criminal activities, or protests and/or social unrest, or other events, at or in proximity to any of our facilities or in our manufacturing or other operations, or those of our distribution channel customers, mass retailers or home centers where our products are sold, or suppliers. A work slowdown, strike, or similar action could occur at any one of our facilities, or the facilities of our distribution channel customers and suppliers, and such facilities could fail to renew or enter into new collective bargaining agreements or may have to enter into a new collective bargaining agreement at a facility not currently covered by an agreement. Furthermore, we plan to shift production between our manufacturing facilities from time to time and open new manufacturing and/or distribution facilities to align production capacity with production goals. Such events and disruptions could make it difficult or impossible to manufacture or to deliver products to our customers, produce or maintain sufficient inventory of our products, receive commodities, components, parts or accessories from our suppliers, or perform critical functions, which could adversely affect our business globally or in certain regions. Such events also may result in shortages of commodities, components, parts, or accessories; higher fuel, transportation, and commodity costs; and delays in shipments to our distribution channel customers.

Any failure by us, or our suppliers or distribution channel partners, to hire and/or retain a labor force to adequately staff manufacturing operations, perform service or warranty work, or other necessary activities or allow employees to adequately and safely perform their jobs, could adversely affect our business, operating results, and reputation.

Our labor needs, and those of our suppliers and distribution channel partners, fluctuate throughout the year and by region. During periods of peak manufacturing activity it is often

necessary to sharply increase the number of production staff by utilizing new hires and temporary labor. Production staff hired during such periods of peak manufacturing activity may not have the same level of training, competency, experience, or commitment as regular production employees. In addition, due to limited workforce populations in areas around the locations where we, or our suppliers and distribution channel partners, manufacture products or conduct business, or other factors, we, or our suppliers and distribution channel partners, may not have a sufficient pool of individuals with the right skills and experience available to fulfill labor requirements on a cost-effective basis or otherwise.

Our labor needs and those of our suppliers and distribution channel partners have been negatively impacted by COVID-19, which has exacerbated the challenges in retaining and maintaining an adequate production staff, including as a result of global governmental, business and individual actions that have been, and continue to be, taken in response to COVID-19, and such impacts are expected to continue. Furthermore, we have incurred additional costs as a result of necessary actions and preparedness plans to help ensure the health and safety of our employees and continued operations, including enhanced cleaning processes and protocols designed to implement appropriate social distancing practices. If we, or our suppliers and distribution channel partners, continue to be unable to hire, train, and/or retain a labor force to adequately staff manufacturing operations, perform service or warranty work, or other necessary activities, and adhere to protocols established to create a safe workplace, or we incur additional costs to help ensure the health and safety of our employees and operations, we could continue to experience disruptions in our manufacturing and other processes, which have and could continue to adversely impact our business, operating results and reputation.

If we underestimate or overestimate demand for our products and do not maintain appropriate inventory levels, our net sales and/or working capital could be negatively impacted.

Our ability to manage our inventory levels to meet our customers' demand for our products and fulfill existing and future sales order backlog is important for our business. Our production levels and inventory management goals for our products are based on estimates of demand for our products, taking into account production capacity, timing of shipments, existing sales order backlog, and field inventory levels. Managing inventory levels in the current COVID-19 commercial environment is particularly difficult as a result of demand volatility; changes to production operations, locations and schedule; and supply chain challenges limiting our ability to source an adequate supply of commodities, components, parts, and accessories to meet our production requirements. These factors have resulted manufacturing inefficiencies and related unfavorable manufacturing variances that have negatively impacted our financial results. If such manufacturing inefficiencies continue, we underestimate or overestimate both channel and retail

demand for our products, are not able to manufacture product to fulfill customer demand and existing and future sales order backlog, and/or do not produce or maintain appropriate inventory levels, our net sales, margins, net earnings, and/or working capital could be negatively impacted. Furthermore, such impacts hinder our ability to meet customer demand, result in the loss of customers, and could cause us to incur charges associated with inventory valuation adjustments for excess and obsolete inventories.

Our business and operating results are subject to the inventory management decisions of our distribution channel customers.

We are subject to risks relating to the inventory management decisions and operational and sourcing practices of our distribution network. Our distribution channel customers carry inventories of our products as part of their ongoing operations and adjust those inventories based on their assessments of future needs, including anticipated end-customer demand. Such adjustments have impacted our inventory management and working capital goals as well as operating results, and such adjustments may impact us in the future.

Changes in composition of, financial viability of, and the relationships with, our distribution channel customers could negatively impact our business and operating results.

If we fail to maintain an effective network of distribution channel partners, including distributors, dealers, mass retailers, and home centers, for our products, we may not have adequate market coverage for the optimal level of sales of our products. Additionally, our distribution channel customers may not commit the necessary resources to market and sell our products as we would expect, and/or they may not be successful in marketing and ultimately selling our products. Any weak demand for, or quality issues with, our products may cause our distribution channel customers to reduce or terminate their relationships with us or adversely affect our ability to engage new dealers and distributors or maintain or obtain shelf space at mass retailers and home centers. Changes in the ownership or control of our distribution channel customers could also adversely affect our relationships with them. If we are not able to maintain effective distribution channels, if our distribution channel customers are not successful in marketing and selling our products, or if we experience a significant reduction or cancellation or change in the size and timing of orders from our distribution channel customers, our sales could decline and have an adverse effect on our business and operating results.

In addition, if adverse economic conditions continue or business conditions worsen or other events cause a decline in sales by our distribution channel customers or weakens their financial condition, our net sales and earnings could be adversely affected. Such situation could adversely affect the ability of such customers to pay amounts owed, which could require us to repurchase financed product.

Any material change in the availability or terms of credit offered to our customers by our floor plan arrangements, challenges or delays in transferring new distributors and dealers from any business we might acquire or otherwise to available floor plan platforms, any termination or disruption of our floor plan arrangements, or any delay in securing replacement credit sources could adversely affect our net sales and operating results.

We are a party to various floor plan arrangements in order to provide reliable, competitive floor plan financing to certain of our distributors and dealers primarily in the U.S. and Canada to support their businesses and improve our working capital for our other strategic purposes. As a result, we depend on such arrangements for our inventory financing programs. The availability of financing from our floor plan arrangements is affected by many factors, including, among others, the overall credit markets, the credit worthiness of our dealers and distributors, and regulations that may affect such financing providers. Any material change in the availability or terms of credit offered to our customers by our floor plan financing providers, challenges or delays in transferring new distributors and dealers from any business we might acquire or otherwise to our available financing platforms, any termination or disruption of our floor plan arrangements, or any delay in securing replacement credit sources could adversely affect our sales and operating results.

If our information systems, software, or information security practices or those of our business partners or third-party service providers fail to adequately perform and/or protect sensitive or confidential information, or if we, our business partners, or third-party service providers experience an interruption in the operation of such systems, software, or practices, our business, reputation, financial condition, and operating results could be adversely affected.

We have many information systems and other software that are critical to our business and certain of our products, some of which are managed by third-parties. These information systems and software are used to record, process, summarize, transmit, and store electronic information, and to manage or support a variety of business processes and activities, including, among other things, our accounting and financial functions; our manufacturing and supply chain processes; managing personal data or other data relating to our customers, suppliers, and employees; and the data related to our research and development efforts. We may be unable to enhance our existing information systems and software or implement new information systems or software when necessary; may experience unanticipated delays, complications, or expenses in implementing, integrating, and operating our systems; and/or require substantial expenditures or interruptions in operations in connection with any system changes we might pursue, including as may be necessary during the integration of acquisitions. The failure of our information systems or software or those of our business partners or third-party service providers to perform properly, or difficulties encountered in the development of or transfer over to new systems or the modification or upgrade

of existing systems, could disrupt our business and harm our reputation, which may result in decreased sales, increased overhead costs, excess or obsolete inventory, and product shortages, causing our business, reputation, financial condition, and operating results to suffer.

Additionally, we take steps to secure our information systems and software and any access provided by our business partners or third-party service providers, including our computer systems, intranet and internet sites, email and other telecommunications and data networks. However, the security measures we have implemented may not be effective and our systems may be vulnerable to theft, loss, damage, and interruption from a number of potential sources and events, including unauthorized access or security breaches, data privacy breaches, natural or man-made disasters, cyber attacks, computer viruses, malware, phishing, denial of service attacks, power loss, or other disruptive events. Information technology security threats have been increasing in frequency and sophistication. Cyber attacks may be random, coordinated, or targeted, including sophisticated computer crime threats. These threats pose a risk to the security of our systems and networks including those that may be used by our products, and those of our business partners and third-party service providers, and to the confidentiality, availability, and integrity of our data or data of our customers, suppliers or employees. Our business, reputation, operating results, and financial condition could be adversely affected if a significant cyber event or other event, disrupts or shuts down our operations; our confidential, proprietary information or data of our customers, suppliers, or employees is stolen or disclosed; our intranet and internet sites are compromised; data is manipulated or destroyed; we incur costs, are required to pay fines or face other regulatory enforcement actions, or our customers lose confidence in our ability to adequately protect their information in connection with stolen or disclosed customer, employee, or other confidential or sensitive information; we must dedicate significant resources to system repairs or increase cyber security protection; or we otherwise incur significant litigation or other costs. As we continue to develop internet-connected products and other new, emerging, and/or disruptive technologies, similar risks may also be present in the systems, technology, and software installed within such products.

A portion of our consolidated net sales is generated outside of the U.S., and we intend to continue to look for opportunities to expand our international operations. Our international operations require significant management attention and financial resources, expose us to difficulties presented by international economic, political, legal, regulatory, accounting, and business factors, and may not be successful or produce desired levels of net sales.

International markets have been, and will continue to be, a strategic focus area for revenue growth, both organically and through acquisitions. We currently manufacture our products and maintain sales offices in the U.S. and other countries for sale throughout the world. Our net sales outside the U.S.

were 20.9 percent, 20.1 percent, and 23.1 percent of our total consolidated net sales for fiscal 2021, 2020, and 2019, respectively. We believe many opportunities exist in the international markets, and over time, we intend for international net sales to comprise a larger percentage of our total consolidated net sales; however, expanding our existing international operations and entering into additional international markets requires significant management attention and financial resources. Several factors, including the implications of withdrawal by the U.S. from, or revisions to, international trade agreements, foreign trade or other policy changes between the U.S. and other countries, weakened international economic conditions or the impact of sovereign debt defaults by certain European countries, could adversely affect our international net sales.

Many of the countries in which we manufacture or sell our products, or in which we otherwise have a presence are, to some degree, subject to political, economic, and/or social instability, which has been heightened as a result of COVID-19. As a result, our international operations expose us and our representatives, agents, and distribution channel customers to risks inherent in operating in foreign jurisdictions. These risks include:

- weakened economic conditions;
- pandemics and/or epidemics, including COVID-19;
- increased costs of customizing products for foreign countries;
- difficulties in managing and staffing international operations and increases in infrastructure costs including legal, tax, accounting, and information technology;
- the imposition of additional U.S. and foreign governmental controls or regulations;
- new or enhanced trade restrictions and restrictions on the activities of foreign agents, representatives, and distribution channel customers;
- withdrawal from or revisions to international trade policies or agreements and the imposition or increases in import and export licensing and other compliance requirements, customs duties and tariffs, import and export quotas and other trade restrictions, license obligations, other non-tariff barriers to trade;
- the imposition of U.S. and/or international sanctions against a country, company, person, or entity with whom we do business that would restrict or prohibit our business with the sanctioned country, company, person, or entity;
- international pricing pressures;
- foreign trade or other policy changes between the U.S. and other countries, trade regulation, and/or industry activity that favors domestic companies, including antidumping and countervailing duty petitions on certain products imported from foreign countries, including certain engines imported into the U.S. from China;
- adverse currency exchange rate fluctuations;
- longer payment cycles and difficulties in enforcing agreements and collecting receivables through certain foreign legal systems;

- potentially higher tax rates and adverse tax consequences, including restrictions on repatriating cash and/or earnings to the U.S.;
- fluctuations in our operating performance based on our geographic mix of sales;
- transportation delays and interruptions;
- national and international conflicts, including foreign policy changes, acts of war or terrorist acts;
- difficulties in protecting, enforcing or defending intellectual property rights; and
- multiple, changing, and often inconsistent enforcement of laws, rules, regulations and standards, including rules relating to taxes, environmental, health and safety matters.

Our international operations may not produce desired levels of net sales or, among other things, the factors listed above may harm our business and operating results. Any material decrease in our international sales or profitability could also adversely impact our operating results.

We are renovating and expanding certain office, manufacturing, and other facilities and could experience disruptions to our operations in connection with such efforts.

We are continually renovating and, where appropriate or necessary, expanding our facilities, primarily driven by the growth of our business and the need to expand our manufacturing capacity. We have historically financed, and expect to continue to finance, such efforts with cash on hand and cash from operating activities. Expanding and renovating our facilities could disrupt our business operations, and such effects could include but are not limited to potential interruption in manufacturing processes, delivery of raw materials, shipping finished goods, and data flow; unforeseen construction, scheduling, engineering, environmental, or geological problems; and unanticipated cost increases.

Strategic Risks

Future acquisitions and alliances, strong customer relations, and new joint ventures, investments, and partnerships could be risky and may harm our business, reputation, financial condition, and operating results.

One of our strategies is to drive growth in our businesses and expand our global presence through targeted acquisitions and alliances, strong customer relations, and new joint ventures, investments, and partnerships that add value and complement our existing brands and product portfolio. For example, on April 1, 2019 and March 2, 2020, we completed the CMW and Venture Products acquisitions, respectively. The CMW acquisition is the largest acquisition in our history and the Venture Products acquisition is among one of the largest acquisitions in our history.

Our continued ability to grow through acquisitions will depend, in part, on the availability of suitable target candidates at acceptable prices, terms, and conditions; our ability to compete effectively for acquisition candidates; and the availability of capital and personnel resources to complete

such acquisitions and operate and integrate the acquired business effectively. Any acquisition, alliance, joint venture, investment, or partnership could impair our business, financial condition, reputation, and operating results. For instance, the benefits of an acquisition, or new alliance, joint venture, investment, or partnership may take more time than expected to achieve, or may not develop at all. Acquisitions, alliances, joint ventures, investments, and partnerships may involve a number of risks, the occurrence of which could adversely affect our business, reputation, financial condition, and operating results, including:

- diversion of management's attention to manage and integrate the acquired business;
- disruption to our existing operations and plans;
- inability to effectively manage our expanded operations;
- difficulties, delays, or unanticipated costs, which may be exacerbated by the impact of COVID-19, in integrating and assimilating information and financial systems, internal controls, operations, manufacturing processes and products or in realizing projected efficiencies, growth prospects, cost savings, and other synergies;
- inability to successfully integrate or develop a distribution channel for acquired product lines;
- loss of key employees, customers, distributors, or dealers of the acquired businesses or adverse effects on existing business relationships with suppliers, customers, distributors, and dealers;
- write-off of significant amounts of goodwill, other indefinite-lived intangible assets, and/or long-lived assets because of deterioration in the performance of an acquired business or product line, adverse market conditions, changes in the competitive landscape, changes in laws or regulations that restrict activities of an acquired business or product line, or other circumstances;
- delays or challenges in transitioning distributors and dealers of acquired businesses to available floor plan financing arrangements;
- violation of confidentiality, intellectual property, and non-compete obligations or agreements by employees of an acquired business or lack of or inadequate formal intellectual property protection mechanisms in place at an acquired business;
- adverse impact on overall profitability if our expanded operations do not achieve, or are delayed in achieving, the growth prospects, net sales, net earnings, cost and/or revenue synergies, or other financial results projected in our valuation models;
- reallocation of amounts of capital from other operating initiatives and/or an increase in our leverage and debt service requirements to pay acquisition purchase prices or other business venture investment costs, which could restrict our ability to access additional capital when needed, result in a decrease in our credit rating, or limit our ability to pursue other important elements of our business strategy;

- failure by acquired businesses or other business ventures to comply with applicable international, federal, and state product safety or other regulatory standards;
- infringement by acquired businesses or other business ventures of valid intellectual property rights of others;
- inaccurate assessment of additional post-acquisition or business venture investments, undisclosed, contingent or other liabilities or problems, unanticipated costs associated with an acquisition or other business venture, and despite the existence of representations, warranties and indemnities in any definitive agreement and/or a representation and warranty insurance policy, if applicable, an inability to recover or manage such liabilities and costs; and
- impacts as a result of purchase accounting adjustments, incorrect estimates made in the accounting for acquisitions, occurrence of non-recurring charges, or other potential financial accounting or reporting impacts.

In addition, we need effective internal controls to provide reliable and accurate financial reports and to effectively prevent fraud. Integrating acquired businesses may make our systems and controls more complex and difficult to manage. We devote significant resources and time to comply with the internal control over financial reporting requirements of the Sarbanes-Oxley Act of 2002. However, we cannot be certain that these measures will ensure that we design, implement, and maintain adequate control over our financial processes and reporting in the future, particularly in the context of acquisitions of other businesses, regardless of whether such acquired business was previously privately or publicly held. Any difficulties in the assimilation of acquired businesses into our internal control framework could harm our operating results or cause us to fail to meet our financial reporting obligations.

Also, some acquisitions may require the consent of the lenders under our credit agreements. We cannot predict whether such approvals would be forthcoming or the terms on which the lenders would approve such acquisitions. These risks, among others, could be heightened if we complete a large acquisition or other business venture or multiple transactions within a relatively short period of time.

Failure to successfully complete divestitures or other restructuring activities could negatively affect our operations.

From time to time, we may divest of all or a portion of certain businesses and/or facilities, joint venture or minority equity investment interests, subsidiaries, distributorships, or product categories. Divestitures involve risk, including, potential increased expense associated with the divestitures, and potential issues with the acquirers, customers or suppliers of the divested business, or products. Occasionally, we may wind down certain business activities and/or facilities, product lines, and/or perform other organizational restructuring projects in an effort to reduce costs and streamline operations. Such activities involve risks as they may divert management's attention from our core businesses,

increase expenses on a short-term basis and lead to potential issues with employees, customers, or suppliers. If we do not complete these activities in a timely manner, or do not realize anticipated cost savings, synergies and efficiencies, business disruption occurs during or following such activities, or we incur unanticipated charges, this may negatively impact our business, financial condition, operating results, and cash flows.

Increased scrutiny from the public, investors, and others regarding our environmental, social, and governance ("ESG") practices could impact our reputation.

We have a newly created executive officer position with responsibility for sustainability, additional dedicated employee resources, and a cross-functional/business sustainability leadership team to further develop and implement an enterprise-wide sustainability strategy. We also have published a sustainability report and launched our *Sustainability Endures* platform. Our sustainability reports include our policies and practices on a variety of ESG matters, including the value creation opportunities provided by our products; diversity, equity, and inclusion; employee health and safety; community giving; and human capital management. These efforts may result in increased investor, media, employee, and other stakeholder attention to such initiatives, and such stakeholders may not be satisfied with our ESG practices or initiatives. Additionally, organizations that inform investors on ESG matters have developed rating systems for evaluating companies on their approach to ESG. Unfavorable ratings may lead to negative investor sentiment, which could negatively impact our stock price. Any failure, or perceived failure, to respond to ESG concerns could harm our business and reputation.

Financial Risks

We may be required to incur impairment and other charges resulting from the impairment of goodwill, indefinite-lived intangible assets, or long-lived assets recorded in connection with business combinations and asset acquisitions.

We completed the CMW and Venture Products acquisitions in April of fiscal 2019 and March of fiscal 2020, respectively, and expect to continue to complete selected business combinations and asset acquisitions in the future. In connection with business combinations, applicable accounting standards generally require the net tangible and intangible assets of the acquired business to be recorded on the balance sheet of the acquiring company at their fair values as of the date of acquisition and any excess in the purchase price paid by us over the fair value of net tangible and intangible assets of any acquired business is recorded as goodwill. Goodwill and indefinite-lived intangible assets are not amortized, but are tested at least annually for impairment or more frequently as events and circumstances dictate. Goodwill is tested for impairment at the reporting unit level, which is generally an operating segment or underlying business component. Indefinite-lived intangible assets are tested for impairment at the individual indefinite-lived

intangible asset or asset group level, as appropriate. Finite-lived intangible assets other than goodwill considered long-lived assets for impairment testing purposes, are tested for impairment as events and circumstances dictate, and are required to be amortized over their estimated useful lives and this amortization expense may be significant to our ongoing financial results.

If we determine that the anticipated future cash flows from our reporting units, indefinite-lived intangible assets or asset groups, or long-lived asset groups may be less than their respective carrying values, our goodwill, indefinite-lived intangible assets, and/or long-lived assets may be deemed to be impaired. If this occurs, applicable accounting rules may require us to write down the value of the goodwill, indefinite-lived intangible assets, and/or long-lived assets on our balance sheet to reflect the extent of any such impairment. Any such write-down of goodwill, indefinite-lived intangible assets, and/or long-lived assets would generally be recognized as a non-cash expense in our Consolidated Statements of Earnings for the accounting period during which any such write down occurs. As of October 31, 2021, we had goodwill of \$421.7 million, which is maintained in various reporting units, including goodwill from the CMW and Venture Products business combinations, and indefinite-lived intangible assets of \$190.6 million, which together comprise 20.9 percent of our total assets as of October 31, 2021. Impairment charges, including such charges that could arise as a result of COVID-19, could be significant and could adversely affect our consolidated operating results and financial condition.

Fluctuations in foreign currency exchange rates have affected our operating results and could continue to result in declines in our reported net sales and net earnings.

Because the functional currency of most of our foreign operations is the applicable local currency, but our financial reporting currency is the U.S. dollar, we are required to translate the assets, liabilities, expenses, and revenues of our foreign operations into U.S. dollars at the applicable exchange rate in preparing our Consolidated Financial Statements. Accordingly, we face foreign currency exchange rate risk arising from transactions in the normal course of business, such as sales and loans to wholly owned subsidiaries, sales to third-party customers, purchases from suppliers, and bank lines of credit with creditors denominated in foreign currencies.

Foreign currency exchange rates have affected our net sales, net earnings, and operating results and could continue to result in declines in our reported net sales and net earnings. Currency exchange rate fluctuations may also affect the comparative prices between products we sell and products our foreign competitors sell in the same market, which may decrease demand for our products. Substantial exchange rate fluctuations as a result of the strengthening of the U.S. dollar or otherwise, may have an adverse effect on our operating results, financial condition, and cash flows, as well as the comparability of our Consolidated Financial Statements

between reporting periods. While we actively manage our foreign currency market risk in the normal course of business by entering into various derivative instruments to hedge against such risk, these derivative instruments involve risks and may not effectively limit our underlying exposure to foreign currency exchange rate fluctuations or minimize our net earnings and cash volatility associated with foreign currency exchange rate changes. Further, the failure of one or more counterparties to our foreign currency exchange rate contracts to fulfill their obligations to us could adversely affect our operating results.

We are subject to counterparty risk in our credit arrangements and the terms of our credit arrangements and the indentures governing our senior notes and debentures could limit our ability to conduct our business, take advantage of business opportunities and respond to changing business, market, and economic conditions.

Our credit arrangements, including our revolving credit facility and term loan, and the indentures governing our senior notes and debentures include a number of financial and operating restrictions. For example, our credit arrangements contain financial covenants that, among other things, require us to maintain a maximum leverage ratio. Our credit arrangements and/or indentures also contain provisions that restrict our ability, subject to specified exceptions, to, among other things, create liens or other encumbrances on our assets; dispose of assets; engage in mergers or consolidations; and pay dividends that are significantly higher than those currently being paid, make other distributions to our shareholders, or redeem shares of our common stock. These provisions may limit our ability to conduct our business, take advantage of business opportunities, and respond to changing business, market, and economic conditions. They may also competitively disadvantage us relative to other companies that may be subject to fewer, if any, restrictions or may otherwise adversely affect our business.

Potential important opportunities or transactions, such as significant acquisitions, may require the consent of our lenders, which consent may be withheld or granted subject to conditions that may affect the attractiveness or viability of the transaction. Additionally, market deterioration or other factors could jeopardize the counterparty obligations of one or more of the banks participating in our revolving credit facility, which could have an adverse effect on our business if we are not able to replace such revolving credit facility or find other sources of liquidity on acceptable terms.

If we do not comply with the terms of our credit arrangements and indentures, our credit arrangements could be terminated and any amounts outstanding pursuant to our credit arrangements and indentures could become due and payable.

We cannot assure that we will be able to comply with all of the terms of our credit arrangements and indentures, particularly the financial covenants. Our ability to comply with such terms depends on the success of our business and

our operating results, as well as various risks, uncertainties, and events beyond our control. If we fail to comply with any covenant required by our credit arrangements following any applicable cure periods, the banks could terminate their commitments unless we could negotiate a covenant waiver. The banks could condition such waiver on terms that may be unfavorable to us. In addition, any amounts outstanding pursuant to our credit arrangements and indentures could become due and payable if we were unable to obtain a covenant waiver or refinance our debt under such arrangements.

A downgrade in our credit ratings could increase our cost of funding and/or adversely affect our access to capital markets or the availability of funding from a variety of lenders.

Our credit ratings are important to our cost and availability of capital. The major rating agencies routinely evaluate our credit profile and assign credit ratings to us. This evaluation is based on a number of factors, which include financial strength, business and financial risk, transparency with rating agencies, and timeliness of financial reporting. Further leveraging our capital structure could result in a downgrade to our credit ratings. For instance, if our credit rating falls below investment grade and/or our leverage ratio rises above 1.50, the interest rate we currently pay on outstanding debt under our revolving credit facility could increase. As such, failure to maintain investment grade credit ratings could adversely affect our cost of funding and our liquidity by limiting the access to capital markets or the availability of funding from a variety of lenders.

The expected phase out of LIBOR could impact the interest rates paid on our variable rate indebtedness and cause our interest expense to increase.

A portion of our borrowing capacity and outstanding indebtedness bears interest at a variable rate based on LIBOR. In July 2017, the United Kingdom's Financial Conduct Authority, which regulates LIBOR, announced that it intends to phase out LIBOR by the end of calendar 2021. The U.S. Federal Reserve, in conjunction with the Alternative Reference Rates Committee, a steering committee comprised of large U.S. financial institutions, is considering replacing LIBOR with the Secured Overnight Financing Rate ("SOFR"), a new index calculated based on transactions in the market for short-term treasury securities.

Our variable interest rate financing agreements include language to determine a replacement rate for LIBOR, if necessary. We are evaluating the potential impact of the eventual replacement of the LIBOR benchmark interest rate, however, we are not able to predict whether LIBOR will cease to be available after calendar 2021, whether SOFR will become a widely accepted benchmark in place of LIBOR, or what the impact of such a possible transition to SOFR may be on our operating results or financial condition.

Changes in accounting or tax standards and policies and/or assumptions utilized in determining accounting or tax estimates could adversely affect our financial statements, including our operating results and financial condition.

In preparing the Consolidated Financial Statements in conformity with U.S. generally accepted accounting principles ("GAAP"), we must make decisions that impact our operating results and/or financial condition, including selecting the appropriate accounting and/or tax principles to be applied and the assumptions on which to base accounting and tax estimates. In reaching such decisions, we apply judgments based on our understanding and analysis of the relevant circumstances, historical experience, and actuarial and other independent external third-party specialist valuations, all as appropriate. As a result, actual amounts could differ from those estimated at the time the Consolidated Financial Statements are prepared.

In addition, various authoritative accounting or regulatory entities, including the Financial Accounting Standards Board, Public Company Accounting Oversight Board, and the SEC may amend, expand, and/or eliminate the financial accounting or reporting standards or tax positions that govern the preparation of our Consolidated Financial Statements or could reverse their previous interpretations or positions on how various financial accounting and/or reporting standards or tax positions should be applied. We disclose the impact of accounting pronouncements that have been issued but not yet adopted within our annual and quarterly reports on Form 10-K and Form 10-Q, respectively. However, we do not provide an assessment of proposed accounting pronouncements, as such proposals are subject to change through the exposure process and therefore, we cannot meaningfully assess their effects on our Consolidated Financial Statements. Future changes to accounting or tax standards could modify the accounting or tax policies and procedures that we currently use to prepare our Consolidated Financial Statements. Such changes may be difficult to predict and implement and could impact how we prepare and report our Consolidated Financial Statements, Results of Operations, and Financial Condition.

For additional information regarding our accounting policies, accounting pronouncements adopted, and accounting pronouncements not yet adopted, refer to Part II, Item 7, "Management's Discussion and Analysis of Financial Condition and Results of Operations," in the section entitled "Critical Accounting Policies and Estimates" and Note 1, *Summary of Significant Accounting Policies and Related Data*, of the Notes to Consolidated Financial Statements included in Part II, Item 8, "Financial Statements and Supplementary Data," of this Annual Report on Form 10-K.

Legal, Regulatory, and Compliance Risks

Our patents, trademarks, and contractual provisions may be insufficient to protect our proprietary rights and intellectual

property from others who may sell similar products and our products may infringe the valid proprietary rights of others.

We hold patents and trademarks relating to various aspects of our products and business and believe that proprietary technical know-how is important to our business. The loss of such intellectual property could have a material adverse effect on our business and operating results. Proprietary rights relating to our products are protected from unauthorized use by third-parties only to the extent that they are covered by valid and enforceable patents or are maintained in confidence as trade secrets. We cannot be certain that we will be issued any patents from any pending or future patent applications owned by or licensed to us, or that the claims allowed under any issued patents will be sufficiently broad to protect our technology. Without enforceable patent protection, we may be vulnerable to competitors who attempt to copy our products or gain access to our trade secrets and know-how. We also cannot be certain that our products or technologies have not infringed or will not infringe the valid proprietary rights of others. Others may initiate litigation to challenge the validity of our patents, allege that we infringe their patents, or use their resources to design comparable products that do not infringe our patents. Additionally, we may initiate proceedings to protect our proprietary rights. Any litigation, whether initiated by us or others, may cause us to incur substantial costs and possible damages. If such litigation's outcome is unfavorable to us, our business, operating results, and financial condition could be adversely affected. We could also be forced to develop an alternative that could be costly and time-consuming, or acquire a license, which we might not be able to do on terms favorable to us, or at all.

We rely on trade secrets and proprietary know-how that we seek to protect, in part, by confidentiality agreements with our employees, suppliers, consultants, and others. These agreements may be breached, and we may not have adequate remedies for any such breach. Even if these confidentiality agreements are not breached, our trade secrets may otherwise become known or be independently developed by competitors.

Our company, business, properties, and products are subject to laws, rules, policies, and regulations, with which compliance may require us to incur expenses, or modify our products or operations, and non-compliance may result in harm to our reputation and/or expose us to penalties.

We are subject to numerous international, federal, state, municipal and other governmental laws, rules, policies, regulations, and orders ("Laws") relating to, among other things; climate change; emissions to air, including engine emission requirements; discharges to water; restrictions placed on water usage and water availability; product and associated packaging; use of certain chemicals; restricted substances, including "conflict minerals" disclosure rules; import and export compliance, including country of origin certification requirements; worker and product user health and safety; energy efficiency; product life-cycles; outdoor

noise laws; the generation, use, handling, labeling, collection, management, storage, transportation, treatment, and disposal of hazardous substances, wastes, and other regulated materials; and the registration of certain technologies with various government agencies throughout the world and operation of those technologies within the limits imposed by those agencies, including but not limited to radio frequency, broadband or other wireless technologies and technologies within the airspace of commercial airplanes, such as unmanned aerial systems. In addition, Laws may adversely affect our operating results, including, (i) to address COVID-19 or other health and safety requirements, (ii) taxation and tax policy changes, tax rate changes, new tax laws, or revised tax law interpretations or guidance, which individually or in combination may cause our effective tax rate to increase or result in tax charges, (iii) changes to, or adoption of new, healthcare laws or regulations, or (iv) changes to U.S. or international trade policies or agreements, or trade regulation and/or industry activity, including antidumping and countervailing duty petitions on certain products imported from foreign countries, including certain engines imported in the U.S. from China, that could result in additional tariffs, duties or other charges on commodities, components, parts or accessories that we import and/or use in our products.

Although we believe that we are in substantial compliance with currently applicable Laws, we are unable to predict the ultimate impact of adopted or future Laws on our company, business, properties, or products. Any of these Laws may cause us to incur significant expenses to achieve or maintain compliance, require us to modify our products, adversely affect the price of, or demand for, some of our products or manufacturing processes, and ultimately affect the way we conduct our operations. Failure to comply with any of these Laws could harm our reputation and/or lead to fines and other penalties, including restrictions on the importation of our products into, and the sale of our products in, one or more jurisdictions. In addition, our competitors may adopt strategies with respect to compliance with any such Laws that differ significantly from ours. This may change customer preferences and our markets in unanticipated ways which may adversely affect market demand for our products and our net sales and financial results. Other Laws impacting our supply chain, such as the United Kingdom Modern Slavery Act, or data privacy requirements, such as the EU's General Data Protection Regulation, the California Consumer Privacy Act, and other emerging domestic and global data privacy and cybersecurity laws, may have similar consequences.

Climate change legislation, regulations, accords, mitigation efforts, or other legislation may adversely impact our operations and could impact the competitive landscape within our markets and affect demand for our products.

We are currently subject to rules limiting exhaust and other emissions and other climate-related rules and regulations in certain jurisdictions where we operate. Concern over climate change has resulted in, and could continue to result in, new legal or regulatory requirements designed to reduce or

mitigate the effects of greenhouse gases. An example of such legislation is California's AB 1346, which is expected to ban the sale of new small off-road engines, such as those installed in certain of our products, including leaf blowers and lawnmowers, in the state of California beginning in 2024. We may become subject to additional legislation, regulations, or accords regarding climate change, and compliance with any new rules could be difficult and costly as a result of increased energy, environmental, and other costs and capital expenditures to comply with any such legislation, regulation, or accord or could otherwise decrease demand for our products.

Due to uncertainty in the regulatory and legislative processes and the negotiation and adoption of international climate change accords, as well as the scope of such requirements and initiatives, we cannot currently determine the effect any such legislation, regulation, or accord may have on our products and operations. Additionally, inconsistency of regulations in the states and countries in which we operate may affect the costs of compliance with such requirements. If such laws or regulations are more stringent than current legal or regulatory requirements, we may be subject to curtailment or reduced access to resources or experience increased compliance burdens and costs to meet the regulatory obligations, which may adversely affect our business and operating results.

Additionally, various other legislative proposals, if enacted, could put us in a competitively advantaged or disadvantaged position and affect customer demand for our products. For example, any fiscal-stimulus or other legislation that inordinately impacts the lawn and garden, outdoor power equipment, or irrigation industries generally by promoting the purchase of certain types of products that we sell, such as through customer rebate or other incentive programs, could impact us positively or negatively, depending on whether we manufacture products that meet the specified legislative criteria, including in areas such as fuel efficiency, alternative energy or water usage. Such legislation may also cause customers to perceive our product offerings to be more or less attractive than our competitors' product offerings. We cannot currently predict whether any such legislation will be enacted, the specific terms and conditions of such legislation, such legislation's impact on the competitive landscape within our markets, or how, if at all, any such legislation might ultimately affect customer demand for our products or our operating results.

The costs of complying with the various environmental laws related to our ownership and/or lease of real property, such as clean-up costs and liabilities that may be associated with certain hazardous waste disposal activities, could adversely affect our financial condition and operating results.

Because we own and lease real property, various environmental laws may impose liability on us for the costs of cleaning up and responding to hazardous substances that may have been released on our property, including releases unknown to us. These environmental laws and regulations

could also require us to pay for environmental remediation and response costs at third-party locations where we disposed of or recycled hazardous substances. We are currently involved in the evaluation and clean-up of a limited number of properties we either currently or previously owned. Although we do not expect that these current matters will have a material adverse effect on our financial condition or operating results, our future costs of complying with the various environmental requirements, as they now exist or may be altered in the future, could adversely affect our financial condition and operating results.

We are subject to product quality issues, product liability claims, and other litigation from time to time that could adversely affect our business, reputation, operating results, or financial condition.

The manufacture, sale, and use of our products expose us to significant risks associated with product quality issues and product liability claims and other litigation from time to time. If a product liability claim or other claim or series of claims is brought against us for liabilities exceeding our insurance coverage, and it is ultimately determined that we are liable, our business could suffer. While we believe that we appropriately instruct our customers on the proper usage of our products, we cannot ensure that they will implement our instructions accurately or completely. If our products are defective or used incorrectly by our customers, injury may result and this could give rise to product quality issues and/or product liability claims against us, which could result in losses or damages or adversely affect our brand reputation and the marketability of our products, which may negatively impact our business and operating results.

Product defects can occur through our own product development, design, and manufacturing processes or through our reliance on third-parties for certain component design and manufacturing activities. Some of our products or product improvements were developed relatively recently and defects or risks that we have not yet identified, such as unanticipated use of our products, may give rise to product quality issues and/or product liability claims. Additionally, we could experience a material design, testing, or manufacturing failure in our products, a quality system failure, failures in our products and other challenges that are associated with our inability to properly manage changes in the suppliers and components that we use in our products, insufficient testing procedures, other safety issues, or heightened regulatory scrutiny that could warrant a recall of some of our products. A recall of some of our products could also result in increased product liability claims. Unforeseen product quality and/or product liability problems in the development and production of new and existing products could also result in loss of market share, decreased demand, reduced sales, rework costs, and higher warranty expense.

We are also subject to other litigation from time to time that could adversely affect our business, reputation, operating results or financial condition.

We operate in many different jurisdictions and we could be adversely affected by violations of the U.S. Foreign Corrupt Practices Act ("FCPA") and similar worldwide anti-corruption laws.

The U.S. FCPA and similar worldwide anti-corruption laws generally prohibit companies and their intermediaries from making certain improper payments for the purpose of obtaining or retaining business. The continued expansion of our international operations could increase the risk of violations of these laws. Significant violations of these laws, or allegations of such violations, could harm our reputation, disrupt our business, and result in significant fines and penalties that could have a material adverse effect on our operating results or financial condition.

General Risk Factors

We may not achieve our financial projections or other business initiatives in the time periods that we anticipate, or at all, which could have an adverse effect on our business, operating results, and financial condition.

We generally provide financial projections such as our expected revenue growth and net earnings per share. These financial projections are based on management's assumptions and expectations at the time made. Failure to achieve our financial projections could have an adverse effect on our business, operating results, and financial condition.

We also set goals and objectives for the timing of certain accomplishments, initiatives and milestones regarding our business or operating results. Whether we achieve our goals and objectives of such initiatives can vary due to a number of factors, including the risk factors described in this Annual Report on Form 10-K. As a result, there is no assurance that we will succeed in achieving the goals and objectives of our initiatives in the time periods that we anticipate, or ever. The failure to achieve such goals and objectives in the time periods that we anticipate, or at all, could have an adverse effect on our business, operating results and financial condition.

If we are unable to retain our executive officers or other key employees, attract and retain other qualified employees, or successfully implement executive officer, key employee or other leadership or employee transitions, we may not be able to meet strategic objectives and our business could suffer.

Our ability to meet our strategic objectives and otherwise profitably grow our business will depend to a significant extent on the continued contributions of our leadership team and our ability to identify, attract, engage, develop, and retain other highly qualified employees worldwide. Competition for these individuals is intense, and we may not succeed in identifying, attracting, or retaining qualified employees. Losing any of our executive officers or other key employees, failure to identify, attract, or retain qualified leaders in the future, ineffective executive officer or other employee transitions, delays or the inability to hire necessary and qualified office or production employees due to employment

conditions or otherwise, or any employee work slowdowns, strikes, or similar actions could make it difficult for us to conduct and manage our business and meet key objectives, which could harm our business, financial condition, and results of operations.

ITEM 1B. UNRESOLVED STAFF COMMENTS

None.

ITEM 2. PROPERTIES

Our global business operations require the use of various facilities and other properties for manufacturing, distribution, warehousing, engineering and product testing, sales and marketing, and other corporate activities. As of October 31, 2021, we utilized manufacturing, distribution, warehouse, engineering, and office facilities totaling approximately 9.0 million square feet of space worldwide. The extent to which we utilize our properties can vary by property and from period to period, including manufacturing plant utilization, which typically varies during the year depending on the production cycle and the seasonality of our business. We generally consider each of our current facilities to be in good operating condition, suitable for their respective uses, and adequate for our current and future business needs as our business is presently conducted. However, we make ongoing capital investments in our facilities, including expansion efforts when needed, and believe that our historical capital investments in our manufacturing facilities have increased the production capacity of our operations and have enabled us to meet the needs of our customers. We also believe that we would be able to obtain replacements for our leased premises at acceptable costs should our existing leases not be renewed in a future period. From time to time, we may determine that certain of our properties exceed our business requirements as we continue to optimize our global business operations and global footprint and such properties may be exited, sold, or utilized in another manner.

Our significant facilities are listed below by location, ownership, and function as of October 31, 2021:

Location	Reportable Segment	Facility Type/Use	Ownership
United States:			
El Cajon, California	Professional	Product manufacturing and test site	Owned/Leased
Riverside, California	Professional	Product manufacturing and test facility	Owned/Leased
Sanford, Florida	Professional	Product manufacturing	Leased
Ankeny, Iowa	Professional & Residential	Distribution center	Leased
Sterling, Kentucky	Professional	Product manufacturing	Leased
Iron Mountain, Michigan	Professional	Product manufacturing	Owned/Leased
Bloomington, Minnesota	Other activities	Corporate headquarters and test facility	Owned/Leased
Brooklyn Center, Minnesota	Other activities	Distribution facility	Leased
Shakopee, Minnesota	Professional & Residential	Component part manufacturing	Owned
Windom, Minnesota	Professional & Residential	Product manufacturing	Owned/Leased
St. Louis, Missouri	Other activities	Distribution facility	Leased
Beatrice, Nebraska	Professional	Product manufacturing, test facility, and office	Owned/Leased
Orrville, Ohio	Professional	Product manufacturing and office	Owned
West Salem, Ohio	Professional	Product manufacturing and office	Owned
Perry, Oklahoma	Professional	Product manufacturing, test facility, and office	Owned/Leased
El Paso, Texas	Professional & Residential	Component part and product manufacturing and distribution center	Owned/Leased
Weatherford, Texas	Professional	Product manufacturing	Owned
Baraboo, Wisconsin	Professional & Residential	Distribution center	Leased
Lake Mills, Wisconsin	Professional	Product manufacturing	Owned
Plymouth, Wisconsin	Professional & Residential	Distribution center	Owned
Tomah, Wisconsin	Professional	Product manufacturing and distribution center	Owned/Leased
International Countries:			
Beverly, Australia	Professional	Product manufacturing	Owned
Braeside, Australia	Professional & Residential	Distribution facility	Leased
Oevel, Belgium	Professional & Residential	Distribution center	Owned/Leased
Xiamen City, China	Professional & Residential	Product and component part manufacturing	Leased
Althengstett, Germany	Professional	Product manufacturing	Owned
Fiano Romano, Italy	Professional	Product manufacturing	Owned/Leased
Juarez, Mexico	Professional & Residential	Product manufacturing	Leased
Ploiesti, Romania	Professional	Product manufacturing and test facility	Owned
Hertfordshire, United Kingdom	Professional & Residential	Product manufacturing and test facility	Owned

ITEM 3. LEGAL PROCEEDINGS

From time to time, we are a party to litigation in the ordinary course of business, including claims for punitive, as well as compensatory, damages arising out of the use of our products; litigation and administrative and judicial proceedings with respect to claims involving asbestos and the discharge of hazardous substances into the environment; and commercial disputes, employment disputes, and patent litigation cases. For a description of our material legal proceedings, refer to the headings titled "Litigation" and "Litigation Settlement" within Note 12, *Commitments and Contingencies*, of the Notes to Consolidated Financial Statements included in Part II, Item 8, "Financial Statements and Supplementary Data," of this Annual Report on Form 10-K, which is incorporated into this Item 3 by reference.

ITEM 4. MINE SAFETY DISCLOSURES

Not applicable.

INFORMATION ABOUT OUR EXECUTIVE OFFICERS

The list below identifies those persons designated by our Board of Directors as executive officers of the company. The list sets forth each such person's age and position with the company as of December 10, 2021, as well as other positions held by him or her for at least the last five years. There are no family relationships between any director, executive officer, or person nominated to become a director or executive officer of the company. There are no arrangements or understandings between any executive officer and any other person pursuant to which he or she was selected as an officer of the company.

Name, Age, and Position	Business Experience during the Last Five or More Years
Richard M. Olson 57, Chairman of the Board, President and Chief Executive Officer	Chairman of the Board since November 2017 and President and Chief Executive Officer since November 2016. From September 2015 through October 2016, he served as President and Chief Operating Officer. From June 2014 through August 2015, he served as Group Vice President, International Business, Global Ag-Irrigation Business and Distributor Development.
Kevin N. Carpenter 47, Vice President, Global Operations and Integrated Supply Chain	Vice President, Global Operations and Integrated Supply Chain since December 2021. Prior to joining the company, he held several roles at the Carrier Global Corporation, serving as Vice President of Operations, Residential and Light Commercial Systems from June 2021 to November 2021, Vice President of Quality and Continuous Improvement from August 2020 to May 2021, Vice President of Operations, Commercial HVAC from February 2020 to July 2020, and Vice President of Advanced Manufacturing from May 2019 to January 2020. Prior to joining the Carrier Global Corporation, he held several roles at Rockwell Automation, serving as Vice President of Manufacturing Services from June 2018 to April 2019 and Director of Manufacturing Services from May 2016 to May 2018.
Jody M. Christy 53, Vice President, BOSS	Vice President, BOSS since December 2018. From June 2016 to November 2018, he served as General Manager, BOSS. At the time of the acquisition of BOSS in November 2014 to May 2016, he served as Director, Engineering for BOSS.
Amy E. Dahl 47, Vice President, Human Resources and General Counsel	Vice President, Human Resources and General Counsel since November 2020. From January 2020 through October 2020, she served as Vice President, Human Resources, Distributor Development and General Counsel. From December 2016 through December 2019, she served as Vice President, Human Resources and Distributor Development. From April 2015 through November 2016, she served as Vice President, Human Resources. From June 2013 through March 2015, she served as Managing Director, Corporate Communications and Investor Relations. From July 2012 to May 2013, she served as Assistant General Counsel and Assistant Secretary.
Angela C. Drake 49, Vice President, Construction	Vice President, Construction since April 2020. From April 2019 through March 2020, she served as Senior Managing Director, Integration. From February 2011 through March 2019, she served as Chief Financial Officer for The Charles Machine Works, Inc.
Blake M. Grams 54, Vice President, Sustainability, Business Analytics and Process Improvement	Vice President, Sustainability, Business Analytics and Process Improvement since December 2021. From June 2013 to November 2021, he served as Vice President, Global Operations. From December 2008 to May 2013, he served as Vice President, Corporate Controller.
Bradley A. Hamilton 57, Group Vice President, Commercial, International, Ventrac and Irrigation Businesses	Group Vice President, Commercial, International, Ventrac, and Irrigation Businesses since March 2020. From October 2018 to February 2020, he served as Group Vice President, Commercial, International and Irrigation Businesses. From November 2017 to September 2018, he served as Group Vice President, Commercial and International Businesses. From October 2016 to October 2017, he served as Vice President, Commercial Business. From April 2015 to September 2016, he served as General Manager, Commercial Business.
Gregory S. Janey 43, Vice President, Residential and Landscape Contractor Businesses	Vice President, Residential and Landscape Contractor Businesses since November 2019. From November 2017 to October 2019, he served as General Manager, Residential and Landscape Contractor Businesses. From April 2015 to October 2017, he served as Director, Marketing International Business. From January 2013 through March 2015, he served as Director, Residential Mass Sales and National Accounts in our Residential Business.
Peter D. Moeller 44, Vice President, International	Vice President, International since November 2020. From November 2019 to October 2020, he served as Vice President, Sitework Systems Business. From November 2017 to October 2019, he served as General Manager, Sitework Systems Business. From April 2015 to October 2017, he served as Managing Director, Business Development and Strategic Planning.
Renee J. Peterson 60, Vice President and Chief Financial Officer	Vice President and Chief Financial Officer since August 2011. She also served as Treasurer from July 2013 to March 2021.
Darren L. Redetzke 57, Vice President, Strategic Technologies	Vice President, Strategic Technologies since November 2020. From April 2015 to October 2020, he served as Vice President, International Business.
Richard W. Rodier 61, Group Vice President, Construction, Contractor and Residential Businesses	Group Vice President, Construction, Contractor and Residential Business since May 2020. From April 2019 to April 2020, he served as Group Vice President, Construction Businesses. From November 2017 to April 2019, he served as Vice President, Commercial Business. From October 2016 to November 2017, he served as Vice President, Sitework Systems. From February 2009 to October 2016, he served as General Manager, Sitework Systems.
Kurt D. Svendsen 55, Vice President, Strategy, Corporate and Channel Development	Vice President, Strategy, Corporate and Channel Development since November 2020. From June 2013 to October 2020, he served as Vice President, Information Services.

PART II

ITEM 5. MARKET FOR REGISTRANT'S COMMON EQUITY, RELATED STOCKHOLDER MATTERS AND ISSUER PURCHASES OF EQUITY SECURITIES

Common Stock and Cash Dividends

Our common stock is listed for trading on the New York Stock Exchange and trades under the symbol "TTC." As of October 31, 2021 and 2020, we had 175,000,000 shares of common stock authorized, \$1.00 par value. As of October 31, 2021 and 2020, we had 105,205,734 and 107,582,670 shares of common stock outstanding, respectively. In each quarter of fiscal 2021, our Board of Directors declared a common stock cash dividend of \$0.2625 per share, which was a 5.0 percent increase over our common stock cash dividend of \$0.25 per share paid in each quarter of fiscal 2020. As announced on December 14, 2021, our Board of Directors increased our fiscal 2022 first quarter common stock cash dividend by 14.3 percent to \$0.30 per share from the quarterly common stock cash dividend of \$0.2625 paid in the first quarter of fiscal 2021. Future common stock cash dividends will depend upon our Financial Condition, Results of Operations, capital requirements, and other factors deemed relevant by our Board of Directors. Restrictions on our ability to pay dividends are disclosed in Part II, Item 7, "Management's Discussion and Analysis of Financial Condition and Results of Operations."

Preferred Stock

As of October 31, 2021 and 2020, we had 1,000,000 voting shares and 850,000 non-voting shares of preferred stock authorized, \$1.00 par value. No shares of preferred stock were outstanding as of October 31, 2021 and 2020.

Shareholders

As of December 10, 2021, we had 2,648 shareholders of record.

Issuer Purchases of Equity Securities

The following table sets forth information with respect to shares of our common stock purchased by the company during each of the three fiscal months in our fourth quarter ended October 31, 2021:

Period	Total Number of Shares (or Units) Purchased ^{1,2}	Average Price Paid per Share (or Unit)	Total Number of Shares (or Units) Purchased As Part of Publicly Announced Plans or Programs ¹	Maximum Number of Shares (or Units) that May Yet Be Purchased Under the Plans or Programs ¹
July 31, 2021 through September 3, 2021	—	\$ —	—	5,308,779
September 4, 2021 through October 1, 2021	749,483	100.24	749,483	4,559,296
October 2, 2021 through October 31, 2021	507,779	98.64	506,834	4,052,462
Total	1,257,262	\$ 99.59	1,256,317	

¹ On December 3, 2015, the company's Board of Directors authorized the repurchase of 8,000,000 shares of the company's common stock in open-market or in privately negotiated transactions. The company repurchased 308,779 shares under this tranche of authorized shares under the company's stock repurchase program during the period indicated above and as a result, no shares remain available to repurchase under this tranche as of October 31, 2021. On December 4, 2018, the company's Board of Directors authorized the repurchase of up to an additional 5,000,000 shares of the company's common stock in open-market or in privately negotiated transactions. This authorized stock repurchase program has no expiration date but may be terminated by the company's Board of Directors at any time. The company repurchased 947,538 shares under this tranche of authorized shares under the company's stock repurchase program during the period indicated above and as a result, 4,052,462 shares remained available to repurchase under this tranche of authorized shares under the company's stock repurchase program as of October 31, 2021.

² Includes 945 shares of the company's common stock purchased in open-market transactions at an average price of \$98.55 per share on behalf of a rabbi trust formed to pay benefit obligations of the company to participants in the company's deferred compensation plans. These 945 shares were not repurchased under the company's authorized stock repurchase program described in footnote 1 above.

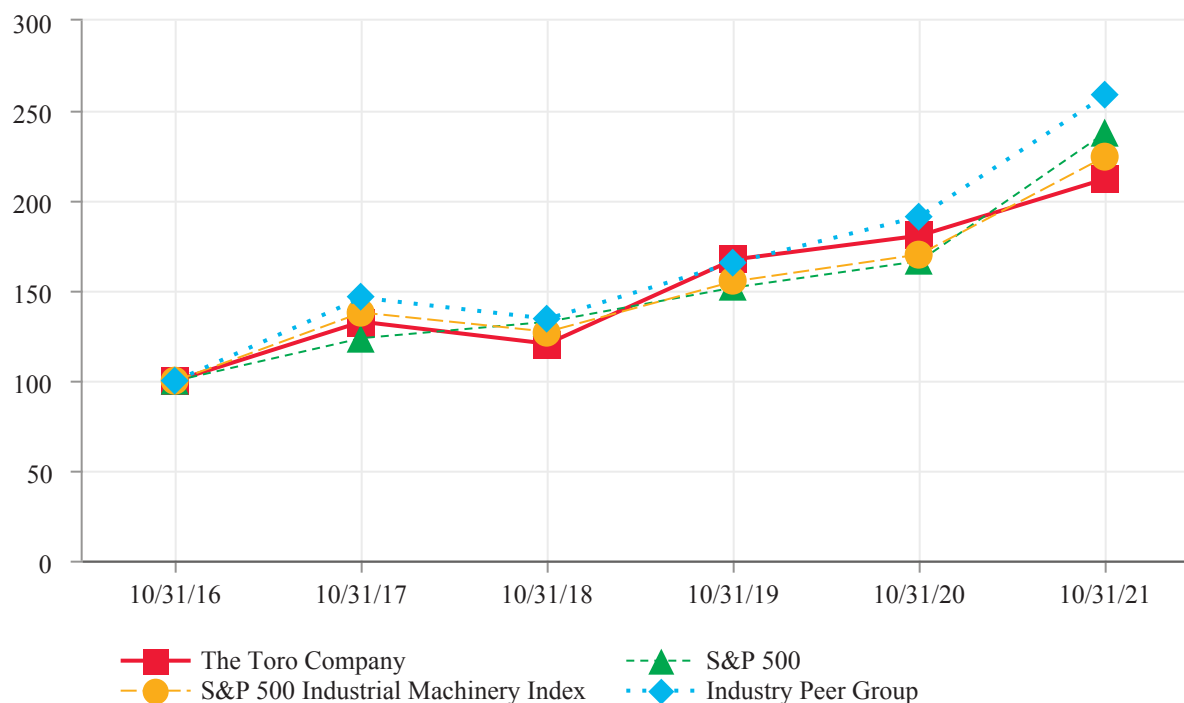
The Toro Company Common Stock Comparative Performance Graph

The information contained in The Toro Company Common Stock Comparative Performance Graph section shall not be deemed to be "soliciting material" or "filed" or incorporated by reference in future filings with the SEC, or subject to the liabilities of Section 18 of the Exchange Act, except to the extent that we specifically request that it be treated as soliciting material or incorporate it by reference into a document filed under the Securities Act or the Exchange Act.

The following stock performance graph and table depict the cumulative total shareholder return (assuming reinvestment of dividends) on \$100 invested in each of TTC common stock, the S&P 500 Index, the S&P 500 Industrial Machinery Index, and an industry peer group for the five-year period from October 31, 2016 through October 31, 2021. The total returns on TTC common stock depicted in the stock performance graph and table are not necessarily indicative of future performance.

COMPARISON OF 5 YEAR CUMULATIVE TOTAL RETURN*

Among The Toro Company, the S&P 500 Index, the S&P 500 Industrial Machinery Index, and Industry Peer Group



*\$100 invested on 10/31/16 in stock or index, including reinvestment of dividends. Fiscal years ending October 31.

Fiscal Years Ended October 31	2016	2017	2018	2019	2020	2021
The Toro Company	\$ 100.00	\$ 132.75	\$ 120.53	\$ 167.31	\$ 180.58	\$ 212.18
S&P 500	100.00	123.63	132.71	151.73	166.46	237.90
S&P 500 Industrial Machinery Index	100.00	137.87	127.21	155.14	170.16	224.61
Industry Peer Group	\$ 100.00	\$ 146.12	\$ 134.40	\$ 165.57	\$ 191.21	\$ 258.51

The S&P 500 Industrial Machinery Index has been added to the stock performance chart during fiscal 2021 and will be included in future filings. The S&P 500 Industrial Machinery Index is a widely used market capitalization index that we believe more appropriately represents manufacturing companies of comparable industry, size, and complexity to that of TTC as compared to our industry peer group. As a result, we will not include the industry peer group in future filings. The industry peer group is based on companies previously included in the Fortune 500 Industrial and Farm Equipment Index, which was discontinued after 2002 and currently includes: AGCO Corporation, Caterpillar Inc., Crane Co., Cummins Inc., Deere & Company, Dover Corporation, Flowserve Corporation, Harsco Corporation, Illinois Tool Works Inc., International Game Technology Plc, ITT Inc., Kennametal Inc., Lennox International Inc., NACCO Industries, Inc., Parker-Hannifin Corporation, Pentair Plc, Snap-On Inc., Teleflex Inc., Terex Corporation, and The Timken Company.

ITEM 6. [RESERVED]

ITEM 7. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

This Management's Discussion and Analysis of Financial Condition and Results of Operations ("MD&A") is intended to provide a reader of our Consolidated Financial Statements with a narrative from the perspective of management on our Financial Condition, Results of Operations, Liquidity, and certain other factors that may affect our future results. Our Consolidated Financial Statements and Notes to Consolidated Financial Statements are included in Part II, Item 8, "Financial Statements and Supplementary Data," of this Annual Report on Form 10-K and all references in this MD&A to the Notes to Consolidated Financial Statements can be found in Part II, Item 8, "Financial Statements and Supplementary Data," of this Annual Report on Form 10-K.

Unless expressly stated otherwise, the comparisons presented in this MD&A refer to the year-over-year comparison of changes in our Financial Condition and Results of Operations as of and for the fiscal years ended October 31, 2021 and 2020. Discussion of fiscal 2019 items and the year-over-year comparison of changes in our Financial Condition and Results of Operations as of and for the fiscal years ended October 31, 2020 and 2019 can be found in Part II, Item 7, "Management's Discussion and Analysis of Financial Condition and Results of Operations," of our Annual Report on Form 10-K for the fiscal year ended October 31, 2020. Statements that are not historical are forward-looking and involve risks and uncertainties, including those discussed in Part I, Item 1A, "Risk Factors," and elsewhere in this Annual Report on Form 10-K. These risks and uncertainties could cause our actual results to differ materially from any future performance suggested throughout this MD&A.

Our MD&A is presented as follows:

- Company Overview
- Results of Operations
- Business Segments
- Financial Position
- Non-GAAP Financial Measures
- Critical Accounting Policies and Estimates

Non-GAAP Financial Measures

Throughout this MD&A, we have provided financial measures that are not calculated or presented in accordance with U.S. GAAP ("non-GAAP financial measures"), as information supplemental and in addition to the most directly comparable financial measures presented in this Annual Report on Form 10-K that are calculated and presented in accordance with U.S. GAAP. We believe that these non-GAAP financial measures, when considered in conjunction with our Consolidated Financial Statements prepared in accordance with U.S. GAAP, provide investors with useful supplemental financial information to better understand our core operational performance and cash flows. These non-GAAP financial measures, however, should not be considered superior to, as a substitute for, or as an alternative

to, and should be considered in conjunction with, the most directly comparable U.S. GAAP financial measures. Reconciliations of non-GAAP financial measures to the most directly comparable reported U.S. GAAP financial measures are included in the section titled "Non-GAAP Financial Measures" within this MD&A.

COMPANY OVERVIEW

General

The Toro Company is in the business of designing, manufacturing, marketing, and selling professional turf maintenance equipment and services; turf irrigation systems; landscaping equipment and lighting products; snow and ice management products; ag-irrigation systems; rental, specialty, and underground construction equipment; and residential yard and snow thrower products. Our purpose is to help our customers enrich the beauty, productivity, and sustainability of the land. Sustainability is the foundation of our enterprise strategic priorities of accelerating growth, driving productivity and operational excellence, and empowering our people, and our focus on alternative power, smart connected, and autonomous solutions are embedded as part of our "Sustainability Endures" strategy. Our Sustainability Endures strategy also provides transparency on our continued efforts to address sustainability-focused matters, including ESG priorities.

We sell our products worldwide through a network of distributors, dealers, mass retailers, hardware retailers, equipment rental centers, home centers, as well as online (direct to end-users). We strive to provide innovative, well-built, and dependable products supported by an extensive service network. A significant portion of our net sales has historically been, and we expect will continue to be, attributable to new and enhanced products. We define new products as those introduced in the current and previous two fiscal years. We classify our operations into two reportable business segments: Professional and Residential, and our remaining activities are presented as "Other" due to their insignificance, as described in greater detail within the section titled "Business Segments" in this MD&A.

Executive Summary

We began fiscal 2021 in the midst of the COVID-19 pandemic, which continued to cause many challenges for our business and manufacturing operations. Specifically, COVID-19 was the catalyst for the current challenging global macroeconomic environment that has disrupted the global supply chain and created an inflationary environment throughout fiscal 2021. The impact of COVID-19 on our business is more fully described within the section titled "Impact of COVID-19" in this MD&A. Despite these challenges, we achieved double-digit consolidated net sales growth in fiscal 2021.

Our Professional segment achieved 16.1 percent net sales growth in fiscal 2021 primarily due to a combination of strong demand for most products and strategic pricing actions across our product lines. More specifically, we benefited

from a continued strong rebound in demand for many of the products in our Professional segment businesses that were more adversely impacted by COVID-19 during fiscal 2020. Most notably, our landscape contractor business continued to build upon the momentum generated during the fourth quarter of fiscal 2020 as we continued to experience strong retail demand from contractors and our channel partners worked to replenish their field inventory levels during fiscal 2021. Additionally, our golf business continued to experience strong demand as golf course investments increased and spending patterns normalized as budgetary constraints moderated. Our rental and specialty construction business also experienced strong demand primarily due to favorable construction industry trends. While the strong demand experienced in our Professional segment was positive, our Professional segment growth was partially offset by a reduction of net sales within our underground construction business driven by supply chain disruptions that resulted in product availability issues that limited our ability to meet the heightened demand for most of our products.

Our Residential segment continued to build on the momentum generated during fiscal 2020 and achieved 23.1 percent net sales growth in fiscal 2021 primarily as a result of strong retail demand across most product lines as a result of new and enhanced products, favorable weather conditions, expanded retail placement, and continued investments by homeowners in their properties. We also achieved net sales growth during fiscal 2021 as a result of strategic pricing actions across our product lines. While the sales growth achieved in our Residential segment was positive, the shift to a greater percentage of Residential segment net sales as a percentage of consolidated net sales has, and may continue to, adversely pressure our consolidated gross margins.

We continued our history of paying quarterly cash dividends throughout fiscal 2021 and increased our fiscal 2021 quarterly cash dividend by 5.0 percent to \$0.2625 per share compared to \$0.25 per share paid in fiscal 2020. We also resumed repurchasing shares of our common stock, thereby reducing our total shares outstanding. As a result of the combination of quarterly cash dividends and share repurchases, we returned \$414.7 million of cash to our shareholders during fiscal 2021. As of October 31, 2021, we had a strong liquidity profile with available liquidity of \$1,002.5 million, consisting of cash and cash equivalents of \$405.6 million and availability under our revolving credit facility of \$596.9 million.

Additionally, our fiscal 2021 results included the following items of significance that are provided in summary format here and described in greater detail throughout the "Results of Operations," "Business Segments," and "Financial Position" sections of this MD&A:

- Consolidated net sales for fiscal 2021 were \$3,959.6 million, an increase of 17.2 percent compared to \$3,378.8 million in fiscal 2020.

- Professional segment net sales for fiscal 2021 were \$2,929.6 million, an increase of 16.1 percent compared to \$2,523.5 million in fiscal 2020.
- Residential segment net sales for fiscal 2021 were \$1,010.1 million, an increase of 23.1 percent compared to \$820.7 million in fiscal 2020.
- Gross margin was 33.8 percent in fiscal 2021 compared to 35.2 percent in fiscal 2020, a decrease of 140 basis points.
- Non-GAAP gross margin was 33.8 percent in fiscal 2021 compared to 35.4 percent in fiscal 2020, a decrease of 160 basis points.
- SG&A expense as a percentage of net sales in fiscal 2021 was 20.7 percent compared to 22.6 percent in fiscal 2020, an improvement of 190 basis points.
- Net earnings for fiscal 2021 were \$409.9 million, or \$3.78 per diluted share, compared to \$329.7 million, or \$3.03 per diluted share, in fiscal 2020.
- Non-GAAP net earnings for fiscal 2021 were \$392.7 million, or \$3.62 per diluted share, compared to \$327.7 million, or \$3.02 per diluted share, in fiscal 2020.
- Field inventory levels were lower as of the end of fiscal 2021 compared to the end of fiscal 2020 as a result of strong retail demand for our products that exceeded product availability.

Please refer to the section titled "Non-GAAP Financial Measures" within this MD&A for reconciliations of non-GAAP financial measures to the most directly comparable reported U.S. GAAP financial measures.

As we look ahead to fiscal 2022, we currently expect the strong demand environment to continue across both our Professional and Residential segments and benefit our future net sales. We also expect to continue to realize favorable impacts to both our net sales and gross margins as a result of our strategic pricing actions and to our gross margins from our productivity initiatives. However, the current challenging supply chain and inflationary environment is anticipated to continue and adversely impact our gross margins into fiscal 2022 and we anticipate that our quarterly sales cadence during fiscal 2022 will be driven more by our ability to produce product than historical demand patterns and seasonality. We intend to continue our historical practice of prudently managing expenses and adjusting production levels as needed to align with anticipated sales volumes and availability of commodity and component parts inventories, while also prioritizing investments that support long-term sustainable growth across our businesses. However, given our current expectation of continuing supply chain disruptions into fiscal 2022 our ability to effectively and efficiently adjust production levels as needed may be limited.

Power Forward

Despite uncertainty concerning the duration of COVID-19 and its impact on the global economy and supply chains, we continued to embrace employee initiatives aligned with driving defined enterprise financial performance goals. As a result, for fiscal 2021, we implemented a one-year employee

initiative, "Power Forward." This employee initiative was intended to help us drive net sales and operating earnings growth and specifically focused on enterprise-wide financial performance goals of net sales of \$3.7 billion and non-GAAP operating earnings of \$485.0 million for fiscal 2021. Due to strong business performance, we exceeded both enterprise-wide financial performance goals during fiscal 2021 as we realized \$4.0 billion of net sales and \$507.0 million of non-GAAP operating earnings.

New Multi-Year Employee Initiative

Our new multi-year employee initiative, "Drive for Five," is intended to align and engage employees on furthering our strategic growth by offering innovative business and product categories to serve our customers. As such, the core focus of this initiative is our goal of exceeding \$5.0 billion in net sales through organic growth, while continuing our historical focus on improving profitability, by the end of fiscal 2024. We believe this goal will continue and enhance the innovation and growth momentum for the organization.

Impact of COVID-19

In March 2020, the World Health Organization declared COVID-19 a global pandemic. COVID-19 has negatively impacted public health and portions of the global economy, significantly disrupted global supply chains, and created volatility in financial markets. The global impact of the pandemic has had a material impact on parts of our business, as well as our employees, customers, and suppliers, and caused many challenges for our business and manufacturing operations.

Our main focus from the beginning of the pandemic has been, and will continue to be, the health, safety, and well-being of our employees, customers, suppliers and communities around the world. In support of continuing our global manufacturing and business operations, we have adopted, and continue to adhere to, rigorous and meaningful safety measures recommended by the U.S. Centers for Disease Control and Prevention, World Health Organization, and federal, state, local, and foreign authorities in an effort to protect our employees, customers, suppliers, and communities. These important safety measures enacted at our facilities and other sites include implementing social distancing protocols such as the reconfiguration of manufacturing processes and other workspaces, frequent disinfecting of our facilities and workspaces, and providing or accommodating the wearing of face coverings and other sanitary measures at our facilities and sites where face coverings are required by government mandates. During fiscal 2021, we implemented an employee campaign in support of COVID-19 vaccine efforts. This campaign was designed to provide information about, and support and encourage our employees to receive, a COVID-19 vaccination. As part of this campaign, we facilitated offering the vaccine to our employees at certain of our facilities. We expect to continue certain applicable and appropriate safety measures for purposes of our global manufacturing and business operations and we may take further actions as

government authorities require or recommend or as we determine to be in the best interests of our employees, customers, suppliers, and communities.

In addition to our vigilant safety measures, we have also maintained our focus on our responsibility to meet the needs of our customers. While our facilities remained operational during fiscal 2021 and we experienced a lesser degree of intermittent partial or full factory closures due to government mandated measures as compared to fiscal 2020, our manufacturing operations were adversely impacted by the global macroeconomic environment, and more specifically, global supply chain disruptions that limited our ability to procure certain commodities and components parts in a timely manner to meet manufacturing production requirements. As a result, we experienced various degrees of commodity and component parts availability issues, which resulted in manufacturing inefficiencies and limited our ability to meet customer demand and adequately replenish certain raw materials, work in process, and finish goods inventory levels. Additionally, the global macroeconomic environment has resulted in a greater degree of inflationary cost pressures on commodity, component parts, and other related costs during fiscal 2021 as compared to fiscal 2020. Although we regularly monitor the adequacy of the supply of commodities, components, parts, and accessories and the financial health of the companies in our supply chain, and use alternative suppliers when necessary and available, financial hardship and/or government mandated restrictions on our suppliers caused by COVID-19, insufficient demand planning, and/or the inability of companies throughout our supply chain to deliver on supply commitments, requirements, and/or demands as a result of COVID-19 or otherwise, has and could continue to cause a disruption in our ability to procure the commodities, components, and parts required to manufacture our products. Ongoing communications continue with our suppliers in an attempt to identify and mitigate such risks and to proactively manage inventory levels of commodities, components, and parts to align with anticipated demand for our products and other government actions.

The continuing implications of COVID-19 on our business and manufacturing operations remain uncertain and will depend on certain future developments, including the duration of the pandemic; any adverse impact due to variants of the virus; its impact on market demand for our products; its impact on the global supply chain; its impact on our employees, customers, and suppliers; the range of government mandated restrictions and other measures; and the success of the deployment of COVID-19 vaccines, their effectiveness against the novel strain and related variants, and their rate of adoption. As a result, the ultimate impact on our future business and manufacturing operations, as well as Results of Operations, Financial Position, and Cash Flows as a result of COVID-19 is unknown at this time. We will continue to monitor the situation and the guidance from global government authorities, as well as federal, state, local and foreign public health authorities, and may take additional

meaningful actions based on their requirements and recommendations in an attempt to protect the health and well-being of our employees, customers, suppliers, and communities. In these circumstances, there may be developments outside our control requiring us to adjust our operating plans and implement appropriate cost reduction measures and such developments could occur rapidly. If the adverse impacts from COVID-19 continue or worsen beyond expectations, our business and related Results of Operations, Financial Position, or Cash Flows could be adversely impacted. Any sustained adverse impacts to our business, the industries in which we operate, market demand for our products, and/or certain suppliers or customers may also affect the future valuation of certain of our assets, and therefore, may increase the likelihood of a charge related to an impairment, write-off, valuation adjustment, allowance, or reserve associated with such assets, including, but not limited to, goodwill, indefinite and finite-lived intangible assets, inventories, accounts receivable, deferred income taxes, right-of-use assets, and property, plant and equipment. Such a charge could be material to our future Results of Operations, Financial Position, or Cash Flows. For additional information regarding risks associated with COVID-19, refer to Part I, Item 1A, "Risk Factors," of this Annual Report on Form 10-K.

Acquisition of Venture Products

On March 2, 2020, during the second quarter of fiscal 2020, we completed our acquisition of Venture Products, the manufacturer of Ventrac-branded products. Venture Products designs, manufactures, markets, and sells articulating turf, landscape, and snow and ice management equipment for grounds, landscape contractor, golf, municipal, and rural acreage customers and provides innovative product offerings that broadened and strengthened our Professional segment and expanded our dealer network. The acquisition consideration was \$163.2 million, of which \$24.9 million of cash consideration was paid to the former Venture Products shareholders during fiscal 2021 upon the satisfaction of indemnification and certain other obligations of Venture Products to the company. We funded the acquisition consideration with borrowings under our revolving credit facility and net cash provided by operating activities. Subsequent to the closing date, results of operations for Venture Products have been included within our Professional segment within our Consolidated Financial Statements and had an incremental impact to our Professional segment net sales and segment earnings for the fiscal year ended October 31, 2021. For additional information regarding the Venture Products acquisition, refer to Note 2, *Business Combinations and Asset Acquisitions*, in the Notes to Consolidated Financial Statements included in Part II, Item 8, "Financial Statements and Supplementary Data," of this Annual Report on Form 10-K.

RESULTS OF OPERATIONS

Net Sales

Consolidated net sales in fiscal 2021 were \$3,959.6 million compared to \$3,378.8 million in fiscal 2020, an increase of 17.2 percent. This net sales increase was primarily driven by the following factors:

- increased sales of Professional landscape contractor zero-turn riding mowers due to strong retail demand and low field inventory levels at the end of fiscal 2020;
- price increases across our Professional and Residential segment product lines;
- strong retail demand for Residential zero-turn riding and walk power mowers due to new and enhanced products;
- increased shipments of golf equipment and Professional irrigation products as a result of the normalization of golf course spending patterns and course investments; and
- strong demand for rental and specialty construction equipment due to favorable construction industry trends.

The consolidated net sales increase was partially offset by reduced sales of underground construction equipment as a result of supply chain challenges limiting product availability and our ability to meet construction industry demand.

Net sales in international markets were \$827.6 million for fiscal 2021 compared to \$678.1 million in fiscal 2020, an increase of 22.0 percent. Changes in foreign currency exchange rates resulted in an increase in our net sales of \$19.3 million in fiscal 2021. The international net sales increase was primarily driven by increased shipments of golf equipment and irrigation products and strong demand for both Professional and Residential segment zero-turn riding products.

The following table summarizes our Results of Operations as a percentage of our consolidated net sales:

Fiscal Years Ended October 31	2021	2020
Net sales	100.0 %	100.0 %
Cost of sales	(66.2)	(64.8)
Gross margin	33.8	35.2
SG&A expense	(20.7)	(22.6)
Operating earnings	13.1	12.6
Interest expense	(0.7)	(1.0)
Other income, net	0.2	0.4
Earnings before income taxes	12.6	12.0
Provision for income taxes	(2.2)	(2.2)
Net earnings	10.4 %	9.8 %

Gross Profit and Gross Margin

Gross profit represents net sales less cost of sales and gross margin represents gross profit as a percentage of net sales. Refer to Note 1, *Summary of Significant Accounting Policies and Related Data*, of the Notes to Consolidated Financial Statements within the section entitled "Cost of Sales," for a description of expenses included in cost of sales. Gross profit for fiscal 2021 was \$1,338.5 million, up 12.5 percent compared to gross profit of \$1,189.8 million in fiscal 2020.

Gross margin was 33.8 percent in fiscal 2021 compared to 35.2 percent in fiscal 2020, a decrease of 140 basis points. Non-GAAP gross profit was \$1,338.5 million, up 12.0 percent compared to non-GAAP gross profit of \$1,194.6 million in fiscal 2020. Non-GAAP gross margin was 33.8 percent in fiscal 2021 compared to 35.4 percent in fiscal 2020, a decrease of 160 basis points. The decrease in gross margin and non-GAAP gross margin in fiscal 2021 as compared to fiscal 2020 was primarily due to the macroeconomic inflationary environment resulting in higher commodity, component parts, and freight costs. This negative impact was partially offset by the following factors:

- improved net price realization as a result of price increases across our Professional and Residential segment product lines;
- productivity improvements; and
- favorable product mix.

Non-GAAP gross profit and non-GAAP gross margin exclude the impact of acquisition-related costs for our acquisitions of Venture Products and CMW, including charges incurred for the take-down of the inventory fair value step-up amounts resulting from purchase accounting adjustments, and the impact of management actions, including charges incurred for inventory write-downs related to the Toro underground wind down. Reconciliations of non-GAAP financial measures to the most directly comparable reported U.S. GAAP financial measures are included in the section titled "Non-GAAP Financial Measures" within this MD&A.

Selling, General and Administrative ("SG&A") Expense

SG&A expense increased \$56.8 million, or 7.4 percent, in fiscal 2021 compared to fiscal 2020. Refer to Note 1, *Summary of Significant Accounting Policies and Related Data*, of the Notes to Consolidated Financial Statements within the section entitled "Selling, General and Administrative Expense" for a description of expenses included in SG&A expense. The SG&A expense rate represents SG&A expense as a percentage of net sales. The SG&A expense rate in fiscal 2021 was 20.7 percent compared to 22.6 percent in fiscal 2020, an improvement of 190 basis points. This SG&A expense rate improvement was primarily the result of leveraging expense over higher sales volumes, which further benefited from a favorable net legal settlement with Briggs & Stratton Corporation.

Interest Expense

Interest expense primarily consists of interest costs incurred on outstanding borrowings related to our fixed and variable interest rate debt arrangements, as well as amortization of the debt issuance costs associated with our debt arrangements. Interest expense for fiscal 2021 decreased \$4.5 million compared to fiscal 2020. This decrease was driven by lower average outstanding borrowings under our debt arrangements and lower average interest rates due to reductions in LIBOR rates in fiscal 2021 compared to fiscal 2020.

Other Income, Net

Other income, net primarily consists of our proportionate share of income or losses from our Red Iron joint venture, realized foreign currency exchange rate gains and losses, interest and dividend income, gains or losses recognized on actuarial valuation changes for our pension and post-retirement plans, retail financing revenue, and other miscellaneous income. Other income, net for fiscal 2021 was \$10.2 million compared to \$13.9 million in fiscal 2020, a decrease of \$3.7 million. This decrease in other income, net was primarily due to the following factors:

- lower income from our Red Iron joint venture as a result of lower field inventory levels and increased inventory turnover at our channel partners throughout fiscal 2021 as compared to fiscal 2020 as a result of strong retail demand for our products that exceeded product availability and
- the unfavorable impact of foreign currency exchange rates.

The other income, net decrease was partially offset by a settlement charge incurred for the termination of our U.S. defined benefit pension plan recognized in fiscal 2020 that did not reoccur in fiscal 2021.

Provision for Income Taxes

The effective tax rate for fiscal 2021 was 18.0 percent compared to 19.0 percent in fiscal 2020. The decrease in the effective tax rate for fiscal 2021 was driven by the following factors:

- increased earnings in more favorable tax jurisdictions,
- one-time adjustments related to prior fiscal years, partially offset by
- decreased tax benefits recorded as excess tax deductions for stock-based compensation.

The non-GAAP effective tax rate for fiscal 2021 was 19.6 percent, compared to a non-GAAP effective tax rate of 20.9 percent in fiscal 2020. The decrease in the non-GAAP effective tax rate for fiscal 2021 was primarily driven by the following factors:

- increased earnings in more favorable tax jurisdictions, and
- one-time adjustments related to prior fiscal years.

The non-GAAP effective tax rate excludes the impact of discrete tax benefits recorded as excess tax deductions for stock-based compensation. Reconciliations of non-GAAP financial measures to the most directly comparable reported U.S. GAAP financial measures are included in the section titled "Non-GAAP Financial Measures" within this MD&A.

Net Earnings and Net Earnings per Diluted Share

Fiscal 2021 net earnings were \$409.9 million compared to \$329.7 million in fiscal 2020, an increase of 24.3 percent. Fiscal 2021 diluted net earnings per share were \$3.78, an increase of 24.8 percent from \$3.03 per diluted share in fiscal 2020. The net earnings increase for fiscal 2021 was primarily driven by the following factors:

- higher sales volumes, which were further benefited from improved net price realization as a result of price increases across our Professional and Residential segment product line and favorable product mix;
- productivity improvements;
- favorable net legal settlements; and
- acquisition-related costs for our acquisitions of Venture Products and CMW recorded in fiscal 2020 that did not repeat in fiscal 2021.

Those favorable net earnings factors were partially offset by the adverse impacts of the macroeconomic inflationary environment, which resulted in higher commodity, component parts, and freight costs.

Non-GAAP net earnings for fiscal 2021 were \$392.7 million, or \$3.62 per diluted share, compared to \$327.7 million, or \$3.02 per diluted share, in fiscal 2020, an increase of 19.9 percent per diluted share. The non-GAAP net earnings increase for fiscal 2021 was primarily driven by the following factors:

- higher sales volumes, which were further benefited from improved net price realization as a result of price increases across our Professional and Residential segment product line and favorable product mix, and
- productivity improvements.

Those favorable non-GAAP net earnings factors were partially offset by the adverse impacts of the macroeconomic inflationary environment, which resulted in higher commodity, component parts, and freight costs.

Non-GAAP net earnings and non-GAAP net earnings per diluted share exclude the net impact of certain litigation settlements; the impact of discrete tax benefits recorded as excess tax deductions for stock-based compensation; acquisition-related costs related to our acquisitions of Venture Products and CMW, including charges incurred related to certain purchase accounting adjustments and integration and transaction costs; and management actions, including charges incurred for inventory write-downs related to the Toro underground wind down. Reconciliations of non-GAAP financial measures to the most directly comparable reported U.S. GAAP financial measures are included in the section titled "Non-GAAP Financial Measures" within this MD&A.

BUSINESS SEGMENTS

As more fully described in Note 3, *Segment Data*, of the Notes to Consolidated Financial Statements, we operate in two reportable business segments: Professional and Residential. Segment earnings for our Professional and Residential reportable segments are defined as earnings from operations plus other income, net. Our remaining activities consisting of our wholly-owned domestic distribution companies, Red Iron joint venture, our corporate activities, and the elimination of intersegment revenues and expenses, are presented as "Other" due to their insignificance. Corporate activities include general corporate expenditures, such as finance, human resources, legal, information services, public relations, business development, and similar activities, as well as other unallocated corporate assets and liabilities, such as corporate facilities and deferred tax assets and liabilities. The following information provides perspective on the net sales and operating results of our reportable business segments' and Other activities.

Professional Segment

Professional segment net sales represented 74.0 percent and 74.7 percent of consolidated net sales for fiscal 2021 and 2020, respectively. The following table presents our Professional segment's net sales, earnings, and earnings as a percentage of net sales (dollars in millions):

Fiscal Years Ended October 31	2021	2020
Net sales	\$ 2,929.6	\$ 2,523.5
Percentage change from prior year	16.1 %	3.3 %
Segment earnings	\$ 507.3	\$ 426.6
Segment earnings as a percentage of segment net sales	17.3 %	16.9 %

Professional Segment Net Sales

Net sales for our Professional segment in fiscal 2021 increased 16.1 percent compared to fiscal 2020. This increase was primarily driven by strong demand for many of the products in our portfolio of Professional segment businesses, most notably the Professional segment businesses that were adversely impacted by COVID-19 during fiscal 2020.

Factors driving the Professional segment net sales increase include:

- increased sales of landscape contractor zero-turn riding mowers due to strong retail demand and low field inventory levels at the end of fiscal 2020;
- price increases across our Professional segment product lines;
- increased shipments of golf equipment and irrigation products as a result of the normalization of golf course spending patterns and course investments;
- strong demand for rental and specialty construction equipment due to favorable construction industry trends; and
- incremental net sales as a result of our acquisition of Venture Products and increased sales of such products in fiscal 2021.

The Professional segment net sales increase was partially offset by reduced sales of underground construction equipment as a result of product availability that limited our ability to meet construction industry demand.

Professional Segment Earnings

Professional segment earnings increased 18.9 percent in fiscal 2021 compared to fiscal 2020, and when expressed as a percentage of Professional segment net sales, increased to 17.3 percent from 16.9 percent. The following factors positively impacted Professional segment earnings as a percentage of Professional segment net sales for fiscal 2021:

- improved net price realization as a result of price increases across our Professional segment product lines;
- reduced SG&A expense as a percentage of net sales due to leveraging expense over higher sales volumes;
- productivity improvements, including COVID-19-related production downtime in fiscal 2020 that was experienced to a lesser degree in fiscal 2021; and
- favorable product mix.

The Professional segment earnings increase as a percentage of Professional segment net sales was partially offset by the macroeconomic inflationary environment resulting in higher commodity, component parts, and freight costs.

Residential Segment

Residential segment net sales represented 25.5 percent and 24.3 percent of consolidated net sales for fiscal 2021 and 2020, respectively. The following table presents our Residential segment's net sales, earnings, and earnings as a percentage of net sales (dollars in millions):

Fiscal Years Ended October 31	2021	2020
Net sales	\$ 1,010.1	\$ 820.7
Percentage change from prior year	23.1 %	24.1 %
Segment earnings	\$ 121.5	\$ 113.7
Segment earnings as a percentage of segment net sales	12.0 %	13.8 %

Residential Segment Net Sales

Net sales for our Residential segment in fiscal 2021 increased by 23.1 percent compared to fiscal 2020. This increase was primarily driven by growth across most of our product lines, most notably due to the following drivers:

- strong retail demand for zero-turn riding and walk power mowers due to new and enhanced products;
- price increases across our Residential segment product lines;
- increased sales of snow thrower products as a result of favorable weather conditions in key regions during the first half of fiscal 2021, enhanced retail placement, and strong pre-season retail demand; and
- increased sales of our 60V Flex-Force battery-powered home solutions products primarily due to successful new product introductions and enhanced retail placement.

Residential Segment Earnings

Residential segment earnings increased 6.9 percent in fiscal 2021 compared to fiscal 2020, and when expressed as a percentage of Residential segment net sales, decreased to 12.0 percent from 13.8 percent. This Residential segment earnings decrease as a percentage of Residential segment net sales was due to the macroeconomic inflationary environment resulting in higher commodity, component parts, and freight costs. The decrease was partially offset by the following items:

- improved net price realization as a result of price increases across our Residential segment product lines;
- productivity improvements, including COVID-19-related production downtime in fiscal 2020 that was experienced to a lesser degree in fiscal 2021;
- reduced SG&A expense as a percentage of net sales due to leveraging expense over higher sales volumes; and
- favorable product mix.

Other Activities

Net sales for our Other activities consist of sales from our wholly-owned domestic distribution companies less intercompany sales from our Professional and Residential business segments to the wholly-owned domestic distribution companies. As further described in Note 7, *Management Actions*, in the Notes to Consolidated Financial Statements, during the first quarter of fiscal 2021, we completed the sale of our Northeastern U.S. distribution company, resulting in us owning only one wholly-owned domestic distribution company during most of fiscal 2021. Net sales for our Other activities represented 0.5 percent and 1.0 percent of consolidated net sales for fiscal 2021 and 2020, respectively.

The following table presents net sales and operating loss for our Other activities (dollars in millions):

Fiscal Years Ended October 31	2021	2020
Net sales	\$ 19.9	\$ 34.6
Percentage change from prior year	(42.5)%	3.7 %
Operating loss	\$ (129.0)	\$ (133.2)

Other Net Sales

Net sales for our Other activities in fiscal 2021 decreased \$14.7 million compared to fiscal 2020, primarily as a result of the sale of our Northeastern U.S. distribution company during the first quarter of fiscal 2021, partially offset by the following factors:

- reduced intercompany sales eliminations for sales from our Professional and Residential segments to our remaining wholly-owned domestic distribution company as a result of the sale of our Northeastern U.S. distribution company and
- increased sales from our remaining wholly-owned domestic distribution company driven by strong retail demand.

Other Operating Loss

Operating loss for our Other activities decreased \$4.2 million in fiscal 2021 compared to fiscal 2020. This operating loss decrease was primarily driven by the following factors:

- a favorable net legal settlement with Briggs & Stratton Corporation;
- reduced SG&A expense as a result of the sale of our Northeastern U.S. distribution company; and
- reduced interest expense as a result of lower average outstanding borrowings under our debt arrangements and lower average interest rates due to reductions in LIBOR rates in fiscal 2021 compared to fiscal 2020.

The operating loss decrease for our Other activities was partially offset by the following items:

- a charge incurred for a legal settlement related to a series of ongoing patent infringement disputes; and
- increased incentive compensation costs as a result of strong business performance.

Refer to Note 12, *Commitments and Contingencies*, of the Notes to Consolidated Financial Statements within the section entitled "Litigation" for additional information regarding the favorable net legal settlement with Briggs & Stratton Corporation.

FINANCIAL POSITION

Working Capital

Given the challenging macroeconomic environment experienced throughout most of fiscal 2021 that has created supply chain disruption and more specifically, resulted in challenging conditions for sourcing adequate amounts of certain commodity and component parts inventory and, in certain cases, the inability of our suppliers to meet our commodity and component parts demand requirements, our working capital strategy for fiscal 2021 shifted to place primary emphasis on increasing our commodity and component parts inventories in an attempt to hold requisite inventory levels to meet our production requirements, avoid manufacturing delays, and meet the strong demand for our products, as well as attempting to ensure service parts availability for our customers. The following table highlights several key measures of our working capital performance (dollars in millions):

Fiscal Years Ended October 31	2021	2020
Average receivables, net	\$ 315.3	\$ 296.5
Average inventories, net	\$ 678.0	\$ 705.1
Average accounts payable	\$ 407.1	\$ 319.5
Average days outstanding for receivables	29.1	32.0
Average inventory turnover (times per fiscal year)	3.9	3.1

As of the end of fiscal 2021, our average net working capital was 14.8 percent compared to 20.2 percent as of the end of fiscal 2020. We calculate our average net working capital as average net accounts receivable plus average net inventory,

less average accounts payable as a percentage of net sales for a twelve month period.

The following factors impacted our average net working capital during fiscal 2021 as compared to fiscal 2020:

- Average net receivables increased by 6.3 percent, primarily due to higher sales to channels not financed through our Red Iron joint venture or other third-party floor plan financing arrangements. Our average days outstanding for receivables decreased to 29.1 days in fiscal 2021 compared to 32.0 days in fiscal 2020.
- Average net inventories decreased by 3.8 percent, mainly due to lower finished goods inventories in certain of our Professional segment businesses as a result of strong demand for our products that exceeded product availability. This decrease was partially offset by higher raw materials and work in process inventories in our Residential segment and certain of our Professional segment businesses due to supply chain challenges that prevented the conversion of raw materials and work in process inventories into finished goods.
- Average accounts payable increased by 27.4 percent, mainly due to largely normalized corporate spending activity throughout fiscal 2021 as compared to the lower corporate spending activity in fiscal 2020 as a result of COVID-19.

Cash Flows

Cash flows provided by/(used in) operating, investing, and financing activities during the past two fiscal years are shown in the following table (in millions):

Fiscal Years Ended October 31	Cash Provided by/ (Used in)	
	2021	2020
Operating activities	\$ 555.5	\$ 539.4
Investing activities	(128.5)	(216.1)
Financing activities	(503.7)	2.4
Effect of exchange rates on cash	2.4	2.4
Net (decrease) increase in cash and cash equivalents	(74.3)	328.1
Cash and cash equivalents as of the end of the fiscal period	\$ 405.6	\$ 479.9

Cash Flows from Operating Activities

Our primary source of funds is cash generated from operations. In fiscal 2021, cash provided by operating activities increased by \$16.1 million, or 3.0 percent, from fiscal 2020. This increase was primarily due to a greater cash benefit from accounts payable due to largely normalized corporate spending activity and timing of invoice payments, as well as higher net earnings. The increase to cash provided by operating activities was partially offset by more cash utilized for inventory purchases in our Professional and Residential segment businesses as a result of strong demand for our products and timing of component parts purchases and higher accounts receivable as a result of the timing of sales to channels not financed through our Red Iron joint

venture or other third-party floor plan financing arrangements.

Cash Flows from Investing Activities

Capital expenditures and acquisitions are a significant use of our capital resources. These investments are intended to enable sales growth in new and expanding markets, help us meet product demand, and increase our manufacturing efficiencies and capacity. Cash used in investing activities in fiscal 2021 decreased by \$87.6 million from fiscal 2020. This decrease was primarily due to less cash utilized for the fiscal 2021 holdback release for our Venture Products business than was used for the initial cash consideration transferred on the acquisition date during fiscal 2020, as well as cash proceeds received from the fiscal 2021 first quarter sale of our Northeastern U.S. distribution company. The decrease to cash used in investing activities was partially offset by higher cash used for our asset acquisitions of Turflynx, Lda and Left Hand Robotics, Inc. and increased purchases of property, plant and equipment in fiscal 2021 as a result of the cessation of the actions taken in fiscal 2020 to preserve our liquidity position as a result of COVID-19.

Cash Flows from Financing Activities

Cash used in financing activities in fiscal 2021 was \$503.7 million compared to \$2.4 million of cash provided by financing activities in fiscal 2020. This increase in cash used in financing activities was mainly due to less cash provided by borrowings under our debt arrangements during fiscal 2021 as compared to fiscal 2020 and more cash used for repurchases of shares of our common stock under our Board authorized repurchase program as we resumed repurchase activity during fiscal 2021, partially offset by lower cash used for repayments of outstanding indebtedness.

Cash and Cash Equivalents

Cash and cash equivalents as of the end of fiscal 2021 decreased by \$74.3 million compared to the end of fiscal 2020. As of October 31, 2021, cash and cash equivalents held by our foreign subsidiaries were \$117.3 million. We consider that \$30.9 million of cash and cash equivalents held by our foreign subsidiaries are intended to be indefinitely reinvested. Should these cash and cash equivalents be distributed in the future in the form of dividends or otherwise, we may be subject to foreign withholding taxes, state income taxes, and/or additional federal taxes for currency fluctuations. As of October 31, 2021, the unrecognized deferred tax liabilities for temporary differences related to our investment in non-U.S. subsidiaries, and any withholding, state, or additional federal taxes upon any future repatriation, are not material and have not been recorded.

Capital Expenditures

We make ongoing capital investments in our property, plant, and equipment and believe that our historical capital investments in our manufacturing facilities and other capital assets have increased the production capacity of our operations and enabled us to meet the needs of our

customers. Fiscal 2021 capital expenditures of \$104.0 million were \$25.9 million higher than fiscal 2020. This increase was primarily due to increased capital investment levels in fiscal 2021 as a result of the cessation of the actions taken in fiscal 2020 to preserve our liquidity position as a result of COVID-19. We anticipate fiscal 2022 capital expenditures in the range of \$150.0 million to \$175.0 million as we plan to continue to invest in future growth through the expansion of our manufacturing operations and other facilities and capital assets, new product tooling, productivity and automation enhancements in our manufacturing and distribution processes, and continued replacement of production equipment.

Other Long-Term Assets

Other long-term assets as of October 31, 2021 were \$1,447.0 million compared to \$1,425.6 million as of October 31, 2020, an increase of \$21.4 million. This increase was primarily due to an increase in purchases of property, plant, and equipment and an incremental increase of other intangible assets as a result of our asset acquisitions of Turflynx, Lda and Left Hand Robotics, Inc. These increases to other long-term assets were partially offset by depreciation of property, plant and equipment and the amortization of our other intangible assets and right-of-use lease assets during fiscal 2021.

Additionally, included in other long-term assets as of October 31, 2021 was goodwill in the amount of \$421.7 million. Based on our annual goodwill impairment analysis, we determined there was no impairment of goodwill during fiscal 2021 for any of our reporting units as the fair values of the reporting units exceeded their carrying values, including goodwill.

Liquidity and Capital Resources

Our businesses are seasonally working capital intensive and require funding for purchases of raw materials used in production, replacement parts inventory, payroll and other administrative costs, capital expenditures, establishment of new facilities, expansion and renovation of existing facilities, as well as for financing receivables from customers that are not financed with Red Iron or other third-party financial institutions. Our accounts receivable balance historically increases between January and April as a result of typically higher sales volumes and extended payment terms made available to our customers, and typically decreases between May and December when payments are received.

We generally fund cash requirements for working capital needs, capital expenditures, contractual obligations, acquisitions, investments, debt repayments, interest payments, quarterly cash dividend payments, and common stock repurchases, all as applicable, through cash provided by operating activities, availability under our revolving credit facility, and in certain instances, other forms of financing arrangements. Our revolving credit facility has been adequate for these purposes, although we have negotiated and completed additional financing arrangements as needed to allow us to complete acquisitions or for other corporate

purposes. We currently believe that our existing liquidity position, including the funds available through existing, and potential future, financing arrangements and forecasted cash flows from operations will be sufficient to provide the necessary capital resources for our anticipated working capital needs, capital expenditures, investments, debt repayments, interest payments, quarterly cash dividend payments, and common stock repurchases, all as applicable, for at least the next twelve months. As of October 31, 2021, we had available liquidity of \$1,002.5 million, consisting of cash and cash equivalents of \$405.6 million, of which \$117.3 million was held by our foreign subsidiaries, and availability under our revolving credit facility of \$596.9 million.

Indebtedness

The following is a summary of our indebtedness (in thousands):

October 31	2021	2020
Revolving credit facility	\$ —	\$ —
\$270 million term loan	270,000	—
\$200 million term loan	—	100,000
\$300 million term loan	—	180,000
\$190 million term loan	—	90,000
3.81% series A senior notes	100,000	100,000
3.91% series B senior notes	100,000	100,000
7.8% debentures	100,000	100,000
6.625% senior notes	124,040	123,978
Less: unamortized discounts, debt issuance costs, and deferred charges	2,798	2,855
Total long-term debt	691,242	791,123
Less: current portion of long-term debt	—	99,873
Long-term debt, less current portion	\$ 691,242	\$ 691,250

Principal payments required on our outstanding indebtedness, based on the maturity dates defined within our debt arrangements, for each of the next five fiscal years are as follows: fiscal 2022, \$0.0 million; fiscal 2023, \$0.0 million; fiscal 2024, \$0.0 million; fiscal 2025, \$27.0 million; fiscal 2026, \$243.0 million; and after fiscal 2026, \$425.0 million. Interest payments required on our outstanding indebtedness, assuming no prepayments of indebtedness, for each of the next five fiscal years are as follows: fiscal 2022, \$26.7 million; fiscal 2023, \$26.7 million; fiscal 2024, \$26.7 million; fiscal 2025, \$26.6 million; fiscal 2026, \$26.1 million; and after fiscal 2026, \$128.2 million. Interest on variable rate debt was calculated using the interest rate as of October 31, 2021.

Revolving Credit Facility

Seasonal cash requirements are financed from operations, cash on hand, and with borrowings under our revolving credit facility, as applicable. On October 5, 2021, we entered into an amended and restated credit agreement ("amended credit agreement") that provided for, among other things, a five-year unsecured revolving credit facility with a borrowing capacity of up to \$600.0 million ("revolving credit facility") that matures on October 5, 2026 and replaced our prior \$600.0 million unsecured senior revolving credit facility

scheduled to mature on June 19, 2023. Included in the revolving credit facility is a \$10.0 million sublimit for standby letters of credit and a \$30.0 million sublimit for swingline loans. At our election, and with the approval of the named borrowers on the revolving credit facility and the election of the lenders to fund such increase, the aggregate maximum principal amount available under the revolving credit facility may be increased by an amount of up to \$300.0 million. Funds are available under the revolving credit facility for working capital, capital expenditures, and other lawful corporate purposes, including, but not limited to, acquisitions and common stock repurchases, subject in each case to compliance with certain financial covenants as defined within the amended credit agreement. As of October 31, 2021, we had no outstanding borrowings under the revolving credit facility and \$3.1 million outstanding under the sublimit for standby letters of credit, resulting in \$596.9 million of unutilized availability under our revolving credit facility. As of October 31, 2020, we had no outstanding borrowings under our prior revolving credit facility and \$2.5 million outstanding under our prior sublimit for standby letters of credit, resulting in \$597.5 million of unutilized availability under our prior revolving credit facility.

Outstanding loans under the revolving credit facility (other than swingline loans), if applicable, bear interest at a variable rate generally based on LIBOR or an alternative variable rate based on the highest of the Bank of America prime rate, the federal funds rate or a rate generally based on LIBOR, in each case depending on the leverage ratio (as measured quarterly and defined as the ratio of (i) total indebtedness to (ii) consolidated EBIT (earnings before interest and taxes) plus depreciation and amortization expense) and our debt rating. Swingline loans under the revolving credit facility bear interest at a rate determined by the swingline lender or an alternative variable rate based on the highest of the Bank of America prime rate, the federal funds rate or a rate generally based on LIBOR, in each case depending on the leverage ratio and our debt rating. Interest is payable quarterly in arrears. Our debt rating for long-term unsecured senior, non-credit enhanced debt was unchanged during the fourth quarter of fiscal 2021 by Standard and Poor's Ratings Group at BBB and by Moody's Investors Service at Baa3. If our debt rating falls below investment grade and/or our leverage ratio rises above 1.50, the basis point spread we currently pay on outstanding debt under the revolving credit facility would increase. However, the credit commitment could not be canceled by the banks based solely on a ratings downgrade. During fiscal 2020, we incurred interest expense of \$0.8 million on the outstanding borrowings under our prior revolving credit facility. No interest expense was incurred under our current and prior revolving credit facilities during fiscal 2021.

Our revolving credit facility contains customary covenants, including, without limitation, financial covenants, such as a maximum leverage ratio; and negative covenants, which among other things, limit cash dividends, disposition of

assets, consolidations and mergers, liens, and other matters customarily restricted in such agreements. Most of these restrictions are subject to certain minimum thresholds and exceptions. Under the revolving credit facility, we are not limited in the amount for payments of cash dividends and common stock repurchases as long as, both before and after giving pro forma effect to such payments, our leverage ratio from the previous quarter compliance certificate is less than or equal to 3.5 (or, at our option (which we may exercise twice during the term of the facility) after certain acquisitions with aggregate consideration in excess of \$75.0 million, for the first four quarters following the exercise of such option, is less than or equal to 4.0), provided that immediately after giving effect of any such proposed action, no default or event of default would exist. As of October 31, 2021, we were not limited in the amount for payments of cash dividends and common stock repurchases. We were in compliance with all covenants under the amended credit agreement for our revolving credit facility as of October 31, 2021, and we expect to be in compliance with all covenants during fiscal 2022. If we were out of compliance with any covenant required by this credit agreement following the applicable cure period, the banks could terminate their commitments unless we could negotiate a covenant waiver from the banks. In addition, our long-term senior notes, debentures, term loan facility, and any amounts outstanding under the revolving credit facility could become due and payable if we were unable to obtain a covenant waiver or refinance our borrowings under the amended credit agreement.

\$270.0 Million Term Loan Credit Agreement

The amended credit agreement executed on October 5, 2021 also provided for a five-year unsecured term loan in an aggregate principal amount of \$270.0 million, the entire amount of which was funded on October 5, 2021 and matures on October 5, 2026 ("270.0 million term loan"). Under the amended credit agreement, incremental term loan commitments may be established at our election and the approval of the borrowers on the \$270.0 million term loan by an amount of up to \$100.0 million.

Beginning December 31, 2024, we are required to make quarterly principal amortization payments on the \$270.0 million term loan equal to \$6.75 million. On October 5, 2026, the aggregate principal amount of any remaining outstanding borrowings under the \$270.0 million term loan are required to be repaid. The \$270.0 million term loan may be prepaid and terminated at our election at any time without penalty or premium. Amounts repaid or prepaid may not be reborrowed. As of October 31, 2021, there was \$270.0 million of outstanding borrowings under the \$270.0 million term loan.

Outstanding borrowings under the \$270.0 million term loan bear interest at a variable rate generally based on LIBOR or an alternative variable rate based on the highest of the Bank of America prime rate, the federal funds rate or a rate generally based on LIBOR, depending on the leverage ratio (as measured quarterly and defined as the ratio of (i) total indebtedness to (ii) consolidated EBIT (earnings before

interest and taxes) plus depreciation and amortization expense) and our debt rating. Interest is payable quarterly in arrears. For the fiscal year ended October 31, 2021, we incurred interest expense of \$0.2 million on the outstanding borrowings under the \$270.0 million term loan. No interest expense was incurred during fiscal 2020.

The \$270.0 million term loan contains customary covenants, including, without limitation, financial covenants generally consistent with those applicable under our revolving credit facility. We were in compliance with all covenants related to the \$270.0 million term loan as of October 31, 2021, and we expect to be in compliance with all covenants during fiscal 2022. If we were out of compliance with any covenant required by the \$270.0 million term loan following the applicable cure period, our term loan facility, long-term senior notes, debentures, and any amounts outstanding under the revolving credit facility could become due and payable if we were unable to obtain a covenant waiver or refinance our borrowings under the \$270.0 million term loan.

\$500.0 Million Term Loan Credit Agreement

In March 2019, we entered into a term loan credit agreement with a syndicate of financial institutions for the purpose of partially funding the CMW purchase price and the related fees and expenses incurred in connection with such acquisition. The term loan credit agreement provided for a \$200.0 million three-year unsecured senior term loan facility maturing on April 1, 2022 ("200.0 million term loan") and a \$300.0 million five-year unsecured senior term loan facility maturing on April 1, 2024 ("300.0 million term loan" and collectively with the \$200.0 million term loan, the "500.0 million term loan"). The funds under the \$500.0 million term loan were received on the CMW closing date.

As of October 31, 2020, we had prepaid \$100.0 million and \$120.0 million of the outstanding principal balances of the \$200.0 million term loan and \$300.0 million term loan, respectively. Thus, as of October 31, 2020, there was \$100.0 million and \$180.0 million of outstanding borrowings under the \$200.0 million term loan and \$300.0 million term loan, respectively. During the second quarter of fiscal 2021, we prepaid \$10.0 million of the remaining outstanding borrowings under the \$300.0 million term loan. As a result of the execution of the amended credit agreement during the fourth quarter of fiscal 2021, the remaining \$100.0 million and \$170.0 million outstanding principal balances under the \$200.0 million term loan and \$300.0 million term loan, respectively, were paid in full. As a result of the prepayment, there were no outstanding borrowings under the \$200.0 million three-year unsecured senior term loan facility and \$300.0 million five-year unsecured senior term loan facility, respectively, as of October 31, 2021.

Interest was previously calculated on outstanding borrowings under the \$500.0 million term loan by utilizing a variable rate generally based on LIBOR or an alternative variable rate, based on the highest of the Bank of America prime rate, the federal funds rate, or a rate generally based on LIBOR, in each case subject to an additional basis point spread as

defined in the \$500.0 million term loan. Interest was payable quarterly in arrears. During the fiscal years ended October 31, 2021 and 2020, we incurred \$3.1 million and \$5.2 million, respectively, of interest expense on the outstanding borrowings of the \$500.0 million term loan.

\$190.0 Million Term Loan Credit Agreement

On March 30, 2020, we entered into a \$190.0 million term loan credit agreement ("190.0 million term loan") with certain financial institutions for the purpose of refinancing certain of our outstanding borrowings incurred in connection with the acquisition of Venture Products on March 2, 2020, as well as a precautionary measure to increase our liquidity and preserve financial flexibility in light of the uncertainty in the global financial and commercial markets as a result of COVID-19. The \$190.0 million term loan provided for a \$190.0 million three-year unsecured senior term loan facility maturing on June 19, 2023.

As of October 31, 2020, we had prepaid \$100.0 million of the outstanding principal balance of the \$190.0 million term loan, resulting in a remaining outstanding principal balance of \$90.0 million. During the first quarter of fiscal 2021, we prepaid the remaining \$90.0 million outstanding principal balance under the \$190.0 million term loan. As a result of the prepayment, there were no outstanding borrowings under the \$190.0 million term loan as of October 31, 2021.

Interest was previously calculated on outstanding borrowings under the \$190.0 million term loan by utilizing a variable rate based on LIBOR or an alternative variable rate with a minimum rate of 0.75 percent, subject to an additional basis point spread as defined in the term loan credit agreement. Interest was payable quarterly in arrears. For the fiscal years ended October 31, 2021 and 2020 we incurred interest expense of approximately \$0.3 million and \$2.4 million, respectively, on the outstanding borrowings under the \$190.0 million term loan.

3.81% Series A and 3.91% Series B Senior Notes

On April 30, 2019, we entered into a private placement note purchase agreement with certain purchasers ("holders") pursuant to which we agreed to issue and sell an aggregate principal amount of \$100.0 million of 3.81% Series A Senior Notes due June 15, 2029 ("Series A Senior Notes") and \$100.0 million of 3.91% Series B Senior Notes due June 15, 2031 ("Series B Senior Notes" and together with the Series A Senior Notes, the "Senior Notes"). On June 27, 2019, we issued \$100.0 million of the Series A Senior Notes and \$100.0 million of the Series B Senior Notes pursuant to the private placement note purchase agreement. The Senior Notes are our unsecured senior obligations.

No principal is due on the Senior Notes prior to their stated due dates. We have the right to prepay all or a portion of either series of the Senior Notes in amounts equal to not less than 10.0 percent of the principal amount of the Senior Notes then outstanding upon notice to the holders of the series of Senior Notes being prepaid for 100.0 percent of the principal amount prepaid, plus a make-whole premium, as set forth in

the private placement note purchase agreement, plus accrued and unpaid interest, if any, to the date of prepayment. In addition, at any time on or after the date that is 90 days prior to the maturity date of the respective series, we have the right to prepay all of the outstanding Senior Note of such series for 100.0 percent of the principal amount so prepaid, plus accrued and unpaid interest, if any, to the date of prepayment. Upon the occurrence of certain change of control events, we are required to offer to prepay all Senior Notes for the principal amount thereof plus accrued and unpaid interest, if any, to the date of prepayment.

Interest on the Senior Notes is payable semiannually on the 15th day of June and December in each year. For each of the fiscal years ended October 31, 2021 and 2020, we incurred interest expense on the Senior Notes of \$7.7 million.

Our private placement note purchase agreement contains customary representations and warranties, as well as certain customary covenants, including, without limitation, financial covenants, such as the maintenance of minimum interest coverage and maximum leverage ratios, and other covenants, which, among other things, provide limitations on transactions with affiliates, mergers, consolidations and sales of assets, liens and priority debt. Under the private placement note purchase agreement, we are not limited in the amount for payments of cash dividends and common stock repurchases as long as, both before and after giving pro forma effect to such payments, our leverage ratio from the previous quarter compliance certificate is less than or equal to 3.5 (or, at our option (which we may exercise twice during the term of the facility) after certain acquisitions with aggregate consideration in excess of \$75.0 million, for the first four quarters following the exercise of such option, is less than or equal to 4.0), provided that immediately after giving effect of any such proposed action, no default or event of default would exist. As of October 31, 2021, we were not limited in the amount for payments of cash dividends and common stock repurchases. We were in compliance with all covenants related to the private placement note purchase agreement as of October 31, 2021 and we expect to be in compliance with all covenants during fiscal 2022. If we were out of compliance with any covenant required by this private placement note purchase agreement following the applicable cure period, our term loan facility, long-term senior notes, debentures, and any amounts outstanding under the revolving credit facility would become due and payable if we were unable to obtain a covenant waiver or refinance our borrowings under our private placement note purchase agreement.

7.8% Debentures

In June 1997, we issued \$175.0 million of debt securities consisting of \$75.0 million of 7.125 percent coupon 10-year notes and \$100.0 million of 7.8 percent coupon 30-year debentures. The \$75.0 million of 7.125 percent coupon 10-year notes were repaid at maturity during fiscal 2007. In connection with the issuance of \$175.0 million in long-term debt securities, we paid \$23.7 million to terminate three

forward-starting interest rate swap agreements with notional amounts totaling \$125.0 million. These swap agreements had been entered into to reduce exposure to interest rate risk prior to the issuance of the new long-term debt securities. As of the inception of one of the swap agreements, we had received payments that were recorded as deferred income to be recognized as an adjustment to interest expense over the term of the new debt securities. As of the date the swaps were terminated, this deferred income totaled \$18.7 million. The excess termination fees over the deferred income recorded was deferred and is being recognized as an adjustment to interest expense over the term of the debt securities issued. Interest on the debentures is payable semiannually on the 15th day of June and December in each year. For each of the fiscal years ended October 31, 2021 and 2020, we incurred interest expense of \$8.0 million.

6.625% Senior Notes

On April 26, 2007, we issued \$125.0 million in aggregate principal amount of 6.625 percent senior notes due May 1, 2037 and priced at 98.513 percent of par value. The resulting discount of \$1.9 million is being amortized over the term of the notes using the straight-line method as the results obtained are not materially different from those that would result from the use of the effective interest method. Although the coupon rate of the senior notes is 6.625 percent, the effective interest rate is 6.741 percent after taking into account the issuance discount. The senior notes are our unsecured senior obligations and rank equally with our other unsecured and unsubordinated indebtedness. The indentures under which the senior notes were issued contain customary covenants and event of default provisions. We may redeem some or all of the senior notes at any time at the greater of the full principal amount of the senior notes being redeemed or the present value of the remaining scheduled payments of principal and interest discounted to the redemption date on a semi-annual basis at the treasury rate plus 30 basis points, plus, in both cases, accrued and unpaid interest. In the event of the occurrence of both (i) a change of control of the company, and (ii) a downgrade of the notes below an investment grade rating by both Moody's Investors Service, Inc. and Standard & Poor's Ratings Services within a specified period, we would be required to make an offer to purchase the senior notes at a price equal to 101 percent of the principal amount of the senior notes plus accrued and unpaid interest to the date of repurchase. Interest on the senior notes is payable semiannually on the 1st day of May and November in each year. For each of the fiscal years ended October 31, 2021 and 2020, we incurred interest expense of \$8.4 million.

Capital Structure

The following table details the components of our capital structure and debt-to-capitalization ratio (in millions, except percentage data):

October 31	2021	2020
Long-term debt, including current portion	\$ 691.2	\$ 791.1
Stockholders' equity	\$ 1,151.1	\$ 1,114.8
Debt-to-capitalization ratio	37.5 %	41.5 %

Our debt-to-capitalization ratio decreased in fiscal 2021 compared to fiscal 2020 primarily due to lower outstanding indebtedness as a result of repayments of outstanding borrowings on our debt arrangements during fiscal 2021, as well as higher stockholders' equity in fiscal 2021 compared to fiscal 2020 as a result of higher net earnings, partially offset by increased repurchases of our common stock under our Board authorized repurchase program and increased cash dividend payments on shares of our common stock.

Cash Dividends

In each quarter of fiscal 2021, our Board of Directors declared a common stock cash dividend of \$0.2625 per share, which was a 5.0 percent increase over our common stock cash dividend of \$0.25 per share paid each quarter in fiscal 2020. On December 14, 2021, our Board of Directors increased our fiscal 2022 first quarter common stock cash dividend by 14.3 percent to \$0.30 per share from the quarterly common stock cash dividend of \$0.2625 per share paid in the first quarter of fiscal 2021. Future common stock cash dividends will depend upon our Financial Condition, Results of Operations, capital requirements, and other factors deemed relevant by our Board of Directors.

Share Repurchases

Our Board authorized stock repurchase program provides shares for use in connection with our stock-based compensation plans, among other uses, and has no expiration. The following table provides information with respect to repurchases of our common stock during the past two fiscal years (in millions, except share and per share data):

Fiscal Years Ended October 31	2021	2020
Shares of Board authorized common stock purchased	2,989,794	—
Cost to repurchase common stock	\$ 302.3	\$ —
Average price paid per share	\$ 101.10	\$ —

In March 2020, we announced our intention to curtail share repurchases as a prudent measure to enhance our liquidity position in response to COVID-19. During fiscal 2021, we resumed repurchasing shares of our common stock, thereby reducing our total shares outstanding. As of October 31, 2021, 4,052,462 shares remained available for repurchase under our Board authorized stock repurchase program. We currently expect to continue share repurchases in fiscal 2022, depending on our cash balance, debt repayments, market conditions, our anticipated working capital needs, and/or other factors.

Customer Financing Arrangements

Wholesale Financing

We are party to a joint venture with TCF Inventory Finance, Inc. ("TCFIF"), a subsidiary of The Huntington National Bank, established as Red Iron, the primary purpose of which is to provide inventory financing to certain distributors and dealers of certain of our products in the U.S. that enables them to carry representative inventories of certain of our products. Under separate agreements between Red Iron and the dealers and distributors, Red Iron provides loans to the dealers and distributors for the advances paid by Red Iron to us. Under these financing arrangements, down payments are not required, and depending on the finance program for each product line, finance charges are incurred by us, shared between us and the distributor and/or the dealer, or paid by the distributor or dealer. Red Iron retains a security interest in the distributors' and dealers' financed inventories and such inventories are monitored regularly. Financing terms to the distributors and dealers require payment as the equipment, which secures the indebtedness, is sold to customers or when payment otherwise become due under the agreements between these financing entities and the distributors and dealers, whichever occurs first. Rates are generally indexed to LIBOR, or an alternative variable rate, plus a fixed percentage that differs based on whether the financing is for a distributor or dealer. Rates may also vary based on the product that is financed. The net amount of receivables financed for dealers and distributors under these financing arrangements during fiscal 2021 and 2020 were \$2,282.6 million and \$1,832.5 million, respectively. The total amount of net receivables outstanding under this arrangement as of October 31, 2021 and 2020 was \$420.5 million and \$386.8 million, respectively. The total amount of receivables due from Red Iron to us as of October 31, 2021 and 2020 were \$31.0 million and \$12.6 million, respectively.

Under a separate agreement, TCF Commercial Finance Canada, Inc. ("TCFCFC") provides inventory financing to dealers of certain of our products in Canada. We also have floor plan financing agreements with other third-party financial institutions to provide floor plan financing to certain dealers and distributors not financed through Red Iron or TCFCFC, which include agreements with third-party financial institutions in the U.S. and internationally. These third-party financial institutions and TCFCFC financed \$460.5 million and \$410.7 million of receivables for such dealers and distributors during the fiscal years ended October 31, 2021 and 2020, respectively. As of October 31, 2021 and 2020, \$151.5 million and \$137.6 million, respectively, of receivables financed by the third-party financing companies and TCFCFC, excluding Red Iron, were outstanding.

We entered into a limited inventory repurchase agreement with Red Iron and TCFCFC. Under such limited inventory repurchase agreement, we have agreed to repurchase products repossessed by Red Iron and TCFCFC, up to a maximum aggregate amount of \$7.5 million in a calendar year.

Additionally, as a result of our floor plan financing agreements with the separate third-party financial institutions, we have also entered into inventory repurchase agreements with the separate third-party financial institutions. Under such inventory repurchase agreements, we have agreed to repurchase products repossessed by the separate third-party financial institutions. As of October 31, 2021 and 2020, we were contingently liable to repurchase up to a maximum amount of \$96.8 million and \$128.1 million, respectively, of inventory related to receivables under these inventory repurchase agreements. Our financial exposure under these inventory repurchase agreements is limited to the difference between the amount paid to Red Iron or other third-party financing institutions for repurchases of inventory and the amount received upon subsequent resale of the repossessed product. We have repurchased immaterial amounts of inventory pursuant to such arrangements over the past three fiscal years. However, a decline in retail sales or financial difficulties of our distributors or dealers could cause this situation to change and thereby require us to repurchase financed product, which could have an adverse effect on our Results of Operations, Financial Position, or Cash Flows.

We continue to provide financing in the form of open account terms directly to home centers and mass retailers, general line irrigation dealers, certain domestic and international distributors and dealers other than the Canadian distributors and dealers to whom Red Iron or other third-party financing institutions provide financing arrangements, ag-irrigation dealers and distributors, government customers, and rental companies.

End-User Financing

We have agreements with third-party financing companies to provide financing options to end-customers throughout the world. The purpose of these agreements is to provide end-users of our products alternative financing options when purchasing our products. We have no material contingent liabilities for residual value or credit collection risk under these agreements with third-party financing companies.

From time to time, we enter into agreements where we provide recourse to third-party finance companies in the event of default by the customer for financing payments to the third-party finance company. We may recover a portion of any required recourse payments incurred under these agreements from repossession and resale of the equipment collateralizing the receivables. Our maximum exposure for credit collection under those arrangements as of October 31, 2021 and 2020 was \$11.4 million and \$12.5 million, respectively.

Termination or any material change to the terms of our end-user financing arrangements, availability of credit for our customers, including any delay in securing replacement credit sources, or significant financed product repurchase requirements could have a material adverse impact on our future operating results.

NON-GAAP FINANCIAL MEASURES

We have provided 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 presented in this Annual Report on Form 10-K that are calculated and presented in accordance with U.S. GAAP. We use these non-GAAP financial measures in making operating decisions and assessing liquidity because we believe they provide meaningful supplemental information regarding our core operational performance and cash flows, as a measure of our liquidity, and provide us with a better understanding of how to allocate resources to both ongoing and prospective business initiatives. Additionally, these non-GAAP financial measures facilitate our internal comparisons to both our historical operating results and to our competitors' operating results by factoring out potential differences caused by charges and benefits not related to our regular, ongoing business, including, without limitation, certain non-cash, large, and/or unpredictable charges and benefits; acquisitions and dispositions; legal judgments, settlements, or other matters; and tax positions.

We believe that these non-GAAP financial measures, when considered in conjunction with our Consolidated Financial Statements prepared in accordance with U.S. GAAP, provide investors with useful supplemental financial information to better understand our core operational performance and cash flows. These non-GAAP financial measures should not be considered superior to, as a substitute for, or as an alternative to, and should be considered in conjunction with, the most directly comparable U.S. GAAP financial measures. The non-GAAP financial measures may differ from similar measures used by other companies.

Reconciliation of Non-GAAP Financial Performance Measures

The following table provides a reconciliation of financial performance measures calculated and reported in accordance with U.S. GAAP to the most directly comparable non-GAAP financial performance measures for the fiscal years ended October 31, 2021 and 2020 (In thousands, except per share and percentage data):

Fiscal Years Ended	October 31, 2021	October 31, 2020
Gross profit	\$ 1,338,492	\$ 1,189,774
Acquisition-related costs ²	—	3,950
Management actions ³	—	857
Non-GAAP gross profit	\$ 1,338,492	\$ 1,194,581
Gross margin	33.8 %	35.2 %
Acquisition-related costs ²	— %	0.2 %
Non-GAAP gross margin	33.8 %	35.4 %
Operating earnings	\$ 518,280	\$ 426,357
Litigation settlements, net ¹	(11,325)	—
Acquisition-related costs ²	—	6,183
Management actions ³	—	857
Non-GAAP operating earnings	\$ 506,955	\$ 433,397
Earnings before income taxes	\$ 499,818	\$ 407,070
Litigation settlements, net ¹	(11,325)	—
Acquisition-related costs ²	—	6,183
Management actions ³	—	857
Non-GAAP earnings before income taxes	\$ 488,493	\$ 414,110
Net earnings	\$ 409,880	\$ 329,701
Litigation settlements, net ¹	(9,022)	—
Acquisition-related costs ²	—	5,021
Management actions ³	—	677
Tax impact of stock-based compensation ⁴	(8,185)	(7,652)
Non-GAAP net earnings	\$ 392,673	\$ 327,747
Net earnings per diluted share	\$ 3.78	\$ 3.03
Litigation settlements, net ¹	(0.08)	—
Acquisition-related costs ²	—	0.05
Management actions ³	—	0.01
Tax impact of stock-based compensation ⁴	(0.08)	(0.07)
Non-GAAP net earnings per diluted share	\$ 3.62	\$ 3.02
Effective tax rate	18.0 %	19.0 %
Tax impact of stock-based compensation ⁴	1.6 %	1.9 %
Non-GAAP effective tax rate	19.6 %	20.9 %

¹ On November 19, 2020, Exmark Manufacturing Company Incorporated ("Exmark"), a wholly-owned subsidiary of TTC, and Briggs & Stratton Corporation ("BGG") entered into a settlement agreement ("Settlement Agreement") relating to the decade-long patent infringement litigation that Exmark originally filed in May 2010 against Briggs & Stratton Power Products Group, LLC ("BSPPG"), a former wholly-owned subsidiary of BGG (Case No. 8:10CV187, U.S. District Court for the District of Nebraska) (the "Infringement Action"). The Settlement Agreement provided, among other things, that upon approval by the bankruptcy court, and such

approval becoming final and nonappealable, BGG agreed to pay Exmark \$33.65 million ("Settlement Amount"). During January 2021, the first quarter of fiscal 2021, the Settlement Amount was received by Exmark in connection with the settlement of the Infringement Action and at such time, the underlying events and contingencies associated with the gain contingency related to the Infringement Action were satisfied. As such, we recognized in selling, general and administrative expense within the Consolidated Statements of Earnings during the first quarter of fiscal 2021 (i) the gain associated with the Infringement Action and (ii) a corresponding expense related to the contingent fee arrangement with our external legal counsel customary in patent infringement cases equal to approximately 50 percent of the Settlement Amount. Additionally, during the third quarter of fiscal 2021, we recorded a charge related to a legal settlement for a series of ongoing patent infringement disputes within selling, general and administrative expense in the Consolidated Statements of Earnings. Accordingly, litigation settlements, net represent the net amount recorded for the settlement of the Infringement Action and the charge incurred for the settlement of the patent infringement disputes. Refer to the headings titled "Litigation" and "Litigation Settlement" within Note 12, *Commitments and Contingencies*, of the Notes to Consolidated Financial Statements for additional information regarding the settlement of the Infringement Action.

- ² On March 2, 2020, we completed the acquisition of Venture Products and on April 1, 2019, we completed the acquisition of CMW. Acquisition-related costs for the fiscal year ended October 31, 2020 represent transaction costs incurred for our acquisition of Venture Products, as well as integration costs and charges incurred for the take-down of the inventory fair value step-up amounts resulting from purchase accounting adjustments related to the acquisitions of Venture Products and CMW. No acquisition-related costs were incurred for the fiscal year ended October 31, 2021. For additional information regarding these acquisitions, refer to Note 2, *Business Combinations and Asset Acquisitions*, of the Notes to Consolidated Financial Statements.
- ³ During the third quarter of fiscal 2019, we announced the Toro underground wind down. Management actions for the fiscal year ended October 31, 2020 represent inventory write-down charges incurred for the Toro underground wind down. No charges were incurred for the Toro underground wind down for the fiscal year ended October 31, 2021. Refer to Note 7, *Management Actions*, of the Notes to Consolidated Financial Statements for additional information regarding these management actions.
- ⁴ The accounting standards codification guidance governing employee stock-based compensation requires that any excess tax deduction for stock-based compensation be immediately recorded within income tax expense. Employee stock-based compensation activity, including the exercise of stock options under The Toro Company Amended and Restated 2010 Equity and Incentive Plan, can be unpredictable and can significantly impact our net earnings, net earnings per diluted share, and effective tax rate. These amounts represent the discrete tax benefits recorded as excess tax deductions for stock-based compensation during the fiscal years ended October 31, 2021 and 2020.

Reconciliation of Non-GAAP Liquidity Measures

We define non-GAAP free cash flow as net cash provided by operating activities less purchases of property, plant and equipment. Non-GAAP free cash flow conversion percentage represents non-GAAP free cash flow as a percentage of net earnings. We consider non-GAAP free cash flow and non-GAAP free cash flow conversion percentage to be liquidity measures that provide useful information to management and investors about our ability to convert net earnings into cash

resources that can be used to pursue opportunities to enhance shareholder value, fund ongoing and prospective business initiatives, and strengthen our Consolidated Balance Sheets, after reinvesting in necessary capital expenditures required to maintain and grow our business. The following table provides a reconciliation of net cash provided by operating activities, the most directly comparable GAAP financial measure, to non-GAAP free cash flow for the fiscal years ended October 31, 2021 and October 31, 2020 (In thousands, except percentage data):

Fiscal Years Ended	October 31, 2021	October 31, 2020
Net cash provided by operating activities	\$ 555,469	\$ 539,374
Less: Purchases of property, plant and equipment	104,012	78,068
Non-GAAP free cash flow	451,457	461,306
Net earnings	\$ 409,880	\$ 329,701
Non-GAAP free cash flow percentage	110.1 %	139.9 %

CRITICAL ACCOUNTING POLICIES AND ESTIMATES

In preparing our Consolidated Financial Statements in conformity with U.S. GAAP, we must make decisions that impact the reported amounts of assets, liabilities, revenues and expenses, and related disclosures. Such decisions include the selection of the appropriate accounting principles to be applied and the assumptions on which to base accounting estimates. In reaching such decisions, we apply judgment based on our understanding and analysis of the relevant circumstances, historical experience, and actuarial and other independent external third-party specialist valuations, when applicable. As a result, actual amounts could differ from those estimated at the time the Consolidated Financial Statements are prepared.

Our significant accounting policies are described in Note 1 of the Notes to Consolidated Financial Statements. Some of those significant accounting policies require us to make difficult, subjective, or complex judgments or estimates. An accounting estimate is considered to be critical if it meets both of the following criteria: (i) the estimate requires assumptions about matters that are highly uncertain and susceptible to change at the time the accounting estimate is made and different estimates reasonably could have been used and (ii) changes in the estimate may have a material impact on the presentation of our Financial Condition or Results of Operations. Our critical accounting policies and estimates include the following:

Sales Promotions and Incentives

We recognize revenues based on the transaction price of the good or service sold to our customers, which is measured as the amount of consideration we expect to receive in exchange for transferring product or rendering services pursuant to the terms of the contract with a customer. The amount of consideration we receive and the revenue we recognize varies

with changes in the variable consideration associated with the estimated expense of certain of our sales promotions and incentives programs offered to customers that are determined to represent price concessions. The estimated expense of each sales promotion and incentive program is classified and recorded as a reduction from gross sales or as a component of selling, general and administrative expense within the Consolidated Statements of Earnings when revenue is recognized, depending on the nature of the respective program. Generally, the cost of a program is recorded as a reduction from gross sales when revenue is recognized and thus is considered to be variable consideration if the expense is determined to represent a price concession because the program either: (i) results in an immediate reduction of the transaction price with no anticipated future costs or consideration to be provided to the customer or (ii) we anticipate a future cost based on historical or expected future business practice for which we do not receive a distinct good or service in exchange for the future consideration provided to the customer under the program. In other circumstances, the anticipated future cost of a program based on historical or expected future business practice is recorded as selling, general and administrative expense because we receive a distinct good or service in exchange for the future consideration provided to the customer under the program.

Examples of significant sales promotions and incentive programs that are considered to be variable consideration because the cost of the program is classified as a reduction from gross sales are as follows:

- **Off-Invoice Discounts:** Our off-invoice discounts represent an immediate reduction in the selling price of our products that is realized at the time of sale with no anticipated future cost or consideration provided to the customer.
- **Rebate Programs:** Our rebate programs are generally based on claims submitted from either our direct customers or end-users of our products or are based on our purchase or retail sales goals for our direct customers of certain quantities or mixes of product during a specified time period, depending upon the program. The amount of the rebate varies based on the specific program and is either a dollar amount or a percentage of the purchase price and can also be based on actual retail price as compared to our selling price. Consideration is typically provided to our customers for our rebate programs after the initial sale of our products to our direct customers and thus, there is generally an anticipated future cost at the time revenue is recognized based on historical and expected future business practice.
- **Financing Programs:** Our financing programs consist of wholesale floor plan financing with Red Iron and separate third-party financial institutions and end-user retail financing. Costs incurred for wholesale floor plan financing programs represent financing costs associated with programs under which we share the expense of financing distributor and dealer inventories through third-party financing arrangements for a specific period

of time. This charge represents interest for a pre-established length of time based on a predefined rate from the contract between the company and Red Iron or the separate third-party financial institution to finance distributor and dealer inventory purchases. End-user retail financing is similar to floor plan financing with the difference being that retail financing programs are offered to end-user customers under which we, at our discretion, may pay a portion of interest costs on behalf of end-users for financing purchases of our equipment.

Examples of significant sales promotions and incentive programs that are not considered to be variable consideration because the cost of the program is classified as a component of selling, general, and administrative expense are as follows:

- **Commissions Paid to Distributors and Dealers:** For certain products, we use a distribution network of distributors and dealers that purchase and take possession of products for sale to the end customer. We also have dealers and distributors that act as sales agents for us on certain products using a direct-selling type model. Under this direct-selling type model, our network of distributors and dealers facilitates a sale directly to the dealer or end-user customer on our behalf. Commissions to distributors and dealers in these instances represent commission payments to sales agents that are also our customers. In addition, TTC dealers are often paid a commission to set up and deliver riding product purchased at certain home centers.
- **Cooperative Advertising:** Cooperative advertising programs are based on advertising costs incurred by distributors and dealers for promoting our products. We support a portion of those advertising costs in which claims are submitted by the distributor or dealer along with evidence of the advertising material procured/produced and evidence of the cost incurred in the form of third-party invoices or receipts.

Regardless of classification of the cost of the sales promotion and incentive program within the Consolidated Statements of Earnings, we record an accrual within the Consolidated Balance Sheets for the estimated future expense of certain of our sales promotion and incentive programs for which we anticipate a future cost based on historical or expected future business practice by using the expected value method and applying the portfolio approach practical expedient under the accounting standards codification guidance for revenue from contracts with customers. Under such approach, our determination of variable consideration associated with the estimated expense of certain of our sales promotions and incentives programs is primarily based on the terms of the sales arrangements and sales promotion and incentive programs with customers, historical payment and rebate claims experience, field inventory levels, quantity or mix of products purchased, forecasted sales volumes, types of programs offered, and expectations for the acceptance of sales promotion and incentive programs offered in the future or changes in other relevant trends.

Of our sales promotion and incentive programs that are considered to be variable consideration, our off-invoice discounts and financing programs are less subject to complex judgment or estimates as compared to our rebate programs, which are subject to a more significant level of estimation uncertainty as they require inputs and assumptions that are more susceptible to change or subjectivity. Specifically, our rebate programs are primarily sensitive to fluctuations in historical payment and rebate claims experience as compared to actual realized payment and rebate claims, field inventory levels, and forecasted wholesale and retail sales volumes and the quantity or mix of products.

Adjustments to sales promotions and incentive accruals are made from time to time as actual usage becomes known in order to properly estimate the amounts necessary to generate consumer demand based on market conditions as of the balance sheet date. As of October 31, 2021, we had recorded an accrual for sales promotion and incentive programs of \$103.7 million within the Consolidated Balance Sheets. We believe that our accrual for sales promotion and incentive programs is adequate as of October 31, 2021 and historically has been adequate; however, due to the inherent uncertainty in the accrual estimation process, actual results may differ from these estimates if competitive factors dictate the need to enhance, modify, or reduce sales promotion and incentive programs or if customer usage, product mix, and field inventory levels vary from historical trends.

Goodwill and Indefinite-Lived Intangible Assets

Goodwill is initially recognized as a result of the excess of purchase consideration transferred over the estimated fair value of the net assets acquired in a business combination and indefinite-lived intangible assets are initially recognized at their estimated fair values as a result of a business combination or asset acquisition. As of October 31, 2021, our goodwill and indefinite-lived intangible asset balances, which consist of certain trade names, were \$421.7 million and \$190.6 million, respectively. Goodwill and indefinite-lived intangible assets are not amortized, but are tested at least annually for impairment during the fourth quarter of our fiscal year unless events or changes in circumstances indicate that impairment may have occurred prior to our annual assessment. We test goodwill for impairment at the reporting unit level and test indefinite-lived intangible assets for impairment at the individual indefinite-lived intangible asset or asset group level, as appropriate. A reporting unit is an operating segment or, under certain circumstances, a component of an operating segment that constitutes a business, has available discrete financial information, and whose operating results are regularly reviewed by management. We combine and aggregate components of an operating segment as a single reporting unit if the components have similar economic characteristics. Our 11 reporting units are the same as our 11 operating segments as defined in Note 3, *Segment Data*, of the Notes to Consolidated Financial Statements. Eight of our reporting units contain goodwill on their respective balance sheets as of October 31, 2021.

Our impairment testing for goodwill is performed separately from our impairment testing of indefinite-lived intangible assets; however, for both types of assets we may elect to first perform a qualitative assessment to determine whether changes in events or circumstances since our most recent quantitative test for impairment indicate that it is more likely than not that the fair value of a reporting unit or the fair value of an indefinite-lived intangible asset, or asset group, is less than its respective carrying amount. For both types of assets, we have an unconditional option to bypass the qualitative assessment for any reporting unit or indefinite-lived intangible asset, or asset group, and proceed directly to performing the respective quantitative analysis. If elected, in conducting the initial qualitative assessment, we analyze our most recent estimates of the fair value of each reporting unit and indefinite-lived intangible asset, or asset group, by assessing actual and projected growth trends for operating results, as well as historical operating results versus planned performance. Additionally, each reporting unit and indefinite-lived intangible asset, or asset group, is assessed for critical areas that may impact its business or brand and operating performance, including macroeconomic conditions, industry and market considerations, cost factors such as commodities and component parts and labor, changes in competition and technology such as new or discontinued products, changes in management or key personnel and business or brand strategy, market-related exposures such as fluctuations in our company's market capitalization and share price, and/or any other potential risks to operating performance, such as regulatory and environmental changes or otherwise, all as applicable. We also assess for changes in the composition or carrying value of a reporting unit's net assets. All assumptions and estimates used in the qualitative assessment require significant judgment. If, after evaluating the weight of the changes in events and circumstances, both positive and negative, we conclude that an impairment of goodwill or an indefinite-lived intangible asset, or asset group, may exist, a quantitative test for impairment is performed. During fiscal 2021, we elected to bypass the qualitative assessment for all of our reporting units and indefinite-lived intangible assets, or asset groups, and proceed directly to performing the respective quantitative analyses.

If performed due to identified impairment indicators under the qualitative assessment or our election to bypass the qualitative assessment and move directly to the quantitative analysis, the quantitative impairment analysis for both goodwill and indefinite-lived intangibles assets is conducted under the income approach. Under the income approach, we calculate the fair value of our reporting units and indefinite-lived intangible assets using the present value of future cash flows. Assumptions utilized in determining fair value under the income approach, such as forecasted operating results, terminal growth rates, and weighted-average cost of capital ("WACC") or discount rates, are consistent with internal projections and operating plans. Materially different assumptions regarding future performance of our businesses and brands, terminal growth rates, and/or WACC or discount

rate could result in impairment losses and such losses could be material.

During the fourth quarter of fiscal 2021, we performed our annual quantitative goodwill impairment test, which is a one-step process. In performing the quantitative analysis, we compare the carrying value of a reporting unit, including goodwill, to its fair value. The carrying amount of each reporting unit is determined based on the amount of equity required for the reporting unit's activities, considering the specific assets and liabilities of the reporting unit. We do not assign corporate assets and liabilities to reporting units that do not relate to the operations of the reporting unit or are not considered in determining the fair value of the reporting unit.

Our estimate of the fair value of our reporting units under the income approach requires the use of significant judgment regarding the selection of various inputs and assumptions, including projected operating results and growth rates from our forecasting process, applicable tax rates, estimated capital expenditures and depreciation, estimated changes in working capital, terminal growth rates applied to projected operating results in the terminal period, and a WACC rate. These inputs and assumptions, which are independently determined and vary for each reporting unit, are based on historical experience, our projections of future operating results and contemplate current and future business, industry, and economic conditions, as well as relevant observable market inputs and consideration of risk regarding future performance for purposes of determining the WACC and terminal growth rates. The WACC rate selected is commensurate with the risks and uncertainty inherent in the respective reporting unit and in our projected operating results and is calculated based on weighted average returns on debt and equity from guideline public companies. Therefore, changes in the market that are beyond our control and that impact our guideline public companies may have an adverse effect on our future calculations of the estimated fair values of our reporting units. Terminal growth rates are generally determined based on economic and industry growth expectations, while also considering the lifecycle stage of each respective reporting unit. Where available, and as appropriate, comparable EBITDA and revenue multiples are derived from the market prices of stocks of guideline public companies and are used to assist in developing an estimated business enterprise value of our reporting units under the market approach to corroborate our determination of the estimated fair values of our reporting units under the income approach. Identifying appropriate guideline public companies for purposes of computing estimated market multiples and selecting an appropriate WACC rate is subjective. We select guideline public companies that are engaged in the same or similar lines of business and that have reasonably similar qualitative factors as our reporting units, while also considering relevant quantitative factors such as profitability and market capitalization, where applicable. As a final corroboratory step, we reconcile the aggregate estimated fair value of our reporting units resulting from the income approach to our company's market capitalization.

If the fair value of the reporting unit exceeds its carrying value, goodwill of the reporting unit is not impaired. If the carrying value of a reporting unit exceeds its fair value, an impairment charge would be recognized for the amount by which the carrying value of the reporting unit exceeds the its fair value, not to exceed the total amount of goodwill allocated to that reporting unit. Based on the quantitative goodwill impairment analysis, which was also performed in prior fiscal years, we determined there was no impairment of goodwill during fiscal 2021 for any of our reporting units as the fair value of each reporting unit substantially exceeded its respective carrying value, including goodwill, in excess of 100 percent. We also performed sensitivity analyses on the key inputs and assumptions used in determining the estimated fair value of our reporting units under the discounted cash flow model under the income approach by utilizing more conservative assumptions that reflect reasonably likely future changes in the terminal growth rate and WACC rate. The WACC rate was increased by 150 basis points with no impairment indicated for any of our reporting units. The terminal growth rate was decreased by 150 basis points with no impairment indicated for any of our reporting units.

Individual indefinite-lived intangible assets, or asset groups, are quantitatively tested for impairment by comparing the carrying amounts of the respective asset, or asset group, to its estimated fair value determined under the income approach. If the fair value of the indefinite-lived intangible asset, or asset group, is less than its carrying value, an impairment loss is recognized in an amount equal to the excess. During the fourth quarter of fiscal 2021, we performed a quantitative impairment analysis for our indefinite-lived intangible assets. Our estimate of the fair value for an indefinite-lived intangible asset, or asset group, is determined under the relief from royalty method under the income approach and uses various inputs and assumptions, including projected revenues from our forecasting process, assumed royalty rates that could be payable if we did not own the intangible asset, terminal growth rates applied to forecasted revenues, and a discount rate. These inputs and assumptions contemplate business, industry, and overall economic conditions, as well as relevant market data for royalty rates of similar intangible assets. Based on our quantitative impairment analysis, which was also performed in prior fiscal years, we conclude that our indefinite-lived intangible assets were not impaired during fiscal 2021 as the estimated fair value of each of our material indefinite-lived intangible assets substantially exceeded its carrying value, in excess of 50.0 percent. We also performed sensitivity analyses on the key inputs and assumptions used in determining the estimated fair value of indefinite-lived intangible assets under the relief from royalty model by utilizing more conservative assumptions that reflect reasonably likely future changes in the royalty rate and discount rate. The discount rate was increased by 75 basis points with no impairment indicated for any of our material indefinite-lived intangible assets. The royalty rate was decreased by 75 basis points with no impairment indicated for any of our material indefinite-lived intangible assets.

Determining the estimated fair values of our reporting units and indefinite-lived intangible assets, or asset groups, requires considerable judgment and such estimates are sensitive to changes in the underlying inputs and assumptions. As a result, there can be no assurance that the inputs and assumptions made for purposes of our annual impairment assessments will prove to be an accurate prediction of the future. Certain events or circumstances that could reasonably be expected to negatively affect the underlying key inputs and assumptions ultimately affect the estimated fair values of our reporting units and indefinite-lived intangible assets, and may require us to assess for impairment on an interim basis. Such events or circumstances could include a decrease in expected future operating results and the related cash flows; adverse economic, market, and industry conditions, including unfavorable impacts on our guideline public companies used in determining our WACC rate and the business enterprise value of our reporting units under the market approach; prolonged periods of unfavorable weather conditions; changes in regulatory conditions impacting our products and industries; a volatile supply chain environment and/or increased costs of commodities, component parts, and labor; lack of customer acceptance of new or innovative technologies; increased competition; and other factors. While our annual impairment assessment in fiscal 2021 supported the carrying amount of our goodwill and indefinite-lived intangible assets, we may be required to re-evaluate the carrying amount in future periods utilizing different inputs and assumptions that reflect the then current market conditions and expectations regarding our operating performance, which may result in a future impairment that could be material.

Product Warranty Guarantees

Our products are warranted to provide assurance that the product will function as expected and to ensure customer confidence in design, workmanship, and overall quality. Warranty coverage on our products is generally provided for specified periods of time and on select products' hours of usage, and generally covers parts, labor, and other expenses for non-maintenance repairs. Warranty coverage generally does not cover operator abuse or improper use. In addition to the standard warranties offered on our products, we also sell separately priced extended warranty coverage on select products for a prescribed period after the original warranty period expires.

At the time of sale, we recognize expense and record a warranty accrual by product line for estimated costs in connection with forecasted future warranty claims. Our estimate of the cost of future warranty claims is based primarily on the estimated number of products under warranty, historical average costs incurred to service warranty claims, the trend in the historical ratio of warranty claims to sales, and the historical length of time between the sale and resulting warranty claim. If applicable, historical claims experience may be adjusted for known product design improvements or for the impact of unusual product quality issues. We periodically assess the adequacy of our warranty

accruals based on changes in our estimates and assumptions and record any necessary adjustments if the cost of actual claim experience differs from our estimate and indicates that adjustments to our warranty accrual are necessary. Factors that could have an impact on actual future claims and our warranty accrual include, but are not limited to, items such as performance of new products; product failure rates; factors impacting product usage, such as weather; changes in sales volumes and shifts in product mix; manufacturing quality and product design issues, including significant manufacturing or design defects not discovered until after the product is delivered to customers; the extent of customers affected by the product failure; higher or lower than expected service and component part costs to satisfactorily address the repair, and upon rare occasion, changes to the warranty coverage periods. Additionally, from time to time, we also establish warranty accruals for our estimate of the costs necessary to settle major rework campaigns on a product-specific basis during the period in which the circumstances giving rise to the major rework campaign become known and when the costs to satisfactorily address the situation are both probable and estimable. The warranty accrual for the cost of a major rework campaign is primarily based on an estimate of the cost to repair each affected unit and the number of affected units expected to be repaired.

We believe that our analysis of historical warranty claim trends and knowledge of potential manufacturing and/or product design improvements or issues provide sufficient information to establish a reasonable estimate for the cost of future warranty claims at the time of sale and our warranty accruals as of the date of our Consolidated Balance Sheets. We believe that our \$116.8 million warranty accrual as of October 31, 2021 is adequate and historically has been adequate; however, due to the inherent uncertainty in the accrual estimation process, including forecasting future warranty claims, costs associated with servicing future warranty claims, and unexpected major rework campaigns that may arise in the future, our actual warranty costs incurred may differ from our warranty accrual estimate. An unexpected increase in warranty claims and/or in the costs associated with servicing those claims would result in an increase in our warranty accruals and a decrease in our net earnings.

Inventory Valuation

For the majority of our inventories, we value inventories at the lower of the cost of inventory or net realizable value, with cost determined by either the first-in, first-out or average cost method. All remaining inventories are valued at the lower of cost or market, with cost determined under the last-in, first-out method. As needed, we record an inventory valuation adjustment for excess, slow moving, and obsolete inventory that is equal to the excess of the cost of the inventory over the estimated net realizable value or market value for the inventory depending on inventory costing method. The inventory valuation adjustment to net realizable value or market value establishes a new cost basis of the inventory that cannot be subsequently reversed. Such inventory

valuation adjustments for excess, obsolete, and slow moving inventory are not reduced or removed until the product is sold or disposed of.

In developing inventory valuation adjustments for excess, slow moving, and obsolete inventory, we are required to use judgment and make estimates of future sales demand and production requirements compared with current inventory levels. Our estimate of forecasted sales demand and production requirements is primarily based on actual orders received, historical demand, technological and product life cycle changes, product pricing, economic trends, and competitive factors, such as market and pricing trends for similar products. Although management considers our inventory valuation adjustment for excess, slow-moving, and obsolete inventory to be adequate at \$39.7 million as of October 31, 2021, forecasting sales demand and production requirements involves significant management judgment regarding future events. Future events that could significantly influence our judgments and related estimates include general economic conditions within the specific markets in which we operate, changes in demand for our products and customer preference, price fluctuations, and actions of our competitors, including the introduction of new products, technological advances, and pricing changes. Forecasted sales demand and production requirements can also be affected by the significant redesign of our existing products or the replacement of an existing product by an entirely new generation of product. It is possible that an unfavorable adjustment to our inventory valuation adjustment for excess, slow moving, and obsolete inventory may be required in the future if there is a change in any of the aforementioned factors that adversely impacts our estimates of future demand for our products and we do not adjust our purchases or production schedule accordingly.

Business Combinations

When applicable, we account for the acquisition of a business in accordance with the accounting standards codification guidance for business combinations, whereby the total consideration transferred is allocated to the assets acquired and liabilities assumed, including amounts attributable to non-controlling interests, when applicable, based on their respective estimated fair values as of the date of acquisition. Goodwill represents the excess of consideration transferred over the estimated fair value of the net assets acquired in a business combination.

Assigning estimated fair values to the net assets acquired requires the use of significant estimates, judgments, inputs, and assumptions regarding the fair value of intangible assets that are separately identifiable from goodwill, inventory, and property, plant, and equipment. While the ultimate responsibility for determining estimated fair values of the acquired net assets resides with management, for material acquisitions we may retain the services of certified valuation specialists to assist with assigning estimated fair values to certain acquired assets and assumed liabilities, including intangible assets that are separately identifiable from

goodwill, inventory, and property, plant, and equipment. Estimated fair values of acquired intangible assets that are separately identifiable from goodwill, inventory, and property, plant, and equipment are generally based on available historical information, future expectations, available market data, and assumptions determined to be reasonable but are inherently uncertain with respect to future events, including economic conditions, competition, technological obsolescence, the useful life of the acquired assets, and other factors. These significant estimates, judgments, inputs, and assumptions include, when applicable, the selection of an appropriate valuation method depending on the nature of the respective asset, such as the income approach, the market or sales comparison approach, or the cost approach; estimating future cash flows based on projected revenues and/or margins that we expect to generate subsequent to the acquisition; applying an appropriate discount rate to estimate the present value of those projected cash flows we expect to generate; selecting an appropriate terminal growth rate and/or royalty rate or estimating a customer attrition or technological obsolescence factor where necessary and appropriate given the nature of the respective asset; assigning an appropriate contributory asset charge where needed; determining an appropriate useful life and the related depreciation or amortization method for the respective asset; and assessing the accuracy and completeness of other historical financial metrics of the acquiree used as standalone inputs or as the basis for determining estimated projected inputs such as margins, customer attrition, and costs to hold and sell product.

In determining the estimated fair value of intangible assets that are separately identifiable from goodwill, we typically utilize the income approach, which discounts the projected future cash flows using a discount rate that appropriately reflects the risks associated with the projected cash flows. Generally, we estimate the fair value of acquired trade names using the relief from royalty method under the income approach, which is based on the hypothetical royalty stream that would be received if we were to license the acquired trade name. For most other acquired intangible assets, we estimate fair value using the excess earnings method under the income approach, which is typically applied when cash flows are not directly generated by the asset, but rather, by an operating group that includes the particular asset. In certain instances, particularly in relation to developed technology or patents, we may utilize the cost approach depending on the nature of the respective intangible asset and the recency of the development or procurement of such technology. The useful lives and amortization methods for the acquired intangible assets that are separately identifiable from goodwill are generally determined based on the period of expected cash flows used to measure the fair value of the acquired intangible assets and the nature of the use of the respective acquired intangible asset, adjusted as appropriate for entity-specific factors including legal, regulatory, contractual, competitive, economic, and/or other factors such as customer attrition rates and product or order lifecycles that may limit the useful life of the respective acquired intangible

asset. In determining the estimated fair value of acquired inventory, we typically utilize the cost approach for raw materials and the sales comparison approach for work in process, finished goods, and service parts. In determining the estimated fair value of acquired property, plant, and equipment, we typically utilize the sales comparison approach or the cost approach depending on the nature of the respective asset and the recency of the construction or procurement of such asset.

We may refine the estimated fair values of assets acquired and liabilities assumed, if necessary, over a period not to exceed one year from the date of acquisition by taking into consideration new information that, if known as of the date of acquisition, would have affected the estimated fair values ascribed to the assets acquired and liabilities assumed. The judgments made in determining the estimated fair value assigned to assets acquired and liabilities assumed, as well as the estimated useful life and depreciation or amortization method of each asset, can materially impact the net earnings of the periods subsequent to an acquisition through depreciation and amortization, and in certain instances through impairment charges, if the asset becomes impaired in the future. During the measurement period, any purchase price allocation changes that impact the carrying value of goodwill will affect any measurement of goodwill impairment taken during the measurement period, if applicable. If necessary, purchase price allocation revisions that occur outside of the measurement period are recorded within cost of sales or selling, general and administrative expense within the Consolidated Statements of Earnings depending on the nature of the adjustment.

Recent Accounting Pronouncements

For information regarding recent accounting pronouncements, refer to Note 1, *Summary of Significant Accounting Policies and Related Data*, in our Notes to Consolidated Financial Statements under the sections entitled "New Accounting Pronouncements Adopted" and "New Accounting Pronouncements Not Yet Adopted."

ITEM 7A. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

Market risk is the potential loss arising from adverse changes in market rates and prices. We are exposed to market risk stemming from changes in foreign currency exchange rates, interest rates, and commodity costs. We are also exposed to equity market risk pertaining to the trading price of our common stock. Changes in these factors could cause fluctuations in our earnings and cash flows. See further discussion on these market risks below.

Foreign Currency Exchange Rate Risk

We are exposed to foreign currency exchange rate risk arising from transactions in the normal course of business, such as sales to third-party customers, sales and loans to wholly-owned foreign subsidiaries, costs associated with foreign plant operations, and purchases from suppliers. Our primary foreign currency exchange rate exposures are with

the Euro, the Australian dollar, the Canadian dollar, the British pound, the Mexican peso, the Japanese yen, the Chinese Renminbi, and the Romanian New Leu against the U.S. dollar, as well as the Romanian New Leu against the Euro. Because our products are manufactured or sourced primarily from the U.S. and Mexico, a stronger U.S. dollar and Mexican peso generally have a negative impact on our results from operations, while a weaker U.S. dollar and Mexican peso generally have a positive effect.

To reduce our exposure to foreign currency exchange rate risk, we actively manage the exposure of our foreign currency exchange rate risk by entering into various derivative instruments to hedge against such risk, authorized under a company policy that places controls on these hedging activities, with counterparties that are highly rated financial institutions. Decisions on whether to use such derivative instruments are primarily based on the amount of exposure to the currency involved and an assessment of the near-term market value for each currency. Our worldwide foreign currency exchange rate exposures are reviewed monthly. The gains and losses on our derivative instruments offset the changes in values of the related underlying exposures. Therefore, changes in the values of our derivative instruments are highly correlated with changes in the market values of underlying hedged items both at inception and over the life of the derivative instrument. For additional information regarding our derivative instruments, refer to Note 14, *Derivative Instruments and Hedging Activities*, in the Notes to Consolidated Financial Statements included in Part II, Item 8, "Financial Statements and Supplementary Data," of this Annual Report on Form 10-K.

The foreign currency exchange contracts in the table below have maturity dates in fiscal 2022 through fiscal 2024. All items are non-trading and stated in U.S. dollars. As of October 31, 2021, the average contracted rate, notional amount, fair value, and the gain (loss) at fair value of outstanding derivative instruments were as follows (in thousands, except average contracted rate):

	Average Contracted Rate	Notional Amount	Fair Value	Gain (Loss) at Fair Value
Buy U.S. dollar/ Sell Australian dollar	0.7295	\$ 99,039	\$ 96,362	\$ (2,677)
Buy U.S. dollar/ Sell Canadian dollar	1.2827	38,231	37,050	(1,181)
Buy U.S. dollar/ Sell Euro	1.1911	125,377	127,822	2,445
Buy U.S. dollar/ Sell British pound	1.3362	34,702	33,976	(726)
Buy Mexican peso/ Sell U.S. dollar	22.0125	\$ 23,337	\$ 23,665	\$ 328

Our net investment in foreign subsidiaries translated into U.S. dollars is not hedged. Any changes in foreign currency exchange rates would be reflected as a foreign currency translation adjustment, a component of accumulated other comprehensive loss in stockholders' equity on the

Consolidated Balance Sheets, and would not impact net earnings.

Interest Rate Risk

Our interest rate risk relates primarily to fluctuations in variable interest rates on our revolving credit facility and term loan credit agreement, as well as the potential increase in the fair value of our fixed-rate long-term debt resulting from a potential decrease in interest rates. We generally do not use interest rate swaps to mitigate the impact of fluctuations in interest rates. We have no earnings or cash flow exposure due to interest rate risks on our fixed-rate long-term debt obligations.

Our indebtedness as of October 31, 2021 included \$424.0 million of gross fixed rate debt that is not subject to variable interest rate fluctuations and \$270.0 million of gross variable rate debt under our term loan credit agreement. As of October 31, 2021, we did not have an outstanding balance on our variable-rate revolving credit facility. As of October 31, 2021, the estimated fair value of gross long-term debt with fixed interest rates was \$517.9 million compared to its carrying amount of \$424.0 million. Interest rate risk for fixed-rate, long-term debt is estimated as the potential increase in the fair value of gross fixed rate debt, resulting from a hypothetical 10 percent decrease in interest rates, and amounts to \$12.3 million. The estimated fair value of gross fixed rate debt is estimated by discounting the projected cash flows of our gross fixed rate debt using the current interest rate that could be obtained for similar amounts of debt and a similar financing term.

Commodity Cost Risk

Most of the commodities, components, parts, and accessories used in our manufacturing process and end-products, or to be sold as standalone end-products, are exposed to commodity cost changes. These changes may be affected by several factors, including, for example, as a result of inflation; deflation; changing prices; foreign currency fluctuations; tariffs; duties; trade regulatory actions; industry actions; the inability of suppliers to absorb incremental costs resulting from COVID-19 related inefficiencies, continue operations or otherwise remain in business as a result of COVID-19, financial difficulties, or otherwise; and changes to international trade policies, agreements, and/or regulation and competitor activity, including antidumping and countervailing duties on certain products imported from foreign countries, including certain engines imported into the U.S. from China.

Our primary cost exposures for commodities, components, parts, and accessories used in our products are with steel, aluminum, petroleum and natural gas-based resins, linerboard, copper, lead, rubber, engines, transmissions, transaxles, hydraulics, electrification components, and others. Our largest spend for commodities, components, parts, and accessories are generally for steel, engines, hydraulic components, transmissions, resin, aluminum, and electrification components, all of which we purchase from

several suppliers around the world. We generally purchase commodities, components, parts, and accessories based upon market prices that are established with suppliers as part of the purchase process and generally attempt to obtain firm pricing from most of our suppliers for volumes consistent with planned production and estimates of wholesale and retail demand for our products.

In any given period, we strategically work to mitigate any potential unfavorable impact as a result of changes to the cost of commodities, components, parts, and accessories that affect our product lines through our productivity initiatives; however, our productivity initiatives may not be as effective as anticipated depending on macroeconomic cost trends for commodities, components, parts, and accessories costs and/or other factors. Our productivity initiatives include, but are not limited to, collaborating with suppliers, reviewing alternative sourcing options, substituting materials, utilizing Lean methods, engaging in internal cost reduction efforts, and utilizing tariff exclusions and duty drawback mechanisms, all as appropriate. When appropriate, we may also increase prices on some of our products to offset changes in the cost of commodities, components, parts, and accessories. To the extent that commodity and component costs increase and we do not have firm pricing from our suppliers, or our suppliers are not able to honor such prices, and/or our productivity initiatives and/or product price increases are less effective than anticipated and/or do not fully offset cost increases, we may experience a decline in our gross margins. In fiscal 2021, the average cost of commodities, components, parts, and accessories purchased, including the impact of inflation and tariff costs, was significantly higher compared to the average cost of commodities, components, parts, and accessories purchased in fiscal 2020. We anticipate that the average cost of commodities, components, parts, and accessories purchased, including the impact of inflation and tariff costs, for fiscal 2022 will be significantly higher than the average costs experienced during fiscal 2021.

Equity Market Risk

Volatility in the trading price of our common stock impacts the compensation costs associated with our stock-based compensation awards. Additionally, when applicable, declines in the trading price of our common stock can adversely impact our reconciliation of TTC's market capitalization to the aggregate estimated fair value of our reporting units as a component of our goodwill impairment analysis and can also represent an interim period impairment indicator requiring the need to quantitatively assess goodwill for impairment during an interim period, which could result in impairment charges. Refer to Note 10, *Stock-Based Compensation*, and Note 1, *Summary of Significant Accounting Policies and Related Data*, in the Notes to Consolidated Financial Statements included in Part II, Item 8, "Financial Statements and Supplementary Data," of this Annual Report on Form 10-K for additional information regarding our stock-based compensation awards and our goodwill impairment analysis, respectively.

ITEM 8. FINANCIAL STATEMENTS AND SUPPLEMENTARY DATA

Management's Report on Internal Control over Financial Reporting

Management is responsible for establishing and maintaining an adequate system of internal control over financial reporting as defined in Rules 13a-15(f) and 15d-15(f) under the Securities Exchange Act of 1934, as amended, for The Toro Company and its subsidiaries. This system of internal control over financial reporting is designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with accounting principles generally accepted in the United States.

The company's system of internal control over financial reporting includes those policies and procedures that (i) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the company; (ii) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with accounting principles generally accepted in the United States, and that receipts and expenditures of the company are being made only in accordance with authorizations of management and directors of the company; and (iii) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use, or disposition of the company's assets that could have a material effect on the financial statements.

Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements, and even when determined to be effective, can only provide reasonable assurance with respect to financial statement preparation and presentation. In addition, projection of any evaluation of the effectiveness of internal control over financial reporting to future periods is subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

Management, with the participation of the company's Chairman of the Board, President and Chief Executive Officer and Vice President, Chief Financial Officer, evaluated the effectiveness of the company's internal control over financial reporting as of October 31, 2021. In making this evaluation, management used the criteria set forth by the Committee of Sponsoring Organizations of the Treadway Commission in *Internal Control – Integrated Framework (2013)*. Based on this assessment, management concluded that the company's internal control over financial reporting was effective as of October 31, 2021. Our internal control over financial reporting as of October 31, 2021, has been audited by KPMG LLP, an independent registered public accounting firm, as stated in their report, which is included herein.

/s/ Richard M. Olson

Chairman of the Board, President and Chief Executive Officer

/s/ Renee J. Peterson

Vice President, Chief Financial Officer

December 17, 2021

Further discussion of the company's internal controls and procedures is included in Part II, Item 9A, "Controls and Procedures" of this Annual Report on Form 10-K.

Report of Independent Registered Public Accounting Firm

To the Stockholders and Board of Directors

The Toro Company:

Opinions on the Consolidated Financial Statements and Internal Control Over Financial Reporting

We have audited the accompanying consolidated balance sheets of The Toro Company and subsidiaries (the Company) as of October 31, 2021 and 2020, the related consolidated statements of earnings, comprehensive income, stockholders' equity, and cash flows for each of the years in the three-year period ended October 31, 2021, and the related notes (collectively, the consolidated financial statements). We also have audited the Company's internal control over financial reporting as of October 31, 2021, based on criteria established in *Internal Control - Integrated Framework (2013)* issued by the Committee of Sponsoring Organizations of the Treadway Commission.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of the Company as of October 31, 2021 and 2020, and the results of its operations and its cash flows for each of the years in the three-year period ended October 31, 2021, in conformity with U.S. generally accepted accounting principles. Also in our opinion, the Company maintained, in all material respects, effective internal control over financial reporting as of October 31, 2021, based on criteria established in *Internal Control - Integrated Framework (2013)* issued by the Committee of Sponsoring Organizations of the Treadway Commission.

Change in Accounting Principle

As discussed in Note 13 to the consolidated financial statements, the Company has changed its method of accounting for leases as of November 1, 2019, due to the adoption of Accounting Standard Update 2016-02, *Leases (Topic 842)*, and related amendments.

Basis for Opinions

The Company's management is responsible for these consolidated financial statements, for maintaining effective internal control over financial reporting, and for its assessment of the effectiveness of internal control over financial reporting, included in the accompanying Management's Report on Internal Control over Financial Reporting. Our responsibility is to express an opinion on the Company's consolidated financial statements and an opinion on the Company's internal control over financial reporting based on our audits. We are a public accounting firm registered with the Public Company Accounting Oversight Board (United States) (PCAOB) and are required to be independent with respect to the Company in accordance with the U.S. federal securities laws and the applicable rules and regulations of the Securities and Exchange Commission and the PCAOB.

We conducted our audits in accordance with the standards of the PCAOB. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement, whether due to error or fraud, and whether effective internal control over financial reporting was maintained in all material respects.

Our audits of the consolidated financial statements included performing procedures to assess the risks of material misstatement of the consolidated financial statements, whether due to error or fraud, and performing procedures that respond to those risks. Such procedures included examining, on a test basis, evidence regarding the amounts and disclosures in the consolidated financial statements. Our audits also included evaluating the accounting principles used and significant estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements. Our audit of internal control over financial reporting included obtaining an understanding of internal control over financial reporting, assessing the risk that a material weakness exists, and testing and evaluating the design and operating effectiveness of internal control based on the assessed risk. Our audits also included performing such other procedures as we considered necessary in the circumstances. We believe that our audits provide a reasonable basis for our opinions.

Definition and Limitations of Internal Control Over Financial Reporting

A company's internal control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. A company's internal control over financial reporting includes those policies and procedures that (1) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the company; (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the company are being made only in accordance with authorizations of management and directors of the company; and (3) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use, or disposition of the company's assets that could have a material effect on the financial statements.

Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

Critical Audit Matter

The critical audit matter communicated below is a matter arising from the current period audit of the consolidated financial statements that was communicated or required to be communicated to the audit committee and that: (1) relates to accounts or disclosures that are material to the consolidated financial statements and (2) involved our especially challenging, subjective, or complex judgments. The communication of a critical audit matter does not alter in any way our opinion on the consolidated financial statements, taken as a whole, and we are not, by communicating the critical audit matter below, providing separate opinions on the critical audit matter or on the accounts or disclosures to which it relates.

Accrued sales promotions and incentives

As discussed in Note 1 to the consolidated financial statements, at the time of sale, the Company records an estimate for sales promotion and incentive costs, a portion of which relates to rebate programs. As of October 31, 2021, the Company recorded an accrual of \$103.7 million for sales promotions and incentives. The Company's estimates for sales promotion and incentive programs are primarily based on the terms of the sales arrangements and sales promotion and incentive programs with customers, historical payment and rebate claims experience, field inventory levels, quantity or mix of products purchased, types of programs offered, and expectations for the acceptance of sales promotion and incentive programs offered in the future or changes in other relevant trends.

We identified the evaluation of the accrued sales promotions and incentives as a critical audit matter. To evaluate the Company's expectations for changes in other relevant trends that were used to develop the estimate, a high degree of auditor judgment was required. Historical experience was an input used to develop expectations for changes in other relevant trends. Changes in other relevant trends could have an impact to the accrual for sales promotions and incentives.

The following are the primary procedures performed to address this critical audit matter. We evaluated the design and tested the operating effectiveness of certain internal controls related to the Company's sales promotions and incentives process. This included controls related to the evaluation of the input described above. We evaluated the Company's ability to estimate the sales promotions and incentives accruals by comparing the prior year's accrual with subsequent payments. We developed an expectation of the Company's accrual considering historical experience and current year field inventory levels. Additionally, we tested sales promotions and incentives paid subsequent to the balance sheet date by tracing a sample of payments to underlying documentation supporting the program terms to evaluate the accrual estimate.

/s/ KPMG LLP

We have served as the Company's auditor since 1928.

Minneapolis, Minnesota

December 17, 2021

THE TORO COMPANY AND SUBSIDIARIES
Consolidated Statements of Earnings
(Dollars and shares in thousands, except per share data)

Fiscal Years Ended October 31	2021	2020	2019
Net sales	\$ 3,959,584	\$ 3,378,810	\$ 3,138,084
Cost of sales	2,621,092	2,189,036	2,090,121
Gross profit	1,338,492	1,189,774	1,047,963
Selling, general and administrative expense	820,212	763,417	722,934
Operating earnings	518,280	426,357	325,029
Interest expense	(28,659)	(33,156)	(28,835)
Other income, net	10,197	13,869	25,939
Earnings before income taxes	499,818	407,070	322,133
Provision for income taxes	89,938	77,369	48,150
Net earnings	\$ 409,880	\$ 329,701	\$ 273,983
Basic net earnings per share of common stock	\$ 3.82	\$ 3.06	\$ 2.57
Diluted net earnings per share of common stock	\$ 3.78	\$ 3.03	\$ 2.53
Weighted-average number of shares of common stock outstanding – Basic	107,341	107,658	106,773
Weighted-average number of shares of common stock outstanding – Diluted	108,473	108,663	108,090

The financial statements should be read in conjunction with the Notes to Consolidated Financial Statements.

THE TORO COMPANY AND SUBSIDIARIES
Consolidated Statements of Comprehensive Income
(Dollars in thousands)

Fiscal Years Ended October 31	2021	2020	2019
Net earnings	\$ 409,880	\$ 329,701	\$ 273,983
Other comprehensive income (loss), net of tax:			
Foreign currency translation adjustments	4,973	6,517	(1,314)
Derivative instruments, net of tax of \$736, \$(2,782), and \$(862), respectively	2,086	(8,485)	(2,498)
Pension benefits, net of tax of \$41, \$45, and \$(1,305), respectively	1,207	(245)	(4,300)
Other comprehensive income (loss), net of tax	8,266	(2,213)	(8,112)
Comprehensive income	\$ 418,146	\$ 327,488	\$ 265,871

The financial statements should be read in conjunction with the Notes to Consolidated Financial Statements.

THE TORO COMPANY AND SUBSIDIARIES

Consolidated Balance Sheets

(Dollars in thousands, except per share data)

October 31	2021	2020
ASSETS		
Cash and cash equivalents	\$ 405,612	\$ 479,892
Receivables, net:		
Customers, net of allowances (2021 - \$3,056; 2020 - \$4,586)	252,757	223,105
Receivables from finance affiliate	30,981	12,619
Other	26,541	25,411
Total receivables, net	310,279	261,135
Inventories, net	738,170	652,433
Prepaid expenses and other current assets	35,124	34,188
Total current assets	1,489,185	1,427,648
Property, plant and equipment, net	487,731	467,919
Goodwill	421,680	424,075
Other intangible assets, net	420,041	408,305
Right-of-use assets	66,990	78,752
Investment in finance affiliate	20,671	19,745
Deferred income taxes	5,800	6,466
Other assets	24,042	20,318
Total assets	\$ 2,936,140	\$ 2,853,228
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current portion of long-term debt	\$ —	\$ 99,873
Accounts payable	503,116	363,953
Short-term lease liabilities	14,283	15,447
Accrued liabilities:		
Warranty	116,783	107,121
Advertising and sales promotions and incentives programs	103,661	98,883
Compensation and benefit costs	108,536	58,789
Insurance	14,497	13,452
Interest	6,092	10,065
Other	70,051	88,214
Total accrued liabilities	419,620	376,524
Total current liabilities	937,019	855,797
Long-term debt, less current portion	691,242	691,250
Long-term lease liabilities	55,752	66,641
Deferred income taxes	50,397	70,435
Other long-term liabilities	50,598	54,277
<u>Stockholders' equity:</u>		
Preferred stock, par value \$1.00 per share, authorized 1,000,000 voting and 850,000 non-voting shares, none issued and outstanding	—	—
Common stock, par value \$1.00 per share, authorized 175,000,000 shares; issued and outstanding 105,205,734 shares as of October 31, 2021 and 107,582,670 shares as of October 31, 2020	105,206	107,583
Retained earnings	1,071,922	1,041,507
Accumulated other comprehensive loss	(25,996)	(34,262)
Total stockholders' equity	1,151,132	1,114,828
Total liabilities and stockholders' equity	\$ 2,936,140	\$ 2,853,228

The financial statements should be read in conjunction with the Notes to Consolidated Financial Statements.

THE TORO COMPANY AND SUBSIDIARIES
Consolidated Statements of Cash Flows
(Dollars in thousands)

Fiscal Years Ended October 31	2021	2020	2019
Cash flows from operating activities:			
Net earnings	\$ 409,880	\$ 329,701	\$ 273,983
Adjustments to reconcile net earnings to net cash provided by operating activities:			
Non-cash income from finance affiliate	(5,704)	(7,663)	(11,948)
Distributions from finance affiliate, net	4,779	12,066	10,343
Depreciation of property, plant and equipment	75,468	76,108	69,314
Amortization of other intangible assets	23,848	19,507	18,384
Fair value step-up adjustment to acquired inventory	—	3,951	39,368
Stock-based compensation expense	21,809	15,408	13,429
Deferred income taxes	(22,899)	2,269	(6,190)
Other	457	492	6,357
Changes in operating assets and liabilities, net of the effect of acquisitions:			
Receivables, net	(52,260)	15,206	(11,042)
Inventories, net	(98,266)	20,963	(104,832)
Prepaid expenses and other assets	2,953	11,828	9,747
Accounts payable, accrued liabilities, and other liabilities	195,404	39,538	30,458
Net cash provided by operating activities	555,469	539,374	337,371
Cash flows from investing activities:			
Purchases of property, plant and equipment	(104,012)	(78,068)	(92,881)
Business combinations, net of cash acquired	(24,883)	(138,225)	(697,471)
Asset acquisitions, net of cash acquired	(27,176)	—	—
Proceeds from asset disposals	1,035	216	4,669
Investments in unconsolidated entities	—	—	(200)
Proceeds from sale of a business	26,584	—	12,941
Net cash used in investing activities	(128,452)	(216,077)	(772,942)
Cash flows from financing activities:			
Borrowings under debt arrangements	270,000	636,025	900,000
Repayments under debt arrangements	(370,000)	(546,025)	(511,000)
Proceeds from exercise of stock options	13,100	22,198	29,336
Payments of withholding taxes for stock awards	(2,037)	(2,146)	(2,662)
Purchases of TTC common stock	(302,274)	—	(20,043)
Dividends paid on TTC common stock	(112,440)	(107,698)	(96,133)
Net cash (used in) provided by financing activities	(503,651)	2,354	299,498
Effect of exchange rates on cash and cash equivalents	2,354	2,413	(1,223)
Net (decrease) increase in cash and cash equivalents	(74,280)	328,064	(137,296)
Cash and cash equivalents as of the beginning of the fiscal period	479,892	151,828	289,124
Cash and cash equivalents as of the end of the fiscal period	\$ 405,612	\$ 479,892	\$ 151,828
Supplemental disclosures of cash flow information:			
Cash paid during the fiscal year for:			
Interest	\$ 31,568	\$ 34,109	\$ 30,167
Income taxes	\$ 101,835	\$ 69,524	\$ 54,738

The financial statements should be read in conjunction with the Notes to Consolidated Financial Statements.

THE TORO COMPANY AND SUBSIDIARIES
Consolidated Statements of Stockholders' Equity
(Dollars in thousands, except per share data)

	Common Stock	Retained Earnings	Accumulated Other Comprehensive Loss	Total Stockholders' Equity
Balance as of October 31, 2018	\$ 105,601	\$ 587,252	\$ (23,937)	\$ 668,916
Cash dividends paid on common stock - \$0.90 per share	—	(96,133)	—	(96,133)
Issuance of 1,544,962 shares for exercised stock options and vested restricted stock units and performance share awards	1,545	26,387	—	27,932
Stock-based compensation expense	—	13,429	—	13,429
Contribution of stock to a deferred compensation trust	—	1,404	—	1,404
Purchase of 403,532 shares of common stock	(404)	(22,301)	—	(22,705)
Reclassification due to the adoption of ASU 2014-09	—	864	—	864
Other comprehensive loss	—	—	(8,112)	(8,112)
Net earnings	—	273,983	—	273,983
Balance as of October 31, 2019	106,742	784,885	(32,049)	859,578
Cash dividends paid on common stock - \$1.00 per share	—	(107,698)	—	(107,698)
Issuance of 870,011 shares for exercised stock options and vested restricted stock units and performance share awards	870	18,760	—	19,630
Stock-based compensation expense	—	15,408	—	15,408
Contribution of stock to a deferred compensation trust	—	2,568	—	2,568
Purchase of 29,422 shares of common stock	(29)	(2,117)	—	(2,146)
Other comprehensive loss	—	—	(2,213)	(2,213)
Net earnings	—	329,701	—	329,701
Balance as of October 31, 2020	107,583	1,041,507	(34,262)	1,114,828
Cash dividends paid on common stock - \$1.05 per share	—	(112,440)	—	(112,440)
Issuance of 610,788 shares for exercised stock options and vested restricted stock units and performance share awards	611	11,004	—	11,615
Stock-based compensation expense	—	21,809	—	21,809
Contribution of 22,700 shares to a deferred compensation trust	23	1,462	—	1,485
Purchase of 3,010,424 shares of common stock	(3,011)	(301,300)	—	(304,311)
Other comprehensive income	—	—	8,266	8,266
Net earnings	—	409,880	—	409,880
Balance as of October 31, 2021	\$ 105,206	\$ 1,071,922	\$ (25,996)	\$ 1,151,132

The financial statements should be read in conjunction with the Notes to Consolidated Financial Statements.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
• THE TORO COMPANY AND SUBSIDIARIES •

1 Summary of Significant Accounting Policies and Related Data

The Toro Company is in the business of designing, manufacturing, marketing, and selling professional turf maintenance equipment and services; turf irrigation systems; landscaping equipment and lighting products; snow and ice management products; agricultural irrigation ("ag-irrigation") systems; rental, specialty, and underground construction equipment; and residential yard and snow thrower products. The Toro Company sells its products worldwide through a network of distributors, dealers, mass retailers, hardware retailers, equipment rental centers, home centers, as well as online (direct to end-users). The Toro Company strives to provide innovative, well-built, and dependable products supported by an extensive service network.

The following are The Toro Company's significant accounting policies in addition to those included in the other Notes to Consolidated Financial Statements included within this Part II, Item 8, "Financial Statements and Supplementary Data," of this Annual Report on Form 10-K.

Basis of Presentation and Consolidation

The accompanying Consolidated Financial Statements have been prepared in accordance with accounting principles generally accepted ("GAAP") in the United States ("U.S.") and include the accounts of The Toro Company and its wholly-owned subsidiaries. In the opinion of management, the Consolidated Financial Statements include all adjustments, consisting primarily of recurring accruals, considered necessary for the fair presentation of the company's Consolidated Financial Position, Results of Operations, and Cash Flows for the periods presented.

The company's businesses are organized, managed, and internally grouped into segments based on similarities in products and services. The company classifies its operations into two reportable business segments: Professional and Residential. The company's remaining activities are presented as "Other" due to their insignificance. As further described in Note 7, *Management Actions*, during the first quarter of fiscal 2021, the company completed the sale of its Northeastern U.S. distribution company. Accordingly, as of and for the fiscal year ended October 31, 2021, Other activities consisted of the company's remaining wholly-owned domestic distribution company, corporate activities, and the elimination of intersegment revenues and expenses. As of and for the fiscal years ended October 31, 2020 and 2019, the company's Other activities consisted of its wholly-owned domestic distribution companies, corporate activities, and the elimination of intersegment revenues and expenses. For additional information regarding the company's reportable business segments refer to Note 3, *Segment Data*.

The company uses the equity method to account for equity investments in unconsolidated entities over which it has the ability to exercise significant influence over operating and financial policies. The company's share of the net earnings or losses of these equity method investments are recorded within other income, net on the Consolidated Statements of Earnings. Equity investments in unconsolidated entities that the company does not control and for which it does not have the ability to exercise significant influence over operating and financial policies are recorded at cost, less impairment, as applicable, within the Consolidated Balance Sheets. All intercompany accounts and transactions have been eliminated from the Consolidated Financial Statements.

Impact of COVID-19

In March 2020, the World Health Organization declared the novel coronavirus ("COVID-19," "virus," or "the pandemic") outbreak a global pandemic. COVID-19 has negatively impacted public health and portions of the global economy, significantly disrupted global supply chains, and created volatility in financial markets. The continuing implications of COVID-19 on the company remain uncertain and will depend on certain future developments, including the duration of the pandemic; any adverse impact due to variants of the virus; its impact on market demand for the company's products; its impact on the company's employees, customers, and suppliers; the range of government mandated restrictions and other measures; and the success of the deployment of approved COVID-19 vaccines, their effectiveness against the novel strain and related variants, and their rate of adoption. This uncertainty could have a material impact on accounting estimates and assumptions utilized to prepare the Consolidated Financial Statements as of and for the fiscal year ended October 31, 2021 and in future reporting periods, which could result in a material adverse impact on the company's Consolidated Financial Position, Results of Operations, and Cash Flows.

Accounting Estimates

In preparing the Consolidated Financial Statements in conformity with U.S. GAAP, management must make decisions that impact the reported amounts of assets, liabilities, revenues, expenses, and the related disclosures, including disclosures of contingent assets and liabilities. Such decisions include the selection of the appropriate accounting principles to be applied and the assumptions on which to base accounting estimates. Estimates are used in determining, among other items, sales promotion and incentive accruals; incentive compensation accruals; income tax accruals; inventory valuation; warranty accruals; allowance for expected credit losses; pension accruals; self-insurance accruals; legal accruals; right-of-use assets and lease liabilities; useful lives for tangible and finite-lived intangible assets; future cash flows associated with

impairment testing for goodwill, indefinite-lived intangible assets, and other long-lived assets; and valuations of the assets acquired and liabilities assumed in a business combination or asset acquisition, when applicable. These estimates and assumptions are based on management's best estimates and judgments at the time they are made and are generally derived from management's understanding and analysis of the relevant and current circumstances, historical experience, and actuarial and other independent external third-party specialist valuations, when applicable. Management evaluates its estimates and assumptions on an ongoing basis using historical experience and other factors that management believes to be reasonable under the circumstances, including the current economic environment and other relevant factors, as applicable. Management adjusts such estimates and assumptions when facts and circumstances dictate. As future events and their effects cannot be determined with certainty, including those impacted by COVID-19, actual amounts could differ significantly from those estimated at the time the Consolidated Financial Statements are prepared. Changes in those estimates will be reflected in the Consolidated Financial Statements in future periods.

Business Combinations and Asset Acquisitions

When applicable, the company accounts for the acquisition of a business in accordance with the accounting standards codification ("ASC") guidance for business combinations, whereby the total purchase consideration transferred is allocated to the assets acquired and liabilities assumed, including amounts attributable to non-controlling interests, when applicable, based on their respective estimated fair values as of the date of acquisition. Goodwill represents the excess of purchase consideration transferred over the estimated fair value of the identifiable net assets acquired in a business combination.

Assigning estimated fair values to the net assets acquired requires the use of significant estimates, judgments, inputs, and assumptions regarding the fair value of the assets acquired and liabilities assumed. Estimated fair values of assets acquired and liabilities assumed are generally based on available historical information, independent valuations or appraisals, future expectations, and assumptions determined to be reasonable but are inherently uncertain with respect to future events, including economic conditions, competition, the useful life of the acquired assets, and other factors. The company may refine the estimated fair values of assets acquired and liabilities assumed, if necessary, over a period not to exceed one year from the date of acquisition by taking into consideration new information that, if known at the date of acquisition, would have affected the estimated fair values ascribed to the assets acquired and liabilities assumed. The judgments made in determining the estimated fair value assigned to assets acquired and liabilities assumed, as well as the estimated useful life and depreciation or amortization method of each asset, can materially impact the net earnings of the periods subsequent to the acquisition through depreciation and amortization, and in certain instances

through impairment charges, if the asset becomes impaired in the future. During the measurement period, any purchase price allocation changes that impact the carrying value of goodwill affects any measurement of goodwill impairment taken during the measurement period, if applicable. If necessary, purchase price allocation revisions that occur outside of the measurement period are recorded within cost of sales or selling, general and administrative expense within the Consolidated Statements of Earnings depending on the nature of the adjustment.

When an acquisition does not meet the definition of a business combination because either: (i) substantially all of the fair value of the gross assets acquired is concentrated in a single identifiable asset, or group of similar identified assets, or (ii) the acquired entity does not have an input and a substantive process that together significantly contribute to the ability to create outputs, the company accounts for the acquisition as an asset acquisition. In an asset acquisition, goodwill is not recognized, but rather, any excess purchase consideration over the fair value of the net assets acquired is allocated on a relative fair value basis to the identifiable net assets as of the acquisition date and any direct acquisition-related transaction costs are capitalized as part of the purchase consideration.

Refer to Note 2, *Business Combinations and Asset Acquisitions*, for additional information regarding the company's accounting for recent business combinations and asset acquisitions.

Cash and Cash Equivalents

The company considers all highly liquid investments purchased with an original maturity of three months or less to be cash equivalents. Cash equivalents are stated at cost, which approximates fair value. As of October 31, 2021 and 2020, cash and cash equivalents held by the company's foreign subsidiaries were \$117.3 million and \$106.3 million, respectively.

Receivables, Net

The company's financial exposure related to the collection of accounts receivable is reduced due to its wholesale floor plan financing programs, including its Red Iron Acceptance, LLC ("Red Iron") joint venture with TCF Inventory Finance, Inc. ("TCFIF"), as further discussed in Note 8, *Investment in Joint Venture*. Under a separate agreement, the company has an arrangement with TCF Commercial Finance Canada, Inc. ("TCFCFC") to provide inventory financing to dealers of certain of the company's products in Canada. The company also has floor plan financing agreements with separate third-party financial institutions to provide inventory financing to certain dealers and distributors not financed through Red Iron and TCFCFC, which include agreements with third-party financial institutions in the U.S. and internationally. For receivables not serviced through Red Iron, TCFCFC, or other third-party floor plan financing agreements, the company provides financing in the form of open account terms in the

normal course of business and performs on-going credit evaluations of customers.

Receivables are recorded at original carrying amount less an estimated allowance for expected credit losses. The allowance for expected credit losses is based on the company's assessment of losses that will result from its customers inability or unwillingness to pay amounts owed to the company. The allowance for expected credit losses is estimated using a combination of factors, including the age of receivable balances and historical credit loss experience, supplemented by the company's knowledge of customer-specific information, current market conditions, and reasonable and supportable forecasts of future events and economic conditions, when applicable. Receivables are written-off against the allowance for expected credit losses when all collection efforts have been exhausted.

Concentrations of Credit Risk

Financial instruments, which potentially subject the company to concentrations of credit risk, consist principally of accounts receivable and derivative instruments. Accounts receivable balances are generally concentrated in the Professional and Residential business segments. The credit risk associated with these business segments is limited because of the large number of customers in the company's customer base and their geographic dispersion. The credit risk associated with the company's derivative instruments is limited as the company enters into derivative instruments with multiple counterparties that are highly rated financial institutions.

Inventories, Net

Inventories are valued at the lower of cost or net realizable value, with cost determined by the first-in, first-out ("FIFO") and average cost methods for approximately 52.7 percent and 53.0 percent of total net inventories as of October 31, 2021 and 2020, respectively. All remaining inventories are valued at the lower of cost or market, with cost determined under the last-in, first-out ("LIFO") method. During fiscal 2021 and fiscal 2020, LIFO layers were not materially reduced. As needed, the company records an inventory valuation adjustment for excess, slow-moving, and obsolete inventory that is equal to the excess of the cost of the inventory over the estimated net realizable value or market value for the inventory depending on the inventory costing method. Such inventory valuation adjustment is based on a review and comparison of current inventory levels to planned production, as well as planned and historical sales of the inventory. The inventory valuation adjustment to net realizable value or market value establishes a new cost basis of the inventory that cannot be subsequently reversed. Such inventory valuation adjustments for excess, obsolete, and slow moving inventory are not reduced or removed until the product is sold or disposed of. As of October 31, 2021 and 2020, the company's inventory valuation adjustment for excess, slow-moving, and obsolete inventory was \$39.7 million and \$37.9 million, respectively.

Inventories, net were as follows (in thousands):

October 31	2021	2020
Raw materials and work in process	\$ 335,325	\$ 168,759
Finished goods and service parts	538,332	565,761
Total FIFO value	873,657	734,520
Less: adjustment to LIFO value	135,487	82,087
Total inventories, net	\$ 738,170	\$ 652,433

Property, Plant and Equipment, Net

Property, plant and equipment assets are carried at cost less accumulated depreciation. The company generally accounts for depreciation of property, plant and equipment utilizing the straight-line method over the estimated useful lives of the assets. Buildings and leasehold improvements are generally depreciated over 10 to 40 years, machinery and equipment are generally depreciated over two to 15 years, tooling is generally depreciated over three to five years, and computer hardware and software and website development costs are generally depreciated over two to five years. Expenditures for major renewals and improvements, which substantially increase the useful lives of existing assets, are capitalized. Costs associated with general maintenance and repairs are expenses as incurred within cost of sales or selling, general and administrative expense in the Consolidated Statements of Earnings depending on the nature and use of the related asset. Interest is capitalized during the construction period for significant capital projects. During the fiscal years ended October 31, 2021, 2020, and 2019, the company capitalized \$0.8 million, \$1.0 million, and \$1.3 million of interest, respectively.

Property, plant and equipment, net was as follows (in thousands):

October 31	2021	2020
Land and land improvements	\$ 57,690	\$ 57,387
Buildings and leasehold improvements	308,217	301,848
Machinery and equipment	522,012	499,312
Tooling	220,966	231,142
Computer hardware and software	97,485	102,312
Construction in process	85,722	48,157
Property, plant and equipment, gross	1,292,092	1,240,158
Less: accumulated depreciation	804,361	772,239
Property, plant and equipment, net	\$ 487,731	\$ 467,919

During fiscal 2021, 2020, and 2019, the company recorded depreciation expense of \$75.5 million, \$76.1 million, and \$69.3 million, respectively.

Goodwill and Indefinite-Lived Intangible Assets

Goodwill is initially recognized as a result of the excess of purchase consideration transferred over the estimated fair value of the net assets acquired in a business combination and indefinite-lived intangible assets are initially recognized at their estimated fair values as a result of a business combination or asset acquisition. Goodwill is assigned to a reporting unit based upon the expected benefit of the synergies of the acquisition. Goodwill and certain trade

names, which are considered to have indefinite lives, are not amortized; however, the company reviews them for impairment annually during the fourth quarter of each fiscal year or more frequently if changes in circumstances or the occurrence of events indicate that the fair value may not be recoverable. The company tests goodwill for impairment at the reporting unit level and tests indefinite-lived intangible assets for impairment at the individual indefinite-lived intangible asset or asset group level, as appropriate. During the fourth quarter of fiscal 2021, the company performed its annual goodwill impairment test.

In performing the annual goodwill impairment test, the company first reviewed its reporting units and determined that it has eleven reporting units, which are the same as its eleven operating segments as defined in Note 3, *Segment Data*. Eight reporting units contain goodwill on their respective balance sheets as of October 31, 2021. Next, the company elected to bypass the qualitative assessment and move directly to the quantitative goodwill impairment analysis. In performing the quantitative goodwill impairment analysis, the company compared the carrying value of each reporting unit, including goodwill, to its respective fair value. The carrying value of each reporting unit was determined based on the amount of equity required for the reporting unit's activities, considering the specific assets and liabilities of the reporting unit. The company did not assign corporate assets and liabilities that do not relate to the operations of the reporting unit, or are not considered in determining the fair value of the reporting unit, to the reporting units. The company's estimate of the respective fair values of its reporting units was determined based on a discounted cash flow model under the income approach, which utilized various inputs and assumptions, including projected operating results and growth rates from the company's forecasting process, applicable tax rates, estimated capital expenditures and depreciation, estimated changes in working capital, terminal growth rates applied to projected operating results in the terminal period, and a weighted-average cost of capital rate. Where available, and as appropriate, comparable market multiples and the company's market capitalization were also utilized to corroborate the results of the discounted cash flow models under the income approach. If the fair value of the reporting unit exceeds its carrying value, goodwill of the reporting unit is not impaired. If the carrying value of a reporting unit exceeds its fair value, an impairment charge would be recognized for the amount by which the carrying value of the reporting unit exceeds the its fair value, not to exceed the total amount of goodwill allocated to that reporting unit. Based on the quantitative goodwill impairment analysis, the company determined there was no impairment of goodwill during fiscal 2021 for any of its reporting units as the fair values of the reporting units substantially exceeded their respective carrying values, including goodwill. Further, no impairment of goodwill was recorded during fiscal 2020 and 2019.

During the fourth quarter of fiscal 2021, the company also performed a quantitative impairment analysis for its

indefinite-lived intangible assets, which consist of certain trade names. The company's estimate of the fair values of its trade names are based on the relief from royalty method under the income approach and utilizes various inputs and assumptions, including projected revenues from the company's forecasting process, assumed royalty rates that could be payable if the company did not own the intangible asset, terminal growth rates applied to forecasted revenues, and a discount rate. If the fair value of the indefinite-lived intangible asset, or asset group, is less than its carrying value, an impairment loss is recognized in an amount equal to the excess. Based on this quantitative impairment analysis, the company concluded its indefinite-lived intangible assets were not impaired during fiscal 2021 as the estimated fair values of the company's material indefinite-lived intangible assets substantially exceeded their carrying values. Further, the company concluded its indefinite-lived intangible assets were not impaired during fiscal 2020 and 2019 based on the same quantitative impairment analysis performed in each respective prior fiscal year.

Other Long-Lived Assets

Other long-lived assets primarily consist of property, plant and equipment; right-of-use assets associated with operating lease agreements, capitalized implementation costs for hosted cloud-computing arrangements; finite-lived intangible assets, and other assets, as applicable. The company's finite-lived intangible assets are identifiable assets that were acquired as a result of business combinations or asset acquisitions and primarily consist of customer relationships and lists, developed technology, patents, trade names, non-compete agreements, and order backlog and are generally amortized on a straight-line basis over their expected useful lives, which typically range from several months to 20 years depending on the nature of the finite-lived intangible asset.

The company reviews other long-lived assets for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset, or asset group, may not be recoverable. Asset groups have identifiable cash flows and are largely independent of other asset groups. An impairment loss is recognized when estimated undiscounted future cash flows from the operation or disposition of the asset group are less than the carrying amount of the asset group. Measurement of an impairment loss is based on the excess of the carrying amount of the asset group over its fair value. Fair value is generally measured using a discounted cash flow model or independent appraisals, as appropriate. The company did not record an impairment loss for fiscal 2021, 2020, and 2019 as the company's long-lived assets were determined to not be at risk for impairment as no events or changes in circumstances were identified that would indicate that the carrying amount of an asset, or asset group, may not be recoverable.

For other long-lived assets to be abandoned, the company tests for potential impairment. If the company commits to a plan to abandon or dispose of an other long-lived asset, or asset group, before the end of its previously estimated useful

life, depreciation or amortization expense is recognized over the revised estimated useful life.

Leases

The company enters into contracts that are, or contain, operating lease agreements that convey the company's right to direct the use of, and obtain substantially all of the economic benefits from, an identified asset for a defined period of time in exchange for consideration. The lease term begins and is determined upon lease commencement, which is the point in time when the company takes possession of the identified asset, and includes all non-cancelable periods.

Lease liabilities represent the company's obligation to make lease payments arising from the lease agreement. The company accounts for operating lease liabilities at lease commencement and on an ongoing basis as the present value of the minimum remaining lease payments under the respective lease term. Lease payments are determined at lease commencement and represent fixed lease payments as defined within the respective lease agreement or, in the case of certain lease agreements, variable lease payments that are measured as of the lease commencement date based on the prevailing index or market rate. Future adjustments to variable lease payments are defined and scheduled within the respective lease agreement and are determined based upon the prevailing market or index rate at the time of the adjustment relative to the market or index rate determined at lease commencement. Certain other lease agreements contain variable lease payments that are determined based upon actual utilization of the identified asset. Such future adjustments to variable lease payments and variable lease payments based upon actual utilization of the identified asset are not included within the determination of lease payments at commencement but rather, are recorded as variable lease expense in the period in which the variable lease cost is incurred. The company has operating leases with both lease components and non-lease components. For purposes of determining lease payments, the company accounts for lease components separately from non-lease components based on the relative market value of each component. Non-lease components typically consist of common area maintenance, utilities, and/or other repairs and maintenance services. The costs related to non-lease components are not included within the determination of lease payments at commencement. Minimum remaining lease payments are discounted to present value based on the rate implicit in the operating lease agreement or the estimated incremental borrowing rate at lease commencement if the rate implicit in the lease is not readily determinable. Minimum remaining lease payments are generally discounted to present value based the estimated incremental borrowing rate at lease commencement as the rate implicit in the lease is generally not readily determinable.

Right-of-use assets represent the company's right to use an underlying asset throughout the lease term and are measured as the amount of the corresponding operating lease liability for the respective operating lease agreement, adjusted for prepaid or accrued lease payments, the remaining balance of

any lease incentives received, unamortized initial direct costs, and impairment of the operating lease right-of-use asset, as applicable.

Lease expense for the company's operating leases is recognized on a straight-line basis over the lease term and is recorded within either cost of sales or selling, general and administrative expense in the Consolidated Statements of Earnings depending on the nature and use of the identified asset underlying the respective operating lease arrangement. The company does not recognize right-of-use assets and lease liabilities, but does recognize lease expense on a straight-line basis, for short-term operating leases which have a lease term of 12 months or less and do not include an option to purchase the underlying asset.

Accounts Payable

The company has a supply chain finance service agreement with a third-party financial institution to provide a web-based platform that facilitates the ability of participating suppliers to finance payment obligations from the company with the third-party financial institution. Participating suppliers may, at their sole discretion, make offers to finance one or more payment obligations of the company prior to their scheduled due dates at a discounted price to the third-party financial institution. The company's obligations to its suppliers, including amounts due and scheduled payment dates, are not affected by suppliers' decisions to finance amounts under this supply chain finance arrangement. As of October 31, 2021 and 2020, \$91.6 million and \$63.5 million, respectively, of the company's outstanding payment obligations were financed by participating suppliers through the third-party financial institution's supply chain finance web-based platform.

Insurance

The company is self-insured for certain losses relating to employee medical, dental, workers' compensation, and certain product liability claims. Specific stop loss coverages are provided for catastrophic claims in order to limit exposure to significant claims. Losses and claims are charged to net earnings when it is probable a loss has been incurred and the amount can be reasonably estimated. Self-insured liabilities are based on a number of factors, including historical claims experience, an estimate of claims incurred but not reported, demographic and severity factors, and utilizing valuations provided by independent third-party actuaries, as applicable.

Product Warranty Guarantees

The company's products are warranted to provide assurance that the product will function as expected and to ensure customer confidence in design, workmanship, and overall quality. Standard warranty coverage is generally provided for specified periods of time and on select products' hours of usage, and generally covers parts, labor, and other expenses for non-maintenance repairs. In addition to the standard warranties offered by the company on its products, the company also sells separately priced extended warranty

coverage on select products for a prescribed period after the original warranty period expires. For additional information on the contract liabilities associated with the company's separately priced extended warranties, refer to Note 4, *Revenue*.

At the time of sale, the company recognizes expense and records an accrual by product line for estimated costs in connection with forecasted future warranty claims. The company's estimate of the cost of future warranty claims is based primarily on the estimated number of products under warranty, historical average costs incurred to service warranty claims, the trend in the historical ratio of claims to sales, and the historical length of time between the sale and resulting warranty claim. The company periodically assesses the adequacy of its warranty accruals based on changes in these factors and records any necessary adjustments if the cost of actual claims experience indicates that adjustments to the company's warranty accrual are necessary. Additionally, from time to time, the company may also establish warranty accruals for its estimate of the costs necessary to settle major rework campaigns on a product-specific basis during the period in which the circumstances giving rise to the major rework campaign become known and when the costs to satisfactorily address the situation are both probable and estimable. The warranty accrual for the cost of a major rework campaign is primarily based on an estimate of the cost to repair each affected unit and the number of affected units expected to be repaired.

The changes in accrued warranties were as follows (in thousands):

Fiscal Years Ended October 31	2021	2020	2019
Beginning balance	\$ 107,121	\$ 96,604	\$ 76,214
Warranty provisions	73,666	60,273	57,277
Acquisitions	—	2,557	18,418
Warranty claims	(71,520)	(67,241)	(58,878)
Changes in estimates	7,516	14,928	3,573
Ending balance	\$ 116,783	\$ 107,121	\$ 96,604

Derivative Instruments and Hedging Activities

Derivative instruments, consisting primarily of forward currency contracts, are used to hedge most foreign currency transactions, including forecasted sales and purchases denominated in foreign currencies. All derivative instruments are recognized on the Consolidated Balance Sheets at fair value as either assets or liabilities. If the derivative instrument is designated as a cash flow hedging instrument, changes in the fair values of the spot rate component of outstanding, highly effective cash flow hedging instruments included in the assessment of hedge effectiveness are recorded in other comprehensive income within accumulated other comprehensive loss ("AOCL") on the Consolidated Balance Sheets and are subsequently reclassified to net earnings within the Consolidated Statements of Earnings during the same period in which the cash flows of the underlying hedged transaction affect net earnings. Changes in the fair values of hedge components excluded from the

assessment of effectiveness are recognized immediately in net earnings under the mark-to-market approach. Derivatives that are not designated as cash flow hedging instruments are adjusted to fair value through other income, net, on the Consolidated Statements of Earnings.

Foreign Currency Translation and Transactions

The functional currency of the company's foreign operations is generally the applicable local currency. The functional currency is translated into U.S. dollars using the respective current exchange rate in effect as of the balance sheet date for balance sheet accounts and the respective weighted-average exchange rate during the fiscal year for revenue and expense accounts. The resulting translation adjustments are deferred as a component of other comprehensive income within the Consolidated Statements of Comprehensive Income and the Consolidated Statements of Stockholders' Equity. Gains or losses resulting from transactions denominated in foreign currencies are included in other income, net in the Consolidated Statements of Earnings.

Debt Issuance Costs

Debt issuance costs incurred in connection with securing the company's financing arrangements are capitalized and amortized over the term of the respective financing arrangement under the straight-line method as the results obtained are not materially different from those that would result from the use of the effective interest method. Debt issuance costs are generally presented in the Consolidated Balance Sheets as a direct deduction from the carrying amount of the outstanding borrowings, consistent with debt discounts. However, the company classifies the debt issuance costs related to its \$600.0 million five-year senior unsecured revolving credit facility ("revolving credit facility") within other assets on the Consolidated Balance Sheets, regardless of whether the company has any outstanding borrowings on the revolving credit facility. Debt issuance costs related to borrowings that are fully extinguished in advance of the maturity date are charged to expense at the time of retirement of the borrowings. Debt issuance costs, net of accumulated amortization, were \$4.6 million and \$3.9 million as of October 31, 2021 and 2020, respectively.

Income Taxes

Deferred tax assets and liabilities are recognized for the future tax consequences attributable to differences between the financial statement carrying amounts of existing assets and liabilities and their respective tax basis. Deferred tax assets and liabilities are measured using enacted tax rates expected to apply to taxable income in the years that those temporary differences are expected to be recovered or settled. The effect on deferred tax assets and liabilities of a change in tax rates is recognized in income tax expense in the period that includes the enactment date. A valuation allowance is provided when, in management's judgment, it is more likely than not that some portion or all of the deferred tax asset will not be realized. The company believes it has reflected the necessary deferred tax assets and liabilities in the

accompanying Consolidated Balance Sheets. Management believes the future tax deductions will be realized principally through future taxable income, future reversals of existing taxable temporary differences, and carryback to taxable income in prior years.

The company recognizes the effect of income tax positions only if it is more likely than not that those positions will be sustained. Recognized income tax positions are measured at the largest amount that is greater than 50.0 percent likely to be realized. Changes in recognition or measurement are reflected in the period in which the change in judgment occurs. The company also records interest and penalties related to unrecognized tax benefits within income tax expense.

Revenue Recognition

The company's primary source of revenue is generated through the sale of equipment and irrigation products, as well as rendering of services to its customers. As a result, the company enters into contracts with its customers for the sale of products or rendering of services in the ordinary course of business, which generally occurs at the time the company receives and accepts a purchase or sales order under a sales contract with a customer. The company recognizes revenue when, or as, performance obligations under the terms of a contract with its customer are satisfied, which generally occurs with the transfer of control of product or services at the time a product is shipped, or in the case of certain agreements, when a product is delivered or as services are rendered. Revenue is recognized based on the transaction price, which is measured as the amount of consideration the company expects to receive in exchange for transferring product or rendering services pursuant to the terms of the contract with a customer. The amount of consideration the company receives and the revenue the company recognizes varies as a result of variable consideration. Variable consideration is recorded at the time revenue is recognized as a reduction of the transaction price and typically occurs as a result of certain of the company's sales promotion and incentive programs offered to customers that are determined to represent price concessions, as well as anticipated product returns, when applicable. If a contract contains more than one performance obligation, the transaction price is allocated to each performance obligation based on the relative standalone selling price of the respective promised good or service. The company does not recognize revenue in situations where collectability from the customer is not probable, and defers the recognition of revenue until collection is probable or payment is received and performance obligations are satisfied.

Sales Promotions and Incentives

At the time revenue is recognized, the company records a reduction of the transaction price for the variable consideration associated with certain of the company's sales promotions and incentives programs offered to customers that are determined to represent price concessions. The expense of each sales promotion and incentive program is

classified as a reduction from gross sales or as a component of selling, general and administrative expense within the Consolidated Statements of Earnings when revenue is recognized, depending on the nature of the program. Generally, the cost of a program is recorded as a reduction from gross sales when revenue is recognized and thus, is considered to be variable consideration, if the expense is determined to represent a price concession because the program either (i) results in an immediate reduction of the transaction price with no anticipated future costs or consideration provided to the customer or (ii) the company anticipates future costs based on historical or expected future business practice for which the company does not receive a distinct good or service in exchange for the future consideration provided to the customer under the program. In other circumstances, the anticipated future cost of a program based on historical or expected future business practice is recorded as selling, general and administrative expense because the company receives a distinct good or service in exchange for the future consideration provided to the customer under the program.

Examples of significant sales promotions and incentive programs that are considered to be variable consideration because the cost of the program is classified as a reduction from gross sales are as follows:

- **Off-Invoice Discounts:** The company's off-invoice discounts represent an immediate reduction in the selling price of the company's products that is realized at the time of sale with no anticipated future cost or consideration provided to the customer.
- **Rebate Programs:** The company's rebate programs are generally based on claims submitted from either the company's direct customers or end-users of the company's products or are based on purchase or retail sales goals for the company's direct customers of certain quantities or mixes of product during a specified time period, depending upon the program. The amount of the rebate varies based on the specific program and is either a dollar amount or a percentage of the purchase price and can also be based on actual retail price as compared to the company's selling price. Consideration is typically provided to the company's customers for the company's rebate programs after the initial sale of the company's products to the company's direct customers and thus, there is generally an anticipated future cost at the time revenue is recognized based on historical and expected future business practice.
- **Financing Programs:** The company's financing programs consist of wholesale floor plan financing programs with Red Iron and separate third-party financial institutions and end-user retail financing. Costs incurred for wholesale floor plan financing programs represent financing costs associated with programs under which the company shares the expense of financing distributor and dealer inventories through third-party financing arrangements for a specific period of time. This charge represents interest for a pre-established

length of time based on a predefined rate from the contract between the company and Red Iron or the separate third-party financial institution to finance distributor and dealer inventory purchase. The wholesale financing costs for distributor and dealer inventories were \$20.8 million, \$24.1 million, and \$44.5 million for the fiscal years ended October 31, 2021, 2020 and 2019, respectively. End-user retail financing is similar to floor planning with the difference being that retail financing programs are offered to end-user customers under which the company, at its discretion, may pay a portion of interest costs on behalf of end-users for financing purchases of the company's equipment.

Examples of significant sales promotions and incentive programs that are not considered to be variable consideration because the cost of the program is classified as a component of selling, general, and administrative expense are as follows:

- **Commissions Paid to Distributors and Dealers:** For certain products, the company uses a distribution network of dealers and distributors that purchase and take possession of products for sale to the end customer. The company also has dealers and distributors that act as sales agents for it on certain products using a direct-selling type model. Under this direct-selling type model, the company's network of distributors and dealers facilitates a sale directly to the dealer or end-user customer on its behalf. Commissions to distributors and dealers in these instances represent commission payments to sales agents that are also its customers. In addition, TTC dealers are often paid a commission to set up and deliver riding product purchased at certain home centers.
- **Cooperative Advertising:** Cooperative advertising programs are based on advertising costs incurred by distributors and dealers for promoting the company's products. The company supports a portion of those advertising costs in which claims are submitted by the distributor or dealer along with evidence of the advertising material procured/produced and evidence of the cost incurred in the form of third-party invoices or receipts.

Regardless of classification of the cost of the sales promotion and incentive program within the Consolidated Statements of Earnings, the company records an accrual within the Consolidated Balance Sheets for the estimated future expense of certain of its sales promotion and incentive programs for which the company anticipates a future cost based on historical or expected future business practice by using the expected value method and applying the portfolio approach practical expedient under the accounting standards codification guidance for revenue from contracts with customers. Under such approach, the company's determination of variable consideration and the related accrual associated with the estimated expense of certain of the company's sales promotions and incentives programs is primarily based on the terms of the sales arrangements and sales promotion and incentive programs with customers,

historical payment and rebate claims experience, field inventory levels, quantity or mix of products purchased, forecasted sales volumes, types of programs offered, and expectations for the acceptance of sales promotion and incentive programs offered in the future or changes in other relevant trends.

Cost of Sales

Cost of sales is primarily comprised of direct materials and supplies consumed to manufacture the company's products, as well as compensations costs for manufacturing labor and direct overhead expense necessary to convert direct materials and supplies into finished product. Cost of sales also includes freight costs for the procurement of direct materials and supplies and shipping products to customers; charges associated with inventory valuation adjustments for excess, slow-moving, and obsolete inventory; depreciation and amortization expense on manufacturing-related tangible and intangible assets; operating lease expense related to leased manufacturing assets; cost of services provided; cash discounts on payments to vendors, and other manufacturing-related costs.

Selling, General and Administrative Expense

Selling, general and administrative expense is primarily comprised of compensation costs for non-manufacturing labor, occupancy and operating costs of distribution and corporate facilities, warranty expense, depreciation and amortization expense on non-manufacturing tangible and intangible assets, operating lease expense related to leased non-manufacturing assets; advertising, marketing, and selling expenses, engineering and research costs, information systems costs, and other miscellaneous administrative costs, such as legal costs for internal and outside services that are expensed as incurred.

Advertising Expense

General advertising expenditures are expensed the first time advertising takes place. Production costs associated with advertising are expensed in the period incurred. Cooperative advertising represents expenditures for shared advertising costs that the company reimburses to customers and is classified as a component of selling, general and administrative expense within the Consolidated Statements of Earnings. These obligations are accrued and expensed when the related revenues are recognized in accordance with the sales promotion and incentive programs established for certain product lines. Advertising costs were \$50.5 million, \$50.3 million, and \$43.5 million for the fiscal years ended October 31, 2021, 2020, and 2019, respectively.

Engineering and Research Expense

The company's engineering and research costs are expensed as incurred as a component of selling, general and administrative expense within the Consolidated Statements of Earnings and are primarily incurred in connection with the development of new products that may have additional applications or represent extensions of existing product lines,

improvements or enhancements to existing products, and cost reduction efforts. Costs incurred for engineering and research activities were \$141.0 million, \$124.1 million, and \$109.1 million for the fiscal years ended October 31, 2021, 2020, and 2019, respectively.

Stock-Based Compensation Expense

The company's stock-based compensation awards are generally granted to executive officers, other employees, and non-employee members of the company's Board of Directors ("Board"), and include unrestricted common stock awards, performance share awards that are contingent on the achievement of performance goals of the company, non-qualified stock options, and restricted stock units. Generally, compensation expense equal to the grant date fair value determined under the Black-Scholes valuation method is recognized for these awards over the vesting period and is classified in selling, general and administrative expense within the Consolidated Statements of Earnings. For stock options and restricted stock units, expense recognized for other employees not considered executive officers and non-employee Board members is net of estimated forfeitures, which is based on historical forfeiture experience. Stock options granted to executive officers and other employees are subject to accelerated expensing if the option holder meets the retirement definition set forth in The Toro Company Amended and Restated 2010 Equity and Incentive Plan, as amended and restated (the "2010 plan"). In that case, the fair value of the options is expensed in the fiscal year of grant because generally, if the option holder is employed as of the end of the fiscal year in which the options are granted, such options will not be forfeited but continue to vest according to their schedule following retirement.

Other Income, Net

Other income, net primarily consists of the company's proportionate share of income or losses from the company's Red Iron joint venture, realized foreign currency exchange rate gains and losses, interest and dividend income, gains or losses recognized on actuarial valuation changes for our pension and post-retirement plans, retail financing revenue, and other miscellaneous income.

Net Earnings Per Share

Basic net earnings per share is calculated as net earnings available to common stockholders divided by the weighted-average number of shares of common stock outstanding during the year plus the assumed issuance of contingent shares related to performance share awards under the 2010 plan. Diluted net earnings per share is similar to basic net earnings per share except that the weighted-average number of shares of common stock outstanding plus the assumed issuance of contingent shares is increased to include the number of additional shares of common stock that would have been outstanding assuming the issuance of all potentially dilutive shares, such as common stock to be issued upon exercise of options, contingently issuable shares, and restricted stock units.

Reconciliations of basic and diluted weighted-average shares of common stock outstanding are as follows (in thousands):

Fiscal Years Ended October 31	2021	2020	2019
Basic			
Weighted-average number of shares of common stock	107,336	107,647	106,762
Assumed issuance of contingent shares	5	11	11
Weighted-average number of shares of common stock outstanding – Basic	107,341	107,658	106,773
Diluted			
Weighted-average number of shares of common stock outstanding – Basic	107,341	107,658	106,773
Effect of dilutive securities	1,132	1,005	1,317
Weighted-average number of shares of common stock outstanding – Diluted	108,473	108,663	108,090

Incremental shares from options and restricted stock units are computed under the treasury stock method. Stock option awards to purchase 409,851, 447,032, and 716,343 shares of common stock during fiscal 2021, 2020, and 2019, respectively, were excluded from the computation of diluted net earnings per share of common stock because they were anti-dilutive.

New Accounting Pronouncements Adopted

In June 2016, the Financial Accounting Standards Board ("FASB") issued Accounting Standards Update ("ASU") No. 2016-13, *Financial Instruments - Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments*, which modifies the measurement approach for credit losses on financial assets measured on an amortized cost basis from an 'incurred loss' method to an 'expected loss' method. Such modification of the measurement approach for credit losses eliminates the requirement that a credit loss be considered probable, or incurred, to impact the valuation of a financial asset measured on an amortized cost basis. The amended guidance requires the measurement of expected credit losses to be based on relevant information, including historical experience, current conditions, and a reasonable and supportable forecast that affects the collectability of the related financial asset. This amendment affects trade receivables, off-balance-sheet credit exposures, and any other financial assets not excluded from the scope of this amendment that have the contractual right to receive cash. The amended guidance was adopted in the first quarter of fiscal 2021, under the modified retrospective transition method, and did not have a material impact on the company's Consolidated Financial Statements.

In August 2018, the FASB issued ASU No. 2018-13, *Fair Value Measurement (Topic 820) - Changes to the Disclosure Requirements for Fair Value Measurement*, which modifies the disclosure requirements for fair value measurements by removing, modifying, or adding certain disclosures. The amended guidance was adopted in the first quarter of fiscal 2021 and did not have a material impact on the company's Consolidated Financial Statements.

In August 2018, the FASB issued ASU No. 2018-14, *Compensation - Retirement Benefits - Defined Benefit Plans (Topic 715)*, which modifies the disclosure requirements for defined benefit pension plans and other post-retirement plans. The amended guidance was adopted in the first quarter of fiscal 2021 and did not have a material impact on the company's Consolidated Financial Statements.

New Accounting Pronouncements Not Yet Adopted

In December 2019, the FASB issued ASU No. 2019-12, *Income Taxes (Topic 740): Simplifying the Accounting for Income Taxes*, which eliminates certain exceptions related to the approach for intraperiod tax allocation, the methodology for calculating income taxes in an interim period, and the recognition of deferred tax liabilities for outside basis differences. The amended guidance also clarifies and simplifies other aspects of the accounting for income taxes under ASC Topic 740, *Income Taxes*. The company will adopt the amended guidance on November 1, 2021, the first quarter of fiscal 2022, and such adoption will not have a material impact on the company's Consolidated Financial Statements.

In January 2020, the FASB issued ASU No. 2020-01, *Investments - Equity Securities (Topic 321), Investments - Equity Method and Joint Ventures (Topic 323), and Derivatives and Hedging (Topic 815)*, which clarified that before applying or upon discontinuing the equity method of accounting for an investment in equity securities, an entity should consider observable transactions that require it to apply or discontinue the equity method of accounting for the purposes of applying the fair value measurement alternative. The company will adopt the amended guidance on November 1, 2021, the first quarter of fiscal 2022, and such adoption will not have a material impact on the company's Consolidated Financial Statements.

In March 2020, the FASB issued ASU No. 2020-04, *Reference Rate Reform (Topic 848): Facilitation of the Effects of Reference Rate Reform on Financial Reporting*, which provides temporary optional guidance to ease the potential burden of accounting for reference rate reform due to the cessation of the London Interbank Offered Rate, commonly referred to as "LIBOR." The temporary guidance provides optional expedients and exceptions for applying U.S. GAAP to contracts, relationships, and transactions affected by reference rate reform if certain criteria are met. The guidance was effective upon issuance on March 12, 2020 and the provisions of the temporary optional guidance provided by the ASU may be elected on a prospective basis from the beginning of an interim period that includes the issuance date of the ASU through December 31, 2022, when the reference rate reform activity is expected to be substantially complete. In January 2021, the FASB issued ASU 2021-01, *Reference Rate Reform (Topic 848): Scope*, to provide supplemental guidance and to further clarify the scope of the amended guidance. At this time, the company does not have receivables, hedging relationships, or operating lease agreements that reference LIBOR or another reference

rate expected to be discontinued and therefore, the company has not applied the optional practical expedients under this ASU to these classes of assets. On October 5, 2021, the company entered into an amended and restated credit agreement and at such time, the company concluded that the optional practical expedients provided by the ASU would not be elected as the required criteria were not met. The amended and restated credit agreement includes a transition clause in the event LIBOR is discontinued and the company's other fixed-rate financing agreements do not reference LIBOR or another reference rate expected to be discontinued as disclosed in Note 6, *Indebtedness*. As such, the company does not expect the transition of LIBOR to have a material impact on the company's Consolidated Financial Statements; however, a review of other contracts and agreements is underway and is expected to be completed prior to December 31, 2022.

The company believes that all other recently issued accounting pronouncements from the FASB that the company has not noted above, will not have a material impact on its Consolidated Financial Statements or do not apply to its operations.

2 Business Combinations and Asset Acquisitions

Asset Acquisitions

Effective November 4, 2020, during the first quarter of fiscal 2021, the company completed the acquisition of Turflynx, Lda, a developer of innovative autonomous solutions for turf management and effective March 1, 2021, during the second quarter of fiscal 2021, the company completed the acquisition of Left Hand Robotics, Inc., a developer of innovative autonomous solutions for turf and snow management. These acquisitions complement and support the development of alternative power, smart-connected, and autonomous products within the company's Professional and Residential segments. Neither of these acquisitions met the definition of a business combination as substantially all of the fair value of the gross assets acquired in each acquisition was concentrated in the respective finite-lived developed technology other intangible asset and as a result, the company accounted for each of these transactions as an asset acquisition. In an asset acquisition, goodwill is not recognized, but rather, any excess purchase consideration over the fair value of the net assets acquired is allocated on a relative fair value basis to the identifiable net assets as of the acquisition date and any direct acquisition-related transaction costs are capitalized as part of the purchase consideration. These asset acquisitions were immaterial in relation to the company's Consolidated Financial Condition and Results of Operations and as a result, additional purchase accounting disclosures have been omitted.

Venture Products, Inc. ("Venture Products")

On March 2, 2020 ("Venture Products closing date"), pursuant to an Agreement and Plan of Merger ("Venture Products merger agreement") and an agreement to purchase the real property used by Venture Products ("Venture Products purchase agreement") both dated January 20, 2020, the company completed its acquisition of Venture Products ("Venture Products transaction"), a privately held Ohio corporation and the manufacturer of Ventrac-branded products. Venture Products designs, manufactures, markets, and sells articulating turf, landscape, and snow and ice management equipment for grounds, landscape contractor, golf, municipal, and rural acreage customers and provides innovative product offerings that broadened and strengthened the company's Professional segment and expanded its dealer network.

The Venture Products transaction was structured as a merger, pursuant to which a wholly-owned subsidiary of the company merged with and into Venture Products, with Venture Products continuing as the surviving entity and a wholly-owned subsidiary of the company. As a result of the merger, all of the outstanding equity securities of Venture Products were canceled and only represented the right to receive the applicable consideration as described in the Venture Products merger agreement. The Venture Products purchase agreement was with an affiliate of Venture Products and was for the real estate used by Venture Products. As of the Venture Products closing date, the company paid preliminary merger consideration of \$165.9 million, which consisted of a cash payment of \$136.4 million ("initial cash payment") and a \$29.5 million holdback to satisfy any indemnification or certain other obligations of Venture Products to the company. The preliminary merger consideration was subject to certain customary adjustments, which were finalized during the third quarter of fiscal 2020 and resulted in an aggregate merger consideration of \$163.2 million ("Venture Products purchase price") and at such time, \$4.5 million of the holdback set aside for such customary adjustments was released accordingly. During fiscal 2021, \$24.9 million of cash consideration was paid to the former Venture Products shareholders to release the remaining holdback amount upon the satisfaction of indemnification and certain other obligations of Venture Products to the company. The company funded the cash payment with borrowings under its revolving credit facility and net cash provided by operating activities. For additional information regarding the company's revolving credit facility, refer to Note 6, *Indebtedness*.

As a result of the acquisition, the company incurred \$0.6 million of acquisition-related transaction costs, all of which were incurred during the fiscal year ended October 31, 2020 and recorded within selling, general and administrative expense within the Consolidated Statements of Earnings for such fiscal period.

Venture Products Purchase Price Allocation

The company accounted for the acquisition in accordance with the accounting standards codification guidance for business combinations, whereby the Venture Products purchase price was allocated to the acquired net tangible and intangible assets of Venture Products based on their estimated fair values as of the Venture Products closing date. Such fair values were based on internal company and independent external third-party valuations. The following table summarizes the allocation of the Venture Products purchase price to the fair values assigned to the Venture Products assets acquired and liabilities assumed (in thousands):

	March 2, 2020
Cash and cash equivalents	\$ 3,476
Receivables	6,342
Inventories	23,000
Prepaid expenses and other current assets	239
Property, plant and equipment	26,976
Goodwill	61,225
Other intangible assets:	
Finite-lived customer-related	19,100
Indefinite-lived trade name	56,200
Accounts payable	(4,075)
Accrued liabilities	(5,196)
Deferred income tax liabilities	(20,586)
Total fair value of net assets acquired	166,701
Less: cash and cash equivalents acquired	(3,476)
Total Venture Products purchase price	\$ 163,225

The goodwill recognized is primarily attributable to the value of the workforce, the reputation of Venture Products, expected future cash flows, and expected synergies, including customer and dealer growth opportunities and integrating and expanding existing product lines. Key areas of expected cost synergies include increased purchasing power for commodities, components, parts, and accessories, and supply chain consolidation. The goodwill resulting from the acquisition of Venture Products was recognized within the company's Professional segment and is non-deductible for tax purposes. During the first quarter of fiscal 2021, the company completed its valuation of income taxes to finalize the Venture Products purchase price allocation, which resulted in a decrease to the carrying amount of goodwill of \$1.0 million from \$412.1 million as of October 31, 2020. Such purchase accounting adjustment did not impact the company's Consolidated Statements of Earnings for fiscal 2021.

The allocation of the Venture Products purchase price to the net assets acquired resulted in the recognition of \$75.3 million of other intangible assets as of the Venture Products closing date. The fair values of the acquired trade name and customer-related intangible assets were determined using the income approach whereby an intangible asset's fair value is equal to the present value of future economic benefits expected to be derived from ownership of the asset. The useful lives of the acquired trade name and customer-related intangible assets were determined based on the period of

expected cash flows used to measure the fair value of the respective intangible assets adjusted as appropriate for entity-specific factors including legal, regulatory, contractual, competitive, economic, and/or other factors that may limit the useful life of the respective intangible asset. The fair value of the indefinite-lived trade name was determined using the relief from royalty method, which is based on the hypothetical royalty stream that would be received if the company were to license the trade name and was based on expected future revenues. The fair value of the customer-related intangible asset was determined using the excess earnings method and was based on the expected operating cash flows attributable to the customer-related intangible asset, which was determined by deducting expected economic costs, including operating expenses and contributory asset charges, from revenue expected to be generated from the customer-related intangible asset. As of the Venture Products closing date, the weighted-average useful life of the finite-lived customer-related intangible asset was determined to be 16.0 years.

The Charles Machine Works, Inc. ("CMW")

On April 1, 2019 ("CMW closing date"), pursuant to the Agreement and Plan of Merger dated February 14, 2019 ("CMW merger agreement"), the company completed the acquisition of CMW ("CMW transaction"), a privately held Oklahoma corporation. CMW designs, manufactures, and markets a range of professional products to serve the underground construction market, including horizontal directional drills, walk and ride trenchers, stand-on skid steers, vacuum excavators, asset locators, pipe rehabilitation solutions, and after-market tools. CMW provides innovative product offerings that broadened and strengthened the company's Professional segment product portfolio and expanded its dealer network, while also providing a complementary geographic manufacturing footprint.

The CMW transaction was structured as a merger, pursuant to which a wholly-owned subsidiary of the company merged with and into CMW, with CMW continuing as the surviving entity and a wholly-owned subsidiary of the company. As a result of the merger, all of the outstanding equity securities of CMW were canceled and only represented the right to receive the applicable consideration as described in the CMW merger agreement. At the CMW closing date, the company paid preliminary merger consideration of \$679.3 million. The preliminary merger consideration was subject to certain customary adjustments that were finalized during the fourth quarter of fiscal 2019, which resulted in an aggregate merger consideration of \$685.0 million ("CMW purchase price"). The company funded the CMW purchase price by using a combination of cash proceeds from the issuance of borrowings under the company's \$500.0 million unsecured senior term loan credit agreement and borrowings from the company's revolving credit facility. For additional information regarding the financing agreements utilized to fund the CMW purchase price, refer to Note 6, *Indebtedness*.

As a result of the acquisition, the company incurred \$10.2 million of acquisition-related transaction costs, all of which were incurred during the fiscal year ended October 31, 2019 and recorded within selling, general and administrative expense within the Consolidated Statements of Earnings for such fiscal period.

CMW Purchase Price Allocation

The company accounted for the acquisition in accordance with the accounting standards codification guidance for business combinations, whereby the CMW purchase price was allocated to the acquired net tangible and intangible assets of CMW based on their estimated fair values as of the CMW closing date. Such fair values were based on internal company and independent external third-party valuations. The following table summarizes the allocation of the CMW purchase price to the fair values assigned to the CMW assets acquired and liabilities assumed (in thousands):

	April 1, 2019
Cash and cash equivalents	\$ 16,341
Receivables	65,674
Inventories	241,429
Prepaid expenses and other current assets	8,050
Property, plant and equipment	142,779
Goodwill	134,657
Indefinite-lived other intangible assets:	
Trade names	103,700
Finite-lived other intangible assets:	
Customer-related	130,800
Developed technology	20,900
Trade names	5,200
Backlog	3,590
Other long-term assets	7,971
Accounts payable	(35,892)
Accrued liabilities	(51,943)
Deferred income tax liabilities	(85,277)
Other long-term liabilities	(6,665)
Total fair value of net assets acquired	701,314
Less: cash and cash equivalents acquired	(16,341)
Total CMW purchase price	\$ 684,973

The goodwill recognized is primarily attributable to the value of the workforce, the reputation of CMW and its brands, customer and dealer growth opportunities, and expected synergies. Key areas of expected cost synergies include increased purchasing power for commodities, components, parts, and accessories, supply chain consolidation, and administrative efficiencies. The goodwill resulting from the acquisition of CMW was recognized within the company's Professional segment and is mostly non-deductible for tax purposes. During the second quarter of fiscal 2020, the company completed its valuation of income taxes to finalize the CMW purchase price allocation, which resulted in a decrease to the carrying amount of Professional segment goodwill of \$0.9 million from \$350.3 million as of October 31, 2019. Such purchase accounting adjustment did not impact the company's Consolidated Statements of Earnings for fiscal 2020.

The allocation of the purchase price to the net assets acquired resulted in the recognition of \$264.2 million of other intangible assets as of the CMW closing date. The fair values of the acquired trade name, customer-related, developed technology and backlog intangible assets were determined using the income approach whereby an intangible asset's fair value is equal to the present value of future economic benefits expected to be derived from ownership of the asset. The useful lives of the other intangible assets were determined based on the period of expected cash flows used to measure the fair value of the intangible assets adjusted as appropriate for entity-specific factors including legal, regulatory, contractual, competitive, economic, and/or other factors that may limit the useful life of the respective intangible asset. As of the CMW closing date, the acquired finite-lived intangible assets had a weighted average useful life of 16.6 years. The fair values of both the indefinite-lived and finite-lived trade names were determined using the relief from royalty method, which is based on the hypothetical royalty stream that would be received if the company were to license the trade name and was based on expected future revenues. The weighted-average useful life of the finite-lived trade name intangible assets was determined to be 20.0 years as of the CMW closing date. The fair values of the finite-lived customer-related, developed technology, and backlog intangible assets were determined using the excess earnings method and were based on the expected operating cash flows attributable to the respective other intangible asset, which were determined by deducting expected economic costs, including operating expenses and contributory asset charges, from revenue expected to be generated from the respective intangible asset. As of the CMW closing date, the weighted-average useful lives of the finite-lived customer-related, developed technology, and backlog intangible assets were determined to be 18.3 years, 7.8 years, and 6 months, respectively.

Unaudited Pro Forma Financial Information

Unaudited pro forma financial information represents the company's fiscal 2019 acquisition of CMW as though the acquisition had taken place at the beginning of fiscal 2018 and has been provided for comparative purposes only. The unaudited pro forma financial information is only presented for the fiscal year ended October 31, 2019 as CMW's results are included within the Company's Results of Operations for fiscal 2021 and 2020. The unaudited pro forma financial information is not necessarily indicative of the results that would have been achieved had the acquisition actually taken place at the beginning of fiscal 2018 and the unaudited pro forma financial information does not purport to be indicative of future Consolidated Results of Operations. The unaudited pro forma financial information does not reflect any synergies, operating efficiencies, and/or cost savings that have been and may continue to be realized from the integration of the acquisition.

The unaudited pro forma results for the fiscal year ended October 31, 2019 were adjusted to exclude the pro forma impact of the take-down of the inventory fair value step-up

amount and amortization of the backlog intangible asset; include the pro forma impact of amortization of other intangible assets, excluding backlog, based on the purchase price allocations and useful lives; include the pro forma impact of the depreciation of property, plant, and equipment based on the purchase price allocations and useful lives; include the pro forma impact of additional interest expense relating to the acquisition; exclude the pro forma impact of transaction costs incurred by the company directly attributable to the acquisition; and include the pro forma tax effect of both earnings before income taxes and the pro forma adjustments.

The following table presents unaudited pro forma financial information for fiscal 2019 (in thousands, except per share data):

	October 31, 2019
Net sales	\$ 3,437,335
Net earnings ¹	363,452
Basic net earnings per share of common stock	3.40
Diluted net earnings per share of common stock ¹	\$ 3.36

¹ On January 1, 2019, CMW amended its retiree medical plans so that no employee hired, or rehired, after that date would be eligible for such retiree medical plans. CMW further amended its retiree medical plans on February 14, 2019 so that no employee who terminates employment after February 14, 2019 is eligible to participate in the retiree medical plans and to terminate its retiree medical plans effective December 31, 2019. The amendments and resulting termination of CMW's retiree medical plans resulted in a gain of \$45.8 million. This gain is reflected within net earnings in the unaudited pro forma financial information for the fiscal year ended October 31, 2019. The impact on diluted net earnings per share of common stock for the fiscal year ended October 31, 2019 was \$0.42 per diluted share of common stock.

Northeastern U.S. Distribution Company

Effective November 30, 2018, during the first quarter of fiscal 2019, the company completed the acquisition of substantially all of the assets of, and assumed certain liabilities of, a Northeastern U.S. distribution company. The purchase price of this acquisition was allocated to the identifiable assets acquired and liabilities assumed based on estimates of their fair value, with the excess purchase price recorded as goodwill. This acquisition was immaterial based on the company's Consolidated Financial Condition and Results of Operations and as a result, additional purchase accounting disclosures have been omitted.

3 Segment Data

The company's businesses are organized, managed, and internally grouped into segments based on similarities in products and services. Segment selection is based on the manner in which the company's chief operating decision maker organizes segments for making operating and investment decisions and assessing performance. The company has identified eleven operating segments and has aggregated certain of those operating segments into two

reportable segments: Professional and Residential. The aggregation of the company's segments is based on the segments having the following similarities: economic characteristics, types of products and services, types of production processes, type or class of customers, and method of distribution. The company's remaining activities are presented as "Other" due to their insignificance.

The Professional reportable business segment consists of turf and landscape equipment; rental, specialty, and underground construction equipment; snow and ice management equipment; and irrigation and lighting products. Turf and landscape equipment products include sports fields and grounds mowing and maintenance equipment, golf course mowing and maintenance equipment, landscape contractor mowing equipment, landscape creation and renovation equipment, and other maintenance equipment. Rental, specialty, and underground construction equipment products include horizontal directional drills, walk and ride trenchers, stand-on skid steers, vacuum excavators, stump grinders, turf renovation products, asset locators, pipe rehabilitation solutions, materials handling equipment, and other after-market tools. Snow and ice management equipment products primarily include snowplows; stand-on snow and ice removal equipment, including the related snowplow, snow brush, and snow thrower attachments; salt and sand spreaders; and related parts and accessories for light and medium duty trucks, utility task vehicles, skid steers, and front-end loaders. Irrigation and lighting products consist of sprinkler heads, electric and hydraulic valves, controllers, computer irrigation central control systems, coupling systems, and ag-irrigation drip tape and hose products, as well as professionally installed landscape lighting products offered through distributors and landscape contractors that also purchase irrigation products. Professional reportable business segment products are marketed and sold mainly through a network of distributors and dealers to professional users engaged in maintaining golf courses, sports fields, municipal properties, agricultural fields, residential and commercial landscapes, and removing snow and ice, as well as directly to government customers, rental companies, and large retailers.

The Residential reportable business segment primarily consists of walk power mowers, zero-turn riding mowers, snow throwers, replacement parts, and home solutions products, including grass trimmers, hedge trimmers, leaf blowers, blower-vacuums, chainsaws, string trimmers, and underground, hose, and hose-end retail irrigation products sold in Australia and New Zealand. Residential reportable business segment products are marketed and sold to homeowners through a network of distributors and dealers, and through a broad array of home centers, hardware retailers, and mass retailers, as well as online.

As further described in Note 7, *Management Actions*, during the first quarter of fiscal 2021, the company completed the sale of its Northeastern U.S. distribution company. As a result, for the fiscal year ended October 31, 2021, the company's Other activities consisted of the company's wholly-owned domestic distribution company, the company's

corporate activities, and the elimination of intersegment revenues and expenses. For the fiscal year ended October 31, 2020, the company's Other activities consisted of the company's wholly-owned domestic distribution companies, the company's corporate activities, and the elimination of intersegment revenues and expenses. Corporate activities include general corporate expenditures (finance, human resources, legal, information services, public relations, business development, and similar activities) and other unallocated corporate assets and liabilities, such as corporate facilities and deferred tax assets and liabilities.

The accounting policies of the reportable business segments are the same as those described in the summary of significant accounting policies in Note 1, *Summary of Significant Accounting Policies and Related Data*. The company evaluates the performance of its Professional and Residential reportable business segment results based on earnings from operations plus other income, net. The reportable business segment's operating profits or losses include direct costs incurred at the reportable business segment's operating level plus allocated expenses, such as profit sharing and manufacturing expenses. The allocated expenses represent costs that these operations would have incurred otherwise, but do not include general corporate expenses, interest expense, and income taxes. Operating loss for the company's Other activities includes earnings (loss) from the company's domestic wholly-owned distribution companies, corporate activities, other income, and interest expense. The company accounts for intersegment gross sales at current market prices.

The following tables present summarized financial information concerning the company's reportable business segments and Other activities (in thousands):

Fiscal Year Ended October 31, 2021	Professional	Residential	Other	Total
Net sales	\$ 2,929,600	\$ 1,010,077	\$ 19,907	\$ 3,959,584
Intersegment gross sales (eliminations)	30,530	44	(30,574)	—
Earnings (loss) before income taxes	507,327	121,516	(129,025)	499,818
Total assets	2,032,350	388,246	515,544	2,936,140
Capital expenditures	79,515	16,730	7,767	104,012
Depreciation and amortization	\$ 73,747	\$ 13,470	\$ 12,099	\$ 99,316

Fiscal Year Ended October 31, 2020	Professional	Residential	Other	Total
Net sales	\$ 2,523,452	\$ 820,745	\$ 34,613	\$ 3,378,810
Intersegment gross sales (eliminations)	46,703	80	(46,783)	—
Earnings (loss) before income taxes	426,560	113,669	(133,159)	407,070
Total assets	1,940,844	282,061	630,323	2,853,228
Capital expenditures	49,975	13,669	14,424	78,068
Depreciation and amortization	\$ 70,460	\$ 12,607	\$ 12,548	\$ 95,615

Fiscal Year Ended October 31, 2019	Professional	Residential	Other	Total
Net sales	\$ 2,443,448	\$ 661,274	\$ 33,362	\$ 3,138,084
Intersegment gross sales (eliminations)	59,453	310	(59,763)	—
Earnings (loss) before income taxes	380,914	65,151	(123,932)	322,133
Total assets	1,592,065	430,495	307,987	2,330,547
Capital expenditures	57,246	16,970	18,665	92,881
Depreciation and amortization	\$ 63,885	\$ 11,897	\$ 11,916	\$ 87,698

During fiscal 2021, sales to one customer in the Residential segment accounted for 10.6 percent of total consolidated gross sales. During fiscal 2020 and 2019, no customer accounted for 10.0 percent or more of total consolidated gross sales.

The following table presents the details of operating loss before income taxes for the company's Other activities (in thousands):

Fiscal Years Ended October 31	2021	2020	2019
Corporate expenses	\$ (112,419)	\$ (108,396)	\$ (124,422)
Interest expense	(28,659)	(33,156)	(28,835)
Earnings from wholly-owned domestic distribution companies and other income, net	12,053	8,393	29,325
Total operating loss	\$ (129,025)	\$ (133,159)	\$ (123,932)

The following geographic area data includes net sales based on product shipment destination and long-lived assets, which consist of property, plant and equipment, net, and is based on physical location in addition to allocated capital tooling from U.S. plant facilities (in thousands):

Fiscal Years Ended October 31	United States	International Countries	Total
2021			
Net sales	\$ 3,131,954	\$ 827,630	\$ 3,959,584
Long-lived assets	\$ 440,555	\$ 47,176	\$ 487,731
2020			
Net sales	\$ 2,700,694	\$ 678,116	\$ 3,378,810
Long-lived assets	\$ 426,378	\$ 41,541	\$ 467,919
2019			
Net sales	\$ 2,413,153	\$ 724,931	\$ 3,138,084
Long-lived assets	\$ 395,937	\$ 41,380	\$ 437,317

4 Revenue

The company enters into contracts with its customers for the sale of products or rendering of services in the ordinary course of business. A contract with commercial substance exists at the time the company receives and accepts a purchase or sales order under a sales contract with a customer. The company recognizes revenue when, or as, performance obligations under the terms of a contract with its customer are satisfied, which generally occurs with the transfer of control of product or services. Control is typically transferred to the customer at the time a product is shipped, or in the case of certain agreements, when a product is delivered or as services are rendered. Revenue is recognized based on the transaction price, which is measured as the amount of consideration the company expects to receive in exchange for transferring product or rendering services pursuant to the terms of the contract with a customer. The amount of consideration the company receives and the revenue the company recognizes varies with changes in the variable consideration associated with the estimated expense of certain of the company's sales promotions and incentives programs offered to customers, as well as anticipated product returns, when applicable. The company recognizes a provision for estimated variable consideration at the time revenue is recognized as a reduction of the transaction price. If a contract contains more than one performance obligation, the transaction price is allocated to each performance obligation based on the relative standalone selling price of the respective promised good or service. The company does not recognize revenue in situations where collectability from the customer is not probable, and defers the recognition of revenue until collection is probable or payment is received and performance obligations are satisfied.

Freight and shipping revenue billed to customers concurrent with revenue producing activities is included within revenue and the cost for freight and shipping is recognized as an expense within cost of sales when control has transferred to the customer. Shipping and handling activities that occur after control of the related products is transferred are treated as a fulfillment activity rather than a promised service, and therefore, are not considered a performance obligation. Sales, use, value-added, and other excise taxes the company collects concurrent with revenue producing activities are excluded from revenue. Incremental costs of obtaining a contract for which the performance obligations will be satisfied within the next twelve months are expensed as incurred. Incidental items, including goods or services, that are immaterial in the context of the contract are recognized as expense when incurred. Additionally, the company has elected not to disclose the balance of unfulfilled performance obligations for contracts with a contractual term of twelve months or less.

The following tables disaggregate the company's reportable segment net sales by similar product type and geographic market (in thousands):

Fiscal Year Ended October 31, 2021	Professional	Residential	Other	Total
Revenue by product type:				
Equipment	\$ 2,530,777	\$ 975,832	\$ 11,720	\$ 3,518,329
Irrigation	398,823	34,245	8,187	441,255
Total net sales	\$ 2,929,600	\$ 1,010,077	\$ 19,907	\$ 3,959,584
Revenue by geographic market:				
United States	\$ 2,268,878	\$ 843,169	\$ 19,907	\$ 3,131,954
International Countries	660,722	166,908	—	827,630
Total net sales	\$ 2,929,600	\$ 1,010,077	\$ 19,907	\$ 3,959,584

Fiscal Year Ended October 31, 2020	Professional	Residential	Other	Total
Revenue by product type:				
Equipment	\$ 2,175,794	\$ 787,716	\$ 21,785	\$ 2,985,295
Irrigation	347,658	33,029	12,828	393,515
Total net sales	\$ 2,523,452	\$ 820,745	\$ 34,613	\$ 3,378,810
Revenue by geographic market:				
United States	\$ 1,976,690	\$ 689,391	\$ 34,613	\$ 2,700,694
International Countries	546,762	131,354	—	678,116
Total net sales	\$ 2,523,452	\$ 820,745	\$ 34,613	\$ 3,378,810

Fiscal Year Ended October 31, 2019	Professional	Residential	Other	Total
Revenue by product type:				
Equipment	\$ 2,097,965	\$ 628,521	\$ 21,449	\$ 2,747,935
Irrigation	345,483	32,753	11,913	390,149
Total net sales	\$ 2,443,448	\$ 661,274	\$ 33,362	\$ 3,138,084
Revenue by geographic market:				
United States	\$ 1,853,054	\$ 526,737	\$ 33,362	\$ 2,413,153
International Countries	590,394	134,537	—	724,931
Total net sales	\$ 2,443,448	\$ 661,274	\$ 33,362	\$ 3,138,084

Product Revenue

The company's product revenues are generated through sales of manufactured equipment and irrigation products, including related replacement parts and accessories. For the majority of the company's products, control is transferred and revenue is recognized when the product is shipped from the company's manufacturing facilities or distribution centers to the company's customers, which primarily consist of distributors, dealers, and mass retailers. In certain situations, the company transfers control and recognizes revenue when delivery to the customer has occurred. In limited circumstances, the company ships some of its products on a consignment basis to a customer distribution center or warehouse whereby the company retains control of the product stored at the customer's distribution center or warehouse. As the

company's products are removed from the distribution center or warehouse by the customer and shipped to the retail sale location, control is transferred from the company to the customer. At that time, the company invoices the customer and recognizes revenue for these consignment transactions. The company does not offer a right of return for products shipped to the customer's retail sale location from the distribution center or warehouse. The total value of consignment inventory as of October 31, 2021 and 2020 was \$37.2 million and \$24.6 million, respectively.

Product revenue is recognized based on the transaction price, which is measured as the amount of consideration the company expects to receive in exchange for transferring control of a product to a customer. The company recognizes variable consideration as a reduction of the transaction price at the time of the initial product sale by applying the portfolio approach practical expedient under the accounting standards codification guidance for revenue from contracts with customers. Variable consideration typically occurs as a result of certain of the company's sales promotions and incentive programs that are determined to represent price concessions because the program either: (i) results in an immediate reduction of the transaction price with no anticipated future costs or consideration provided to the customer or (ii) the company anticipates a future cost based on historical or expected future business practice for which the company does not receive a distinct good or service in exchange for the future consideration provided to the customer under the program. Such programs primarily consist of off-invoice discounts, rebates, and floor plan and retail financing. The cost of off-invoice discounts are incurred at the time of sale as a reduction of the transaction price and as a result, have no future cost. For all other sales promotion and incentive programs recorded as a reduction of the transaction price at the time of the initial product sale, the company estimates variable consideration using the expected value method because the company anticipates providing a future price concession based on historical or expected future business practice or other factors. Estimates of variable consideration under the expected value method are primarily based on the terms of the sales arrangements and sales promotion and incentive programs with customers, historical payment and rebate claims experience, field inventory levels, quantity or mix of products sold, forecasted sales volumes, types of programs offered, and expectations for the acceptance of sales promotion and incentive programs offered in the future or changes in other relevant trends. When revenue is recognized, the estimated expense of these sales promotions and incentives programs is recorded as a reduction from gross sales within the Consolidated Statements of Earnings with a corresponding accrual recorded within sales promotions and incentives programs in the Consolidated Balance Sheets. Additionally, from time to time, the company may offer its customers the right to return eligible equipment and irrigation products, replacement parts, and accessories. Such right of return offered on the company's products is also considered to be variable consideration that is estimated and recorded as a reduction of revenue based

primarily on historical experience, anticipated sales returns estimated from sales terms, trend analysis, and other factors. The company records the obligation for product returns within accrued liabilities in the Consolidated Balance Sheets and the right-of-return asset in prepaid expenses and other current assets in the Consolidated Balance Sheets. The refund liability and right-of-return asset are remeasured for changes in the estimate at each reporting date with a corresponding adjustment to net sales and cost of sales within the Consolidated Statements of Earnings. There are no material instances where variable consideration is constrained and not recorded at the initial time of sale.

Collectability from the customer for product revenue is generally assumed to be probable because the company's financial exposure related to accounts receivable is reduced due to its wholesale floor plan financing programs, including its Red Iron joint venture. Red Iron provides floor plan inventory financing to certain dealers and distributors of the company's equipment and irrigation products. The company also has wholesale floor plan financing arrangements with separate third-party financial institutions to provide floor plan inventory financing to certain dealers not financed through Red Iron. When product sales are financed by Red Iron or other third-party financial institutions, the transactions are structured as an advance in the form of a payment to the company on behalf of a dealer or distributor with respect to invoices financed by the financial institutions. These payments extinguish the obligation of such dealer or distributor to make payment to the company under the terms of the applicable invoice. Under a separate agreement between each financial institution and the dealer or distributor, the financial institution provides a loan to the dealer or distributor for the advances paid by the financial institutions to the company. The company's product sales to customers that do not elect to finance product purchases through Red Iron or the third-party financial institutions are generally on open account with terms that generally approximate 30 to 120 days. The resulting receivables are included within receivables, net on the Consolidated Balance Sheets. The company performs ongoing credit evaluations of customers on open account terms in order to assess collectability.

Service and Extended Warranty Revenue

In certain cases, the company renders service contracts to customers, which typically range from 12 to 60 months. The company also sells separately priced extended warranty coverage on select products for a prescribed period after the standard warranty period expires, which typically range from 12 to 24 months. Under both types of contracts, the company receives payment at the inception of the contract and recognizes revenue over the term of the agreement in proportion to the costs expected to be incurred in satisfying the performance obligations under the contract.

Contract Liabilities

Contract liabilities relate to deferred revenue recognized for cash consideration received at contract inception in advance

of the company's performance under the respective contract and generally relate to the sale of separately priced extended warranty contracts, service contracts, and non-refundable customer deposits. The company recognizes revenue over the term of the contract in proportion to the costs expected to be incurred in satisfying the performance obligations under the separately priced extended warranty and service contracts. For non-refundable customer deposits, the company recognizes revenue as of the point in time in which the performance obligation has been satisfied under the contract with the customer, which typically occurs upon change in control at the time a product is shipped. As of October 31, 2021 and October 31, 2020, \$24.1 million and \$21.9 million, respectively, of deferred revenue associated with outstanding separately priced extended warranty contracts, service contracts, and non-refundable customer deposits was reported within accrued liabilities and other long-term liabilities in the Consolidated Balance Sheets. For the fiscal year ended October 31, 2021, the company recognized \$10.0 million of the October 31, 2020 deferred revenue balance. The company expects to recognize approximately \$11.1 million of the October 31, 2021 deferred revenue balance within net sales in the Consolidated Statements of Earnings in fiscal 2022 and \$13.0 million thereafter.

5 Goodwill and Other Intangible Assets

The company's acquisition of Venture Products on March 2, 2020 resulted in the recognition of \$61.2 million and \$75.3 million of goodwill and other intangible assets, respectively. For additional information on the company's acquisition of Venture Products, refer to Note 2, *Business Combinations and Asset Acquisitions*.

Goodwill

The changes in the carrying amount of goodwill by reportable segment for fiscal 2021 and 2020 were as follows (in thousands):

	Professional	Residential	Other	Total
Balance as of October 31, 2019	\$ 350,250	\$ 10,469	\$ 1,534	\$ 362,253
Goodwill acquired	62,252	—	—	62,252
Purchase price allocation adjustment	(866)	—	—	(866)
Translation adjustments	425	11	—	436
Balance as of October 31, 2020	412,061	10,480	1,534	424,075
Purchase price allocation adjustment	(1,027)	—	—	(1,027)
Goodwill divested	—	—	(1,534)	(1,534)
Translation adjustments	45	121	—	166
Balance as of October 31, 2021	\$ 411,079	\$ 10,601	\$ —	\$ 421,680

Other Intangible Assets

The components of other intangible assets were as follows (in thousands, except weighted-average useful life in years):

October 31, 2021	Weighted-Average Useful Life in Years	Gross Carrying Amount	Accumulated Amortization	Net
Patents	9.9	\$ 18,283	\$ (14,670)	\$ 3,613
Non-compete agreements	5.5	6,914	(6,872)	42
Customer-related	18.2	239,679	(62,617)	177,062
Developed technology	7.0	87,473	(43,348)	44,125
Trade names	15.4	7,524	(2,969)	4,555
Backlog and other	0.6	4,390	(4,390)	—
Total finite-lived	14.6	364,263	(134,866)	229,397
Indefinite-lived - trade names		190,644	—	190,644
Total other intangible assets, net		\$ 554,907	\$ (134,866)	\$420,041

October 31, 2020	Weighted-Average Useful Life in Years	Gross Carrying Amount	Accumulated Amortization	Net
Patents	9.9	\$ 18,257	\$ (13,919)	\$ 4,338
Non-compete agreements	5.5	6,892	(6,831)	61
Customer-related	18.2	239,634	(48,005)	191,629
Developed technology	7.6	51,995	(35,208)	16,787
Trade names	15.4	7,530	(2,552)	4,978
Backlog and other	0.6	4,390	(4,390)	—
Total finite-lived	15.5	328,698	(110,905)	217,793
Indefinite-lived - trade names		190,512	—	190,512
Total other intangible assets, net		\$ 519,210	\$ (110,905)	\$408,305

Amortization expense for finite-lived intangible assets for the fiscal years ended October 31, 2021, 2020, and 2019 was \$23.8 million, \$19.5 million, and \$18.4 million, respectively. Estimated amortization expense for the succeeding fiscal years is as follows: 2022, \$24.2 million; 2023, \$22.4 million; 2024, \$21.4 million; 2025, \$19.8 million; 2026, \$19.0 million; and after 2026, \$122.6 million.

6 Indebtedness

The following is a summary of the company's indebtedness (in thousands):

October 31	2021	2020
Revolving credit facility	\$ —	\$ —
\$270 million term loan	270,000	—
\$200 million term loan	—	100,000
\$300 million term loan	—	180,000
\$190 million term loan	—	90,000
3.81% series A senior notes	100,000	100,000
3.91% series B senior notes	100,000	100,000
7.8% debentures	100,000	100,000
6.625% senior notes	124,040	123,978
Less: unamortized discounts, debt issuance costs, and deferred charges	2,798	2,855
Total long-term debt	691,242	791,123
Less: current portion of long-term debt	—	99,873
Long-term debt, less current portion	\$ 691,242	\$ 691,250

Principal payments required on the company's outstanding indebtedness, based on the maturity dates defined within the company's debt arrangements, for each of the next five fiscal years are as follows: fiscal 2022, \$0.0 million; fiscal 2023, \$0.0 million; fiscal 2024, \$0.0 million; fiscal 2025, \$27.0 million; fiscal 2026, \$243.0 million; and after fiscal 2026, \$425.0 million.

Revolving Credit Facility

On October 5, 2021, the company entered into an amended and restated credit agreement ("amended credit agreement") that provided for, among other things, a five-year unsecured revolving credit facility with a borrowing capacity of up to \$600.0 million ("revolving credit facility") that matures on October 5, 2026 and replaced the company's prior \$600.0 million unsecured senior revolving credit facility scheduled to mature on June 19, 2023. Included in the revolving credit facility is a \$10.0 million sublimit for standby letters of credit and a \$30.0 million sublimit for swingline loans. At the company's election, and with the approval of the named borrowers on the revolving credit facility and the election of the lenders to fund such increase, the aggregate maximum principal amount available under the revolving credit facility may be increased by an amount of up to \$300.0 million. Funds are available under the revolving credit facility for working capital, capital expenditures, and other lawful corporate purposes, including, but not limited to, acquisitions and common stock repurchases, subject in each case to compliance with certain financial covenants as defined in the credit agreement. As of October 31, 2021, the company had no outstanding borrowings under the revolving credit facility and \$3.1 million outstanding under the sublimit for standby letters of credit, resulting in \$596.9 million of unutilized availability under the revolving credit facility. As of October 31, 2020, the company had no outstanding borrowings under the prior revolving credit facility and \$2.5 million outstanding under the prior sublimit for standby

letters of credit, resulting in \$597.5 million of unutilized availability under the prior revolving credit facility.

Outstanding loans under the revolving credit facility (other than swingline loans), if applicable, bear interest at a variable rate generally based on LIBOR or an alternative variable rate based on the highest of the Bank of America prime rate, the federal funds rate or a rate generally based on LIBOR, in each case subject to an additional basis point spread as defined in the credit agreement. Swingline loans under the revolving credit facility bear interest at a rate determined by the swingline lender or an alternative variable rate based on the highest of the Bank of America prime rate, the federal funds rate or a rate generally based on LIBOR, in each case subject to an additional basis point spread as defined in the credit agreement. Interest is payable quarterly in arrears. During fiscal 2020 and 2019, the company incurred interest expense of \$0.8 million, and \$1.9 million, respectively, on the outstanding borrowings under the prior revolving credit facility. No interest expense was incurred under the company's current and prior revolving credit facilities during fiscal 2021.

The company's revolving credit facility contains customary covenants, including, without limitation, financial covenants, such as the maintenance of a maximum leverage ratio; and negative covenants, which among other things, limit cash dividends, disposition of assets, consolidations and mergers, liens, and other matters customarily restricted in such agreements. Most of these restrictions are subject to certain minimum thresholds and exceptions. The company was in compliance with all covenants related to the credit agreement for the company's revolving credit facility as of October 31, 2021.

\$270.0 Million Term Loan Credit Agreement

The amended credit agreement executed on October 5, 2021 also provided for a five-year unsecured term loan in an aggregate principal amount of \$270.0 million, the entire amount of which was funded on October 5, 2021 and matures on October 5, 2026 ("270.0 million term loan"). Under the amended credit agreement, incremental term loan commitments may be established at the company's election and the approval of the borrowers on the \$270.0 million term loan by an amount of up to \$100.0 million.

Beginning December 31, 2024, the company is required to make quarterly principal amortization payments on the \$270.0 million term loan equal to \$6.75 million. On October 5, 2026, the aggregate principal amount of any remaining outstanding borrowings under the \$270.0 million term loan is required to be repaid. The \$270.0 million term loan may be prepaid and terminated at the company's election at any time without penalty or premium. Amounts repaid or prepaid may not be reborrowed. As of October 31, 2021, there was \$270.0 million of outstanding borrowings under the \$270.0 million term loan.

Outstanding borrowings under the \$270.0 million term loan bear interest at a variable rate generally based on LIBOR or

an alternative variable rate based on the highest of the Bank of America prime rate, the federal funds rate or a rate generally based on LIBOR, in each case subject to an additional basis point spread as defined in the credit agreement. Interest is payable quarterly in arrears. For the fiscal year ended October 31, 2021, the company incurred interest expense of \$0.2 million on the outstanding borrowings under the \$270.0 million term loan. No interest expense was incurred during fiscal 2020 and 2019.

The \$270.0 million term loan contains customary covenants, including, without limitation, financial covenants generally consistent with those applicable under the company's revolving credit facility and the company was in compliance with all covenants as of October 31, 2021.

\$500.0 Million Term Loan Credit Agreement

In March 2019, the company entered into a term loan credit agreement with a syndicate of financial institutions for the purpose of partially funding the CMW purchase price and the related fees and expenses incurred in connection with such acquisition. The term loan credit agreement provided for a \$200.0 million three-year unsecured senior term loan facility maturing on April 1, 2022 ("200.0 million term loan") and a \$300.0 million five-year unsecured senior term loan facility maturing on April 1, 2024 ("300.0 million term loan" and collectively with the \$200.0 million term loan, the "500.0 million term loan"). The funds under the \$500.0 million term loan were received on the CMW closing date.

As of October 31, 2020, the company had prepaid \$100.0 million and \$120.0 million of the outstanding principal balances of the \$200.0 million term loan and \$300.0 million term loan, respectively. Thus, as of October 31, 2020, there was \$100.0 million and \$180.0 million of outstanding borrowings under the \$200.0 million term loan and \$300.0 million term loan, respectively. During the second quarter of fiscal 2021, the company prepaid \$10.0 million of the remaining outstanding borrowings under the \$300.0 million term loan. As a result of the execution of the amended credit agreement during the fourth quarter of fiscal 2021, the remaining \$100.0 million and \$170.0 million outstanding principal balances under the \$200.0 million term loan and \$300.0 million term loan, respectively, were paid in full. As a result of the prepayment, there were no outstanding borrowings under the \$200.0 million three-year unsecured senior term loan facility and \$300.0 million five-year unsecured senior term loan facility, respectively, as of October 31, 2021.

Interest was previously calculated on outstanding borrowings under the \$500.0 million term loan by utilizing a variable rate generally based on LIBOR or an alternative variable rate, based on the highest of the Bank of America prime rate, the federal funds rate, or a rate generally based on LIBOR, in each case subject to an additional basis point spread as defined in the \$500.0 million term loan. Interest was payable quarterly in arrears. During the fiscal years ended October 31, 2021, 2020, and 2019, the company incurred

\$3.1 million, \$5.2 million, and \$7.5 million, respectively, of interest expense on the outstanding borrowings of the \$500.0 million term loan.

\$190.0 Million Term Loan Credit Agreement

On March 30, 2020, the company entered into a \$190.0 million term loan credit agreement ("190.0 million term loan") with certain financial institutions for the purpose of refinancing certain of its outstanding borrowings incurred in connection with the company's acquisition of Venture Products on March 2, 2020, as well as a precautionary measure to increase the company's liquidity and preserve financial flexibility in light of the uncertainty in the global financial and commercial markets as a result of COVID-19. The \$190.0 million term loan provided for a \$190.0 million three-year unsecured senior term loan facility maturing on June 19, 2023.

As of October 31, 2020, the company had prepaid \$100.0 million of the outstanding principal balance of the \$190.0 million term loan, resulting in a remaining outstanding principal balance of \$90.0 million. During the first quarter of fiscal 2021, the company prepaid the remaining \$90.0 million outstanding principal balance of the \$190.0 million term loan. As a result of the prepayment, there were no outstanding borrowings under the \$190.0 million term loan as of October 31, 2021.

Interest was previously calculated on outstanding borrowings under the \$190.0 million term loan by utilizing a variable rate based on LIBOR or an alternative variable rate with a minimum rate of 0.75 percent, subject to an additional basis point spread as defined in the term loan credit agreement. Interest was payable quarterly in arrears. For the fiscal years ended October 31, 2021 and 2020, the company incurred interest expense of approximately \$0.3 million and \$2.4 million, respectively, on the outstanding borrowings under the \$190.0 million term loan.

3.81% Series A and 3.91% Series B Senior Notes

On April 30, 2019, the company entered into a private placement note purchase agreement with certain purchasers ("holders") pursuant to which the company agreed to issue and sell an aggregate principal amount of \$100.0 million of 3.81% Series A Senior Notes due June 15, 2029 ("Series A Senior Notes") and \$100.0 million of 3.91% Series B Senior Notes due June 15, 2031 ("Series B Senior Notes" and together with the Series A Senior Notes, the "Senior Notes"). On June 27, 2019, the company issued \$100.0 million of the Series A Senior Notes and \$100.0 million of the Series B Senior Notes pursuant to the private placement note purchase agreement. The Senior Notes are unsecured senior obligations of the company.

No principal is due on the Senior Notes prior to their stated due dates. The company has the right to prepay all or a portion of either series of the Senior Notes in amounts equal to not less than 10.0 percent of the principal amount of the Senior Notes then outstanding upon notice to the holders of the series of Senior Notes being prepaid for 100.0 percent of

the principal amount prepaid, plus a make-whole premium, as set forth in the private placement note purchase agreement, plus accrued and unpaid interest, if any, to the date of prepayment. In addition, at any time on or after the date that is 90 days prior to the maturity date of the respective series, the company has the right to prepay all of the outstanding Senior Note of such series for 100.0 percent of the principal amount so prepaid, plus accrued and unpaid interest, if any, to the date of prepayment. Upon the occurrence of certain change of control events, the company is required to offer to prepay all Senior Notes for the principal amount thereof plus accrued and unpaid interest, if any, to the date of prepayment.

Interest on the Senior Notes is payable semiannually on the 15th day of June and December in each year. The company incurred interest expense on the Senior Notes of \$7.7 million, \$7.7 million, and \$2.6 million, respectively, for the fiscal years ended October 31, 2021, 2020, and 2019.

The private placement note purchase agreement contains customary representations and warranties of the company, as well as certain customary covenants, including, without limitation, financial covenants, such as the maintenance of minimum interest coverage and maximum leverage ratios, and other covenants, which, among other things, provide limitations on transactions with affiliates, mergers, consolidations and sales of assets, liens and priority debt. The company was in compliance with all representations, warranties, and covenants related to the private placement note purchase agreement as of October 31, 2021.

7.8% Debentures

In June 1997, the company issued \$175.0 million of debt securities consisting of \$75.0 million of 7.125 percent coupon 10-year notes and \$100.0 million of 7.8 percent coupon 30-year debentures. The \$75.0 million of 7.125 percent coupon 10-year notes were repaid at maturity during fiscal 2007. In connection with the issuance of \$175.0 million in long-term debt securities, the company paid \$23.7 million to terminate three forward-starting interest rate swap agreements with notional amounts totaling \$125.0 million. These swap agreements had been entered into to reduce exposure to interest rate risk prior to the issuance of the new long-term debt securities. As of the inception of one of the swap agreements, the company had received payments that were recorded as deferred income to be recognized as an adjustment to interest expense over the term of the new debt securities. As of the date the swaps were terminated, this deferred income totaled \$18.7 million. The excess termination fees over the deferred income recorded was deferred and is being recognized as an adjustment to interest expense over the term of the debt securities issued.

Interest on the debentures is payable semiannually on the 15th day of June and December in each year. The company incurred interest expense of \$8.0 million, \$8.0 million, and \$7.9 million, respectively, for the fiscal years ended October 31, 2021, 2020 and 2019.

6.625% Senior Notes

On April 26, 2007, the company issued \$125.0 million in aggregate principal amount of 6.625 percent senior notes due May 1, 2037 and priced at 98.513 percent of par value. The resulting discount of \$1.9 million is being amortized over the term of the notes using the straight-line method as the results obtained are not materially different from those that would result from the use of the effective interest method. Although the coupon rate of the senior notes is 6.625 percent, the effective interest rate is 6.741 percent after taking into account the issuance discount. The senior notes are unsecured senior obligations of the company and rank equally with the company's other unsecured and unsubordinated indebtedness. The indentures under which the senior notes were issued contain customary covenants and event of default provisions. The company may redeem some or all of the senior notes at any time at the greater of the full principal amount of the senior notes being redeemed or the present value of the remaining scheduled payments of principal and interest discounted to the redemption date on a semi-annual basis at the treasury rate plus 30 basis points, plus, in both cases, accrued and unpaid interest. In the event of the occurrence of both (i) a change of control of the company, and (ii) a downgrade of the notes below an investment grade rating by both Moody's Investors Service, Inc. and Standard & Poor's Ratings Services within a specified period, the company would be required to make an offer to purchase the senior notes at a price equal to 101 percent of the principal amount of the senior notes plus accrued and unpaid interest to the date of repurchase.

Interest on the senior notes is payable semiannually on the 1st day of May and November in each year. For each of the fiscal years ended October 31, 2021, 2020, and 2019, the company incurred interest expense of \$8.4 million, respectively.

7 Management Actions

Toro Underground Wind Down

On August 1, 2019, during the company's fiscal 2019 third quarter, the company announced a plan to wind down the company's Toro-branded large directional drill and riding trencher product categories within its Professional segment product portfolio ("Toro underground wind down"). As of October 31, 2020, the company had completed the Toro underground wind down; and as a result, no charges were incurred during the fiscal year ended October 31, 2021. In connection with the Toro underground wind down, for the fiscal year ended October 31, 2020, the company recorded \$0.9 million of pre-tax charges related to write-downs to net realizable value within cost of sales in the Consolidated Statements of Earnings. For the fiscal year ended October 31, 2019, the company recorded \$8.8 million of pre-tax charges related to inventory write-downs to net realizable value and accelerated depreciation on fixed assets that will no longer be used within cost of sales in the Consolidated Statements of

Earnings as a result of the Toro underground wind down. Additionally, the company recorded \$1.2 million of pre-tax charges related to inventory retail support activities within net sales in the Consolidated Statements of Earnings during the fiscal year ended October 31, 2019. No pre-tax charges related to inventory retail support activities were incurred during the fiscal years ended October 31, 2021 and 2020.

Corporate Restructuring

During the fourth quarter of fiscal 2019, the company incurred corporate restructuring charges related to employee severance costs as the company focused on aligning the company's operations in the most strategic and cost-effective structure subsequent to the CMW transaction. As a result of such corporate restructuring, the company recorded pre-tax charges of \$0.6 million within cost of sales and pre-tax charges of \$6.0 million within selling, general and administrative expense in the Consolidated Statements of Earnings during fiscal 2019. The company did not incur additional charges in fiscal 2021 and 2020 related to this corporate restructuring event.

Divestitures

On November 2, 2020, during the first quarter of fiscal 2021, the company completed the sale of its Northeastern U.S. distribution company and during the fourth quarter of fiscal 2019, the company divested of a used underground construction equipment business, which was acquired as a result of the company's acquisition of CMW. The divestitures were immaterial based on the company's Consolidated Financial Condition and Results of Operations.

8 Investment in Joint Venture

The company is party to a joint venture with TCFIF, a subsidiary of The Huntington National Bank, established as Red Iron, the primary purpose of which is to provide inventory financing to certain distributors and dealers of certain of the company's products in the U.S. These financing transactions are structured as an advance in the form of a payment by Red Iron to the company on behalf of a distributor or dealer with respect to invoices financed by Red Iron. These payments extinguish the obligation of the dealer or distributor to make payment to the company under the terms of the applicable invoice. The company has also entered into a limited inventory repurchase agreement with Red Iron, under which the company has agreed to repurchase certain repossessed products, up to a maximum aggregate amount of \$7.5 million in a calendar year. The company's financial exposure under this limited inventory repurchase agreement is limited to the difference between the amount paid for repurchases of repossessed product and the amount received upon the subsequent resale of the repossessed product. The company has repurchased immaterial amounts of inventory under this limited inventory repurchase agreement for the fiscal years ended October 31, 2021, 2020, and 2019.

Under separate agreements between Red Iron and the dealers and distributors, Red Iron provides loans to the dealers and distributors for the advances paid by Red Iron to the company. The net amount of receivables financed for dealers and distributors under this arrangement during fiscal 2021, 2020, and 2019 was \$2,282.6 million, \$1,832.5 million, and \$1,924.9 million, respectively. The total amount of receivables due from Red Iron to the company as of October 31, 2021 and 2020 were \$31.0 million and \$12.6 million, respectively.

The company owns 45 percent of Red Iron and TCFIF owns 55 percent of Red Iron. The company accounts for its investment in Red Iron under the equity method of accounting. The company and TCFIF each contributed a specified amount of the estimated cash required to enable Red Iron to purchase the company's inventory financing receivables and to provide financial support for Red Iron's inventory financing programs. Red Iron borrows the remaining requisite estimated cash utilizing a \$625.0 million secured revolving credit facility established under a credit agreement between Red Iron and TCFIF. The company's total investment in Red Iron as of October 31, 2021 and 2020 was \$20.7 million and \$19.7 million, respectively. The company has not guaranteed the outstanding indebtedness of Red Iron.

9 Income Taxes

Earnings Before Income Taxes

Earnings before income taxes were as follows (in thousands):

Fiscal Years Ended October 31	2021	2020	2019
Earnings before income taxes:			
United States	\$ 446,256	\$ 369,016	\$ 283,730
Foreign	53,562	38,054	38,403
Total earnings before income taxes	\$ 499,818	\$ 407,070	\$ 322,133

Reconciliation of Effective Tax Rate

A reconciliation of the statutory federal income tax rate to the company's effective tax rate is summarized as follows:

Fiscal Years Ended October 31	2021	2020	2019
Statutory federal income tax rate	21.0 %	21.0 %	21.0 %
Excess deduction for stock-based compensation	(1.5)	(1.7)	(3.7)
Domestic manufacturer's deduction	—	—	0.1
State and local income taxes, net of federal benefit	1.4	2.4	1.1
Foreign operations	(0.5)	(0.6)	(0.3)
Federal research tax credit	(1.4)	(1.7)	(1.5)
Foreign-derived intangible income	(0.9)	—	(1.3)
Remeasurement of deferred tax assets and liabilities	—	—	(0.1)
Deemed repatriation tax	—	—	(0.2)
Other, net	(0.1)	(0.4)	(0.2)
Effective tax rate	18.0 %	19.0 %	14.9 %

The Coronavirus Aid, Relief, and Economic Security Act ("CARES Act") was signed into law on March 27, 2020 and allowed for delayed payment of employer payroll taxes, among other items. The company has reflected the impact of the CARES Act for the fiscal years ended October 31, 2021 and 2020 within its Consolidated Financial Statements and such impact was not material to the company's Consolidated Financial Statements.

Provision for Income Taxes

Components of the company's provision for income taxes were as follows (in thousands):

Fiscal Years Ended October 31	2021	2020	2019
Current provision:			
Federal	\$ 90,222	\$ 58,243	\$ 37,415
State	15,973	11,322	7,495
Foreign	9,163	5,534	6,846
Total current provision	\$ 115,358	\$ 75,099	\$ 51,756
Deferred provision (benefit):			
Federal	\$ (18,361)	\$ 1,710	\$ (37)
State	(6,486)	634	(3,205)
Foreign	(573)	(74)	(364)
Total deferred provision (benefit)	(25,420)	2,270	(3,606)
Total provision for income taxes	\$ 89,938	\$ 77,369	\$ 48,150

Deferred Income Taxes

The components of the company's deferred income tax assets and liabilities were as follows (in thousands):

Fiscal Years Ended October 31	2021	2020
Deferred income tax assets:		
Compensation and benefits	\$ 34,403	\$ 30,363
Warranty and insurance	30,840	28,480
Lease liabilities	17,735	20,843
Advertising and sales promotions and incentives	6,669	6,937
Inventory	21,118	4,937
Deferred revenue	4,232	2,910
Other	10,520	9,643
Valuation allowance	(3,205)	(3,570)
Deferred income tax assets	\$ 122,312	\$ 100,543
Deferred income tax liabilities:		
Right-of-use assets	\$ (17,071)	\$ (20,179)
Depreciation	(47,551)	(49,018)
Amortization	(102,287)	(95,315)
Deferred income tax liabilities	(166,909)	(164,512)
Deferred income tax liabilities, net	\$ (44,597)	\$ (63,969)

The net change in the total valuation allowance between the fiscal years ended October 31, 2021 and 2020 was a decrease of \$0.4 million. The change in valuation allowance is related to state tax credits, branch foreign tax credits, capital loss carryforwards, and net operating losses that are expected to expire prior to utilization. As of October 31, 2021, the company had net operating loss carryforwards of approximately \$1.3 million in foreign jurisdictions, which are comprised of \$0.9 million that do not expire and \$0.4 million

that expire between fiscal 2025 and fiscal 2038. The company also had domestic credit carryforwards of \$2.7 million that expire between fiscal 2028 and fiscal 2042.

The company considers that \$22.3 million of the total undistributed earnings of its foreign operations are intended to be indefinitely reinvested. Should these earnings be distributed in the future in the form of dividends or otherwise, the company may be subject to foreign withholding taxes, state income taxes, and/or additional federal taxes for currency fluctuations. As of October 31, 2021, the unrecognized deferred tax liabilities for temporary differences related to the company's investment in non-U.S. subsidiaries, and any withholding, state, or additional federal taxes that may be applied upon any future repatriation, are expected to be immaterial.

Unrecognized Tax Benefits

A reconciliation of the beginning and ending amount of unrecognized tax benefits is as follows (in thousands):

Unrecognized tax benefits as of October 31, 2020	\$ 2,860
Increase as a result of tax positions taken during a prior period	59
Decrease as a result of tax positions taken during a prior period	(98)
Increase as a result of tax positions taken during the current period	397
Reductions as a result of statute of limitations lapses	(105)
Unrecognized tax benefits as of October 31, 2021	\$ 3,113

The company recognizes interest and penalties related to unrecognized tax benefits as a component of the provision for income taxes within the Consolidated Statements of Earnings. In addition to the unrecognized tax benefits of \$3.1 million, which have been recorded as an other accrued liability within the Consolidated Balance Sheets as of October 31, 2021, the company recorded \$1.0 million of accrued interest and penalties as an other accrued liability within the Consolidated Balance Sheets as of October 31, 2021. Included in the balance of unrecognized tax benefits as of October 31, 2021 are potential benefits of \$3.3 million that, if recognized, would affect the effective tax rate.

The company and its wholly owned subsidiaries file income tax returns in the U.S. federal jurisdiction, and numerous state and foreign jurisdictions. With few exceptions, the company is no longer subject to U.S. federal, state and local, and foreign income tax examinations by tax authorities for taxable years before fiscal 2017. The company is under audit in certain state jurisdictions and expects various statutes of limitation to expire during the next 12 months. Due to the uncertainty related to the response of taxing authorities, a range of outcomes cannot be reasonably estimated at this time.

10 Stock-Based Compensation

The company maintains the 2010 plan for executive officers, other employees, and non-employee Board members. The 2010 plan allows the company to grant stock-based compensation awards to such individuals, including stock options, restricted stock units, restricted stock, performance share awards, and unrestricted common stock awards. The number of unissued shares of common stock available for future stock-based compensation award grants under the 2010 plan was 3,063,231 as of October 31, 2021. Shares of common stock issued upon the exercise, vesting, or settlement of stock options, restricted stock units, and performance shares are issued from treasury shares.

Compensation costs related to stock-based compensation awards were as follows (in thousands):

Fiscal Years Ended October 31	2021	2020	2019
Stock option awards	\$ 9,971	\$ 9,163	\$ 6,537
Performance share awards	6,861	2,123	3,070
Restricted stock unit awards	4,306	3,429	3,230
Unrestricted common stock awards	671	693	592
Total compensation cost for stock-based compensation awards	\$ 21,809	\$ 15,408	\$ 13,429
Related tax benefit from stock-based compensation awards	\$ 5,221	\$ 3,696	\$ 3,200

Stock Option Awards

Under the 2010 plan, stock options are granted with an exercise price equal to the closing price of the company's common stock on the date of grant, as reported by the New York Stock Exchange. Options are generally granted to executive officers, other employees, and non-employee Board members on an annual basis in the first quarter of the company's fiscal year but may also be granted throughout the fiscal year in connection with hiring, mid-year promotions, leadership transition, or retention, as needed and applicable. Options generally vest one-third each year over a three-year period and have a ten-year term but in certain circumstances, the vesting requirement may be modified such that options granted to certain employees vest in full on the three-year anniversary of the date of grant and have a ten-year term. Compensation cost equal to the grant date fair value determined under the Black-Scholes valuation method is generally recognized for these awards over the vesting period. Compensation cost recognized for other employees not considered executive officers and non-employee Board members is net of estimated forfeitures, which are determined at the time of grant based on historical forfeiture experience. Stock options granted to executive officers and other employees are subject to accelerated expensing if the option holder meets the retirement definition set forth in the 2010 plan. In that case, the fair value of the options is expensed in the fiscal year of grant because generally, if the option holder is employed as of the end of the fiscal year in which the options are granted, such options will not be

forfeited but continue to vest according to their schedule following retirement. Similarly, if a non-employee Board member has served on the company's Board for ten full fiscal years or more, the awards will not be forfeited but continue to vest according to their schedule following retirement. Therefore, the fair value of the options granted is fully expensed on the date of the grant.

The fair value of each stock option is estimated on the date of grant using various inputs and assumptions under the Black-Scholes valuation method. The expected life is a significant assumption as it determines the period for which the risk-free interest rate, stock price volatility, and dividend yield must be applied. The expected life is the average length of time in which executive officers, other employees, and non-employee Board members are expected to exercise their stock options, which is primarily based on historical exercise experience. The company groups executive officers and non-employee Board members for valuation purposes based on similar historical exercise behavior. Expected stock price volatility is based on the daily movement of the company's common stock over the most recent historical period equivalent to the expected life of the option. The risk-free interest rate for periods within the contractual life of the option is based on the U.S. Treasury rate over the expected life at the time of grant. The expected dividend yield is estimated over the expected life based on the company's historical cash dividends paid, expected future cash dividends and dividend yield, and expected changes in the company's stock price.

The table below illustrates the weighted-average valuation assumptions used under the Black-Scholes valuation method for options granted in the following fiscal periods:

Fiscal Years Ended October 31	2021	2020	2019
Expected life of option in years	6.21	6.31	6.31
Expected stock price volatility	23.26 %	19.53 %	19.83 %
Risk-free interest rate	0.55 %	1.73 %	2.77 %
Expected dividend yield	0.86 %	0.99 %	1.18 %
Per share weighted-average fair value at date of grant	\$ 19.39	\$ 15.23	\$ 12.83

The table below presents stock option activity for fiscal 2021:

	Stock Option Awards	Weighted-Average Exercise Price	Weighted-Average Contractual Life (years)	Aggregate Intrinsic Value (in thousands)
Outstanding as of October 31, 2020	2,646,603	\$ 54.40	6.2	\$ 73,305
Granted	546,569	92.73		
Exercised	(403,134)	35.02		
Forfeited	(18,684)	81.29		
Outstanding as of October 31, 2021	2,771,354	\$ 64.60	6.3	\$ 85,576
Exercisable as of October 31, 2021	1,691,552	\$ 53.90	5.0	\$ 70,313

As of October 31, 2021, there was \$3.1 million of total unrecognized compensation cost related to unvested stock options that is expected to be recognized over a weighted-average period of 1.92 years.

The table below presents the total market value of stock options exercised and the total intrinsic value of options exercised during the following fiscal years (in thousands):

Fiscal Years Ended October 31	2021	2020	2019
Market value of stock options exercised	\$ 40,071	\$ 56,761	\$ 92,352
Intrinsic value of stock options exercised ¹	\$ 25,952	\$ 33,920	\$ 62,288

¹ Intrinsic value is calculated as the amount by which the stock price at exercise date exceeded the option exercise price.

Performance Share Awards

Under the 2010 plan, the company grants performance share awards to executive officers and other employees under which they are entitled to receive shares of the company's common stock contingent on the achievement of performance goals of the company, which are generally measured over a three-year period. The number of shares of common stock a participant receives can be increased (up to 200 percent of target levels) or reduced (down to zero) based on the level of achievement of performance goals and will vest at the end of a three-year period. Performance share awards are generally granted on an annual basis in the first quarter of the company's fiscal year. Compensation cost is recognized for these awards on a straight-line basis over the vesting period based on the per share fair value, which is equal to the closing price of the company's common stock on the date of grant, and the probability of achieving each performance goal.

Factors related to the company's performance share awards are as follows (in thousands, except per award data):

Fiscal Years Ended October 31	2021	2020	2019
Weighted-average fair value per award at date of grant	\$ 90.59	\$ 77.33	\$ 59.58
Fair value of performance share awards vested	\$ 3,428	\$ 6,271	\$ 6,300

The table below presents fiscal 2021 activity for unvested performance share awards:

	Performance Shares	Weighted-Average Fair Value at Date of Grant
Unvested as of October 31, 2020	187,421	\$ 67.58
Granted	53,976	90.59
Vested	(37,153)	65.40
Unvested as of October 31, 2021	204,244	\$ 76.16

As of October 31, 2021, there was \$9.0 million of total unrecognized compensation cost related to unvested performance share awards that is expected to be recognized over a weighted-average period of 1.80 years.

Restricted Stock Unit Awards

Under the 2010 plan, restricted stock unit awards are generally granted to certain employees that are not executive officers. Occasionally, restricted stock unit awards may be granted, including to executive officers, in connection with

hiring, mid-year promotions, leadership transition, or retention. Restricted stock unit awards generally vest one-third each year over a three-year period, or vest in full on the three-year anniversary of the date of grant. In rare circumstances, such awards may have performance-based rather than time-based vesting requirements. Compensation cost equal to the grant date fair value, net of estimated forfeitures, is recognized for these awards over the vesting period. The grant date fair value is equal to the closing price of the company's common stock on the date of grant multiplied by the number of shares subject to the restricted stock unit awards and estimated forfeitures are determined on the grant date based on historical forfeiture experience.

Factors related to the company's restricted stock unit awards are as follows (in thousands, except per award data):

Fiscal Years Ended October 31	2021	2020	2019
Weighted-average fair value per award at date of grant	\$ 97.87	\$ 74.55	\$ 66.26
Fair value of restricted stock units vested	\$ 4,464	\$ 3,410	\$ 3,083

The table below presents fiscal 2021 activity for unvested restricted stock units:

	Restricted Stock Units	Weighted-Average Fair Value at Date of Grant
Unvested as of October 31, 2020	100,280	\$ 67.69
Granted	73,098	97.87
Vested	(44,142)	65.68
Forfeited	(4,984)	79.15
Unvested as of October 31, 2021	124,252	\$ 85.54

As of October 31, 2021, there was \$5.3 million of total unrecognized compensation cost related to unvested restricted stock units that is expected to be recognized over a weighted-average period of 2.19 years.

Unrestricted Common Stock Awards

During fiscal 2021, 2020, and 2019, 8,070, 8,920, and 10,090 shares, respectively, of fully vested unrestricted common stock awards were granted to certain Board members as a component of their compensation for their service on the Board and were recorded within selling, general and administrative expense in the Consolidated Statements of Earnings. Additionally, our Board members may elect to convert a portion or all of their calendar year annual retainers otherwise payable in cash into shares of the company's common stock.

Deferred Compensation Plan

The company maintains a deferred compensation plan that allows executive officers and certain other employees that receive performance share awards under the 2010 plan to defer receipt of shares of the company's common stock paid out under such awards to a date in the future. Participants can defer up to 100 percent of the common stock payout and are always 100 percent vested in their accounts. Common stock payout deferrals under this plan are held in a rabbi trust and

treated in a manner similar to treasury shares and are recorded at cost within stockholders' equity in the Consolidated Balance Sheets as of October 31, 2021 and 2020. The total of common stock required to settle this deferred compensation obligation is included in the denominator of the calculation of both basic and diluted net earnings per share of common stock.

11 Stockholders' Equity

Stock Repurchase Program

On December 3, 2015, the company's Board authorized the repurchase of 8,000,000 shares of the company's common stock in open-market or in privately negotiated transactions. On December 4, 2018, the company's Board authorized the repurchase of up to an additional 5,000,000 shares of common stock in open-market or in privately negotiated transactions under the authorized stock repurchase program. During fiscal 2021 and 2019, the company paid \$302.3 million and \$20.0 million to repurchase 2,989,794 and 359,758 shares, respectively, under the authorized repurchase program; and as a result of the fiscal 2021 repurchase activity, no shares remained authorized under the December 3, 2015 tranche of authorized shares under the company's stock repurchase program as of October 31, 2021. The company curtailed the repurchase of shares of its common stock during fiscal 2020 as a result of the Venture Products transaction and to enhance its liquidity position in response to COVID-19; and thus, no shares were repurchased during fiscal 2020. The company curtailed the repurchase of shares of its common stock during the company's fiscal 2019 second, third, and fourth quarters as a result of the CMW transaction. As of October 31, 2021, 4,052,462 shares remained authorized by the company's Board for repurchase under the December 4, 2018 tranche of authorized shares under the company's stock repurchase program. This authorized stock repurchase program has no expiration date but may be terminated by the Board at any time. The authorized stock repurchase program does not include shares of the company's common stock surrendered by employees to satisfy minimum tax withholding obligations upon vesting of certain stock-based compensation awards granted under the company's 2010 plan.

Treasury Shares

Treasury shares generally consist of shares of the company's common stock repurchased under the company's Board authorized stock repurchase program. The company values treasury shares on an average cost basis. As of October 31, 2021, the company had a total of 22,566,717 treasury shares at a total average cost of \$1,595.8 million. As of October 31, 2020, the company had a total of 20,545,330 treasury shares at a total average cost of \$1,323.2 million.

Accumulated Other Comprehensive Loss

The components of AOCL, net of tax, within the Consolidated Statements of Stockholders' Equity were as follows (in thousands):

As of October 31	2021	2020
Foreign currency translation adjustments	\$ 19,535	\$ 24,508
Pension benefits	3,899	5,106
Cash flow derivative instruments	2,562	4,648
Total accumulated other comprehensive loss	\$ 25,996	\$ 34,262

The components and activity of AOCL, net of tax, were as follows (in thousands):

	Foreign Currency Translation Adjustments	Pension Benefits	Cash Flow Derivative Instruments	Total
Balance as of October 31, 2020	\$ 24,508	\$ 5,106	\$ 4,648	\$34,262
Other comprehensive income before reclassifications	(4,973)	(1,207)	(12,830)	(19,010)
Amounts reclassified from AOCL	—	—	10,744	10,744
Net current period other comprehensive income	(4,973)	(1,207)	(2,086)	(8,266)
Balance as of October 31, 2021	\$ 19,535	\$ 3,899	\$ 2,562	\$25,996

	Foreign Currency Translation Adjustments	Pension Benefits	Cash Flow Derivative Instruments	Total
Balance as of October 31, 2019	\$ 31,025	\$ 4,861	\$ (3,837)	\$32,049
Other comprehensive (income) loss before reclassifications	(6,517)	245	14,159	7,887
Amounts reclassified from AOCL	—	—	(5,674)	(5,674)
Net current period other comprehensive (income) loss	(6,517)	245	8,485	2,213
Balance as of October 31, 2020	\$ 24,508	\$ 5,106	\$ 4,648	\$34,262

For additional information on the components reclassified from AOCL to the respective line items in net earnings for derivative instruments refer to Note 14, *Derivative Instruments and Hedging Activities*.

12 Commitments and Contingencies

Customer Financing Arrangements

Wholesale Financing

The company is party to a joint venture with TCFIF, established as Red Iron, to provide wholesale financing to certain dealers and distributors of certain of the company's products. Refer to Note 8, *Investment in Joint Venture*, for additional information related to Red Iron. Under a separate agreement, TCFCFC provides inventory financing to dealers of certain of the company's products in Canada. The company also has floor plan financing agreements with other third-party financial institutions to provide floor plan financing to certain dealers and distributors not financed through Red Iron, which include agreements with third-party financial institutions in the U.S. and internationally. These third-party financial institutions and TCFCFC financed \$460.5 million and \$410.7 million of receivables for such dealers and distributors during the fiscal years ended October 31, 2021 and 2020, respectively. As of October 31, 2021 and 2020, \$151.5 million and \$137.6 million, respectively, of receivables financed by the third-party financing institutions and TCFCFC, excluding Red Iron, were outstanding.

The company entered into a limited inventory repurchase agreement with Red Iron and TCFCFC. Under such limited inventory repurchase agreement, the company has agreed to repurchase products repossessed by Red Iron and TCFCFC, up to a maximum aggregate amount of \$7.5 million in a calendar year. Additionally, as a result of the company's floor plan financing agreements with the separate third-party financial institutions, the company also entered into inventory repurchase agreements with the separate third-party financial institutions. Under such inventory repurchase agreements, the company has agreed to repurchase products repossessed by the separate third-party financial institutions. For the fiscal years ended October 31, 2021 and 2020, the company was contingently liable to repurchase up to a maximum amount of \$96.8 million and \$128.1 million, respectively, of inventory related to receivables under these inventory repurchase agreements. The company's financial exposure under these inventory repurchase agreements is limited to the difference between the amount paid to Red Iron or other third-party financing institutions for repurchases of inventory and the amount received upon subsequent resale of the repossessed product. The company has repurchased immaterial amounts of inventory pursuant to such arrangements during the fiscal years ended October 31, 2021, 2020, and 2019.

End-User Financing

The company has agreements with third-party financing companies to provide financing options to end-customers throughout the world. The company has no material contingent liabilities for residual value or credit collection risk under these agreements with third-party financing companies. From time to time, the company enters into

agreements where it provides recourse to third-party finance companies in the event of default by the end-customer for financing payments to the third-party finance company. The company's maximum exposure for credit collection for the fiscal years ended October 31, 2021 and 2020 was \$11.4 million and \$12.5 million, respectively.

Purchase Commitments

As of October 31, 2021, the company had \$57.1 million of noncancelable purchase commitments with certain of the company's suppliers for commodities as part of the normal course of business. As of October 31, 2021, the company did not have any material noncancelable purchase commitments related to capital expenditures for renovation and expansion efforts at the company's facilities and other property, plant and equipment.

Litigation

From time to time, the company is party to litigation in the ordinary course of business. Such matters are generally subject to uncertainties and to outcomes that are not predictable with assurance and that may not be known for extended periods of time. Litigation occasionally involves claims for punitive, as well as compensatory, damages arising out of the use of the company's products. Although the company is self-insured to some extent, the company maintains insurance against certain product liability losses. The company is also subject to litigation and administrative and judicial proceedings with respect to claims involving asbestos and the discharge of hazardous substances into the environment. Some of these claims assert damages and liability for personal injury, remedial investigations or clean-up and other costs and damages. The company is also occasionally involved in commercial disputes, employment disputes, and patent litigation cases in which it is asserting or defending against patent infringement claims. To prevent possible infringement of the company's patents by others, the company periodically reviews competitors' products. To avoid potential liability with respect to others' patents, the company reviews certain patents issued by the U.S. Patent and Trademark Office and foreign patent offices. The company believes these activities help minimize its risk of being a defendant in patent infringement litigation.

The company records a liability in its Consolidated Financial Statements for costs related to claims, including future legal costs, settlements, and judgments, where the company has assessed that a loss is probable and an amount can be reasonably estimated. If the reasonable estimate of a probable loss is a range, the company records the most probable estimate of the loss or the minimum amount when no amount within the range is a better estimate than any other amount. The company discloses a contingent liability even if the liability is not probable or the amount is not estimable, or both, if there is a reasonable possibility that a material loss may have been incurred. In the opinion of management, the amount of liability, if any, with respect to these matters, individually or in the aggregate, will not materially affect the company's Consolidated Results of Operations, Financial

Position, or Cash Flows. In situations where the company receives, or expects to receive, a favorable ruling related to a litigation settlement, the company follows the accounting standards codification guidance for gain contingencies. The company does not allow for the recognition of a gain contingency within its Consolidated Financial Statements prior to the settlement of the underlying events or contingencies associated with the gain contingency. As a result, the consideration related to a gain contingency is recorded in the Consolidated Financial Statements during the period in which all underlying events or contingencies are resolved and the gain is realized.

Litigation Settlement

On November 19, 2020, Exmark Manufacturing Company Incorporated ("Exmark"), a wholly-owned subsidiary of the company, and Briggs & Stratton Corporation ("BGG") entered into a settlement agreement ("Settlement Agreement") relating to the decade-long patent infringement litigation that Exmark originally filed in May 2010 against Briggs & Stratton Power Products Group, LLC ("BSPPG"), a former wholly-owned subsidiary of BGG (Case No. 8:10CV187, U.S. District Court for the District of Nebraska) (the "Infringement Action"). In the Infringement Action, Exmark alleged that certain mower decks manufactured by BSPPG infringed an Exmark mower deck patent. Despite favorable judgments in the Infringement Action in favor of Exmark, including with regard to awarded damages, actions by BGG during the second half of calendar year 2020 put in jeopardy the certainty and timing of the eventual receipt of the damages awarded to Exmark in the Infringement Action, including (i) the filing by BGG and certain of its subsidiaries for bankruptcy relief under chapter 11 of title 11 of the United States Bankruptcy Code ("BGG Bankruptcy"); (ii) the sale of substantially all the assets (but not certain liabilities, including the Infringement Action) of BGG and its subsidiaries to a third-party pursuant to Section 363 of the United States Bankruptcy Code; and (iii) a petition filed by BGG for a panel rehearing of the United States Court of Appeals for the Federal Circuit's decision in the Infringement Action ("Rehearing Petition").

As a result, on November 19, 2020, Exmark entered into the Settlement Agreement with BGG which provided, among other things, that (i) upon approval by the bankruptcy court, and such approval becoming final and nonappealable, BGG agreed to pay Exmark \$33.65 million ("Settlement Amount"), (ii) BGG agreed to immediately withdraw the Rehearing Petition and otherwise not pursue additional appellate review regarding the Infringement Action, and (iii) after receipt of the Settlement Amount, Exmark agreed to release a supersedeas appeal bond that had been obtained by BGG to support payment of the damages awarded to Exmark in the Infringement Action. On November 20, 2020, BGG filed a motion to withdraw the Rehearing Petition and on December 16, 2020, the bankruptcy court approved the Settlement Agreement. During January 2021, the first quarter of fiscal 2021, the Settlement Amount was received by Exmark in connection with the settlement of the Infringement

Action and at such time, the underlying events and contingencies associated with the gain contingency related to the Infringement Action were satisfied. As such, the company recognized in selling, general and administrative expense within the Consolidated Statements of Earnings during the first quarter of fiscal 2021 (i) the gain associated with the Infringement Action and (ii) a corresponding expense related to the contingent fee arrangement with the company's external legal counsel customary in patent infringement cases equal to approximately 50 percent of the Settlement Amount.

13 Leases

The company adopted ASU No. 2016-02, *Leases (Topic) 842*, on November 1, 2019, the first quarter of fiscal 2020, under the modified retrospective transition method with no cumulative-effect adjustment to beginning retained earnings within the Consolidated Balance Sheet as of such date. Accordingly, the company's Consolidated Financial Statements for the fiscal years ended October 31, 2021 and 2020 have been prepared and presented in accordance with ASC Topic 842, *Leases*, and the company's Consolidated Financial Statements for the fiscal year ended October 31, 2019 continue to be prepared and presented in accordance with the legacy lease accounting guidance at ASC Topic 840, *Leases*.

The company enters into contracts that are, or contain, operating lease agreements for certain property, plant, or equipment assets utilized in the normal course of business, such as buildings for manufacturing facilities, office space, distribution centers, and warehouse facilities; land for product testing sites; machinery and equipment for research and development activities, manufacturing and assembly processes, and administrative tasks; and vehicles for sales, service, marketing, and distribution activities. Contracts that explicitly or implicitly relate to property, plant, and equipment are assessed at inception to determine if the contract is, or contains, a lease. Such contracts for operating lease agreements convey the company's right to direct the use of, and obtain substantially all of the economic benefits from, an identified asset for a defined period of time in exchange for consideration.

The lease term begins and is determined upon lease commencement, which is the point in time when the company takes possession of the identified asset, and includes all non-cancelable periods. The lease term may also include options to extend or terminate the lease when it is reasonably certain that such options will be exercised after considering all relevant economic and financial factors. Options to extend or terminate a lease are generally exercisable at the company's sole discretion, subject to any required minimum notification period and/or other contractual terms as defined within the respective lease agreement, as applicable. The company's renewal options generally range from extended terms of two to ten years. Certain leases also include options to purchase the identified

asset. Lease expense for the company's operating leases is recognized on a straight-line basis over the lease term and is recorded in cost of sales or selling, general and administrative expense within the Consolidated Statements of Earnings depending on the nature and use of the identified asset underlying the respective operating lease arrangement. The company does not recognize right-of-use assets and lease liabilities, but does recognize expense on a straight-line basis, for short-term operating leases which have a lease term of 12 months or less and do not include an option to purchase the underlying asset.

Lease payments are determined at lease commencement and represent fixed lease payments as defined within the respective lease agreement or, in the case of certain lease agreements, variable lease payments that are measured as of the lease commencement date based on the prevailing index or market rate. Future adjustments to variable lease payments are defined and scheduled within the respective lease agreement and are determined based upon the prevailing market or index rate at the time of the adjustment relative to the market or index rate determined at lease commencement. Certain other lease agreements contain variable lease payments that are determined based upon actual utilization of the identified asset. Such future adjustments to variable lease payments and variable lease payments based upon actual utilization of the identified asset are not included within the determination of lease payments at commencement but rather, are recorded as variable lease expense in the period in which the variable lease cost is incurred. Additionally, the company's operating leases generally do not include material residual value guarantees. The company has operating leases with both lease components and non-lease components. For all underlying asset classes, the company accounts for lease components separately from non-lease components based on the relative market value of each component. Non-lease components typically consist of common area maintenance, utilities, and/or other repairs and maintenance services. The costs related to non-lease components are not included within the determination of lease payments at commencement.

Right-of-use assets represent the company's right to use an underlying asset throughout the lease term and lease liabilities represent the company's obligation to make lease payments arising from the lease agreement. The company accounts for operating lease liabilities at lease commencement and on an ongoing basis as the present value of the minimum remaining lease payments under the respective lease term. Minimum remaining lease payments are discounted to present value based on the rate implicit in the operating lease agreement or the estimated incremental borrowing rate at lease commencement if the rate implicit in the lease is not readily determinable. Generally, the estimated incremental borrowing rate is used as the rate implicit in the lease is not readily determinable. The estimated incremental borrowing rate represents the rate of interest that the company would have to pay to borrow on a general and unsecured collateralized basis over a similar term, an amount equal to the lease payments in a similar economic

environment. The company determines the estimated incremental borrowing rate at lease commencement based on available information at such time, including lease term, lease currency, and geographical market. Right-of-use assets are measured as the amount of the corresponding operating lease liability for the respective operating lease agreement, adjusted for prepaid or accrued lease payments, the remaining balance of any lease incentives received, unamortized initial direct costs, and impairment of the operating lease right-of-use asset, as applicable.

The following table presents the lease expense incurred on the company's operating, short-term, and variable leases (in thousands):

Fiscal Year Ended October 31	2021	2020
Operating lease expense	\$ 20,361	\$ 19,637
Short-term lease expense	2,953	2,949
Variable lease expense	97	134
Total lease expense	\$ 23,411	\$ 22,720

Total lease expense related to the company's operating leases under the legacy lease accounting guidance at ASC Topic 840, *Leases*, was \$34.1 million for the fiscal year ended October 31, 2019.

The following table presents supplemental cash flow information related to the company's operating leases (in thousands):

Fiscal Year Ended October 31	2021	2020
Operating cash flows for amounts included in the measurement of lease liabilities	\$ 18,877	\$ 17,762
Right-of-use assets obtained in exchange for lease obligations	\$ 5,390	\$ 22,667

The following table presents other lease information related to the company's operating leases as of October 31, 2021 and October 31, 2020:

	October 31, 2021	October 31, 2020
Weighted-average remaining lease term of operating leases in years	6.6	7.1
Weighted-average discount rate of operating leases	2.71 %	2.79 %

The following table reconciles the total undiscounted future cash flows based on the anticipated future minimum operating lease payments by fiscal year for the company's operating leases to the present value of operating lease liabilities recorded within the Consolidated Balance Sheets as of October 31, 2021 (in thousands):

	October 31, 2021
2022	\$ 16,833
2023	13,568
2024	12,042
2025	10,446
2026	5,408
Thereafter	18,239
Total future minimum operating lease payments	76,536
Less: imputed interest	6,501
Present value of operating lease liabilities	\$ 70,035

14 Derivative Instruments and Hedging Activities

Risk Management Objective of Using Derivatives

The company is exposed to foreign currency exchange rate risk arising from transactions in the normal course of business, such as sales to third-party customers, sales and loans to wholly-owned foreign subsidiaries, costs associated with foreign plant operations, and purchases from suppliers. The company's primary currency exchange rate exposures are with the Euro, the Australian dollar, the Canadian dollar, the British pound, the Mexican peso, the Japanese yen, the Chinese Renminbi, and the Romanian New Leu against the U.S. dollar, as well as the Romanian New Leu against the Euro.

To reduce its exposure to foreign currency exchange rate risk, the company actively manages the exposure of its foreign currency exchange rate risk by entering into various derivative instruments to hedge against such risk, authorized under a company policy that places controls on these hedging activities, with counterparties that are highly rated financial institutions. The company's policy does not allow the use of derivative instruments for trading or speculative purposes. The company has also made an accounting policy election to use the portfolio exception with respect to measuring counterparty credit risk for derivative instruments and to measure the fair value of a portfolio of financial assets and financial liabilities on the basis of the net open risk position with each counterparty.

The company's hedging activities primarily involve the use of forward currency contracts to hedge most foreign currency transactions, including forecasted sales and purchases denominated in foreign currencies. The company uses derivative instruments only in an attempt to limit underlying exposure from foreign currency exchange rate fluctuations and to minimize earnings and cash flow volatility associated with foreign currency exchange rate fluctuations. Decisions on whether to use such derivative instruments are primarily

based on the amount of exposure to the currency involved and an assessment of the near-term market value for each currency. The company recognizes all derivative instruments at fair value on the Consolidated Balance Sheets as either assets or liabilities. The accounting for changes in the fair value of a derivative instrument depends on whether it has been designated and qualifies as a cash flow hedging instrument.

Cash Flow Hedging Instruments

The company formally documents relationships between cash flow hedging instruments and the related hedged transactions, as well as its risk-management objective and strategy for undertaking cash flow hedging instruments. This process includes linking all cash flow hedging instruments to the forecasted transactions, such as sales to third-parties and costs associated with foreign plant operations, including purchases from suppliers. At the cash flow hedge's inception and on an ongoing basis, the company formally assesses whether the cash flow hedging instruments have been highly effective in offsetting changes in the cash flows of the hedged transactions and whether those cash flow hedging instruments may be expected to remain highly effective in future periods. Changes in the fair values of the spot rate component of outstanding, highly effective cash flow hedging instruments included in the assessment of hedge effectiveness are recorded in other comprehensive income within AOCL on the Consolidated Balance Sheets and are subsequently reclassified to net earnings within the Consolidated Statements of Earnings during the same period in which the cash flows of the underlying hedged transaction affect net earnings. Changes in the fair values of hedge components excluded from the assessment of effectiveness are recognized immediately in net earnings under the mark-to-market approach. The classification of gains or losses recognized on cash flow hedging instruments and excluded components within the Consolidated Statements of Earnings is the same as that of the underlying exposure. Results of cash flow hedging instruments, and the related excluded components, of sales and costs associated with foreign plant operations, including purchases from suppliers, are recorded in net sales and cost of sales, respectively. The maximum amount of time the company hedges its exposure to the variability in future cash flows for forecasted trade sales and purchases is two years.

When it is determined that a derivative instrument is not, or has ceased to be, highly effective as a cash flow hedge, the company discontinues cash flow hedge accounting prospectively. The gain or loss on the dedesignated derivative instrument remains in AOCL and is reclassified to net earnings within the same Consolidated Statements of Earnings line item as the underlying exposure when the forecasted transaction affects net earnings. When the company discontinues cash flow hedge accounting because it is no longer probable, but it is still reasonably possible that the forecasted transaction will occur by the end of the originally expected period or within an additional two-month period of time thereafter, the gain or loss on the derivative

instrument remains in AOCL and is reclassified to net earnings within the same Consolidated Statements of Earnings line item as the underlying exposure when the forecasted transaction affects net earnings. However, if it is probable that a forecasted transaction will not occur by the end of the originally specified time period or within an additional two-month period of time thereafter, the gains and losses that were in AOCL are immediately recognized in net earnings within other income, net in the Consolidated Statements of Earnings. In all situations in which cash flow hedge accounting is discontinued and the derivative instrument remains outstanding, the company carries the derivative instrument at its fair value on the Consolidated Balance Sheets, recognizing future changes in the fair value within other income, net in the Consolidated Statements of Earnings. As of October 31, 2021, the notional amount outstanding of forward currency contracts designated as cash flow hedging instruments was \$266.0 million.

Derivatives Not Designated as Cash Flow Hedging Instruments

The company also enters into foreign currency contracts that include forward currency contracts to mitigate the remeasurement of specific assets and liabilities on the Consolidated Balance Sheets. These contracts are not designated as cash flow hedging instruments. Accordingly, changes in the fair value of hedges of recorded balance sheet positions, such as cash, receivables, payables, intercompany notes, and other various contractual claims to pay or receive foreign currencies other than the functional currency, are recognized immediately in other income, net, on the Consolidated Statements of Earnings together with the transaction gain or loss from the hedged balance sheet position.

The following table presents the fair value and location of the company's derivative instruments on the Consolidated Balance Sheets (in thousands):

Fair Value as of October 31	2021	2020
Derivative assets:		
<i>Derivatives designated as cash flow hedging instruments:</i>		
Prepaid expenses and other current assets		
Forward currency contracts	\$ 189	\$ 802
<i>Derivatives not designated as cash flow hedging instruments:</i>		
Prepaid expenses and other current assets		
Forward currency contracts	133	131
Total derivative assets	\$ 322	\$ 933
Derivative liabilities:		
<i>Derivatives designated as cash flow hedging instruments:</i>		
Accrued liabilities		
Forward currency contracts	\$ 1,260	\$ 2,687
<i>Derivatives not designated as cash flow hedging instruments:</i>		
Accrued liabilities		
Forward currency contracts	872	(203)
Total derivative liabilities	\$ 2,132	\$ 2,484

The company entered into an International Swap Dealers Association ("ISDA") Master Agreement with each counterparty that permits the net settlement of amounts owed under their respective contracts. The ISDA Master Agreement is an industry standardized contract that governs all derivative contracts entered into between the company and the respective counterparty. Under these master netting agreements, net settlement generally permits the company or the counterparty to determine the net amount payable or receivable for contracts due on the same date or in the same currency for similar types of derivative transactions. The company records the fair value of its derivative instruments at the net amount on its Consolidated Balance Sheets.

The following table presents the effects of the master netting arrangements on the fair value of the company's derivative instruments that are recorded on the Consolidated Balance Sheets (in thousands):

Fair Value as of October 31	2021	2020
Derivative assets:		
<i>Forward currency contracts:</i>		
Gross amount of derivative assets	\$ 423	\$ 1,139
Derivative liabilities offsetting derivative assets	(101)	(206)
Net amount of derivative assets	\$ 322	\$ 933
Derivative liabilities:		
<i>Forward currency contracts:</i>		
Gross amount of derivative liabilities	\$ (4,853)	\$ (3,233)
Derivative assets offsetting derivative liabilities	2,721	749
Net amount of derivative liabilities	\$ (2,132)	\$ (2,484)

The following table presents the impact and location of the amounts reclassified from AOCL into net earnings on the Consolidated Statements of Earnings and the impact of derivative instruments on the Consolidated Statements of Comprehensive Income for the company's derivatives designated as cash flow hedging instruments (in thousands):

Fiscal Years Ended October 31	Gain (Loss) Reclassified from AOCL into Income		Gain (Loss) Recognized in OCI on Derivatives	
	2021	2020	2021	2020
<i>Derivatives designated as cash flow hedging instruments:</i>				
<i>Forward currency contracts:</i>				
Net sales	\$(10,883)	\$ 5,023	\$ 2,820	\$(8,232)
Cost of sales	139	651	(734)	(253)
Total derivatives designated as cash flow hedging instruments	\$(10,744)	\$ 5,674	\$ 2,086	\$(8,485)

During fiscal 2021 and 2020, the company recognized immaterial losses and gains, respectively, within other income, net on the Consolidated Statement of Earnings due to the discontinuance of cash flow hedge accounting on certain forward currency contracts designated as cash flow hedging instruments. As of October 31, 2021, the company expects to reclassify approximately \$4.4 million of losses from AOCL to earnings during the next twelve months.

The following tables present the impact and location of derivative instruments on the Consolidated Statements of Earnings for the company's derivatives designated as cash flow hedging instruments and the related components excluded from hedge effectiveness testing (in thousands):

Fiscal Year Ended October 31, 2021	Gain (Loss) Recognized in Earnings on Cash Flow Hedging Instruments	
	Net Sales	Cost of Sales
Total Consolidated Statements of Earnings income (expense) amounts in which the effects of cash flow hedging instruments are recorded	\$ 3,959,584	\$(2,621,092)
<i>Gain (loss) on derivatives designated as cash flow hedging instruments:</i>		
<i>Forward currency contracts:</i>		
Amount of gain (loss) reclassified from AOCL into earnings	(10,883)	139
Gain on components excluded from effectiveness testing recognized in earnings based on changes in fair value	\$ 1,427	\$ 614

Fiscal Year Ended October 31, 2020	Gain (Loss) Recognized in Earnings on Cash Flow Hedging Instruments	
	Net Sales	Cost of Sales
Total Consolidated Statements of Earnings income (expense) amounts in which the effects of cash flow hedging instruments are recorded	\$ 3,378,810	\$(2,189,036)
<i>Gain on derivatives designated as cash flow hedging instruments:</i>		
<i>Forward currency contracts:</i>		
Amount of gain reclassified from AOCL into earnings	5,023	651
Gain on components excluded from effectiveness testing recognized in earnings based on changes in fair value	\$ 3,229	\$ 313

The following table presents the impact and location of derivative instruments on the Consolidated Statements of Earnings for the company's derivatives not designated as cash flow hedging instruments (in thousands):

Fiscal Years Ended October 31	2021	2020
<i>Loss on derivative instruments not designated as cash flow hedging instruments:</i>		
<i>Forward currency contracts:</i>		
Other income, net	\$ (4,566)	\$ (5,792)
Total loss on derivatives not designated as cash flow hedging instruments	\$ (4,566)	\$ (5,792)

15 Fair Value Measurements

The company categorizes its assets and liabilities into one of three levels based on the assumptions (inputs) used in valuing the asset or liability. Estimates of fair value for financial assets and financial liabilities are based on the framework established in the accounting guidance for fair value measurements. The framework defines fair value, provides guidance for measuring fair value, and requires certain disclosures. The framework discusses valuation techniques such as the market approach (comparable market prices), the

income approach (present value of future income or cash flows), and the cost approach (cost to replace the service capacity of an asset or replacement cost). The framework utilizes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value into three broad levels. Level 1 provides the most reliable measure of fair value, while Level 3 generally requires significant management judgment. The three levels are defined as follows:

Level 1: Unadjusted quoted prices in active markets for identical assets or liabilities.

Level 2: Observable inputs other than Level 1 prices, such as quoted prices for similar assets or liabilities in active markets; quoted prices for identical assets or liabilities in markets that are not active; or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the assets or liabilities.

Level 3: Unobservable inputs reflecting management's assumptions about the inputs used in pricing the asset or liability.

Recurring Fair Value Measurements

The company's derivative instruments consist of forward currency contracts that are measured at fair value on a recurring basis. The fair value of such forward currency contracts is determined based on observable market transactions of forward currency prices and spot currency rates as of the reporting date.

The following tables present, by level within the fair value hierarchy, the company's financial assets and liabilities that are measured at fair value on a recurring basis as of October 31, 2021 and 2020, according to the valuation technique utilized to determine their fair values (in thousands):

October 31, 2021	Fair Value	Fair Value Measurements Using Inputs Considered as:		
		Level 1	Level 2	Level 3
Assets:				
Forward currency contracts	\$ 322	\$ —	\$ 322	\$ —
Total assets	\$ 322	\$ —	\$ 322	\$ —
Liabilities:				
Forward currency contracts	\$ 2,132	\$ —	\$ 2,132	\$ —
Total liabilities	\$ 2,132	\$ —	\$ 2,132	\$ —

October 31, 2020	Fair Value	Fair Value Measurements Using Inputs Considered as:		
		Level 1	Level 2	Level 3
Assets:				
Forward currency contracts	\$ 933	\$ —	\$ 933	\$ —
Total assets	\$ 933	\$ —	\$ 933	\$ —
Liabilities:				
Forward currency contracts	\$ 2,484	\$ —	\$ 2,484	\$ —
Total liabilities	\$ 2,484	\$ —	\$ 2,484	\$ —

Nonrecurring Fair Value Measurements

The company measures certain assets and liabilities at fair value on a non-recurring basis. Assets and liabilities that are measured at fair value on a non-recurring basis include long-lived assets, goodwill, and indefinite-lived intangible assets, which would generally be recorded at fair value as a result of an impairment charge. Assets acquired and liabilities assumed as part of a business combination or asset acquisition are also measured at fair value on a non-recurring basis during the measurement period allowed by the accounting standards codification guidance for business combinations and asset acquisitions, when applicable. For additional information on the company's business combinations and asset acquisitions and the related non-recurring fair value measurement of the assets acquired and liabilities assumed, refer to Note 2, *Business Combinations and Asset Acquisitions*.

Other Fair Value Disclosures

The carrying values of the company's short-term financial instruments, including cash and cash equivalents, accounts receivable, accounts payable, and short-term debt, including current maturities of long-term debt, when applicable, approximate their fair values due to their short-term nature.

As of October 31, 2021 and 2020, the company's long-term debt included \$424.0 million of gross fixed-rate debt that is not subject to variable interest rate fluctuations. The gross fair value of such long-term debt is determined using Level 2 inputs by discounting the projected cash flows based on quoted market rates at which similar amounts of debt could currently be borrowed. As of October 31, 2021, the estimated gross fair value of long-term debt with fixed interest rates was \$517.9 million compared to its gross carrying amount of \$424.0 million. As of October 31, 2020, the estimated gross fair value of long-term debt with fixed interest rates was \$508.2 million compared to its gross carrying amount of \$424.0 million. For additional information regarding long-term debt with fixed interest rates, refer to Note 6, *Indebtedness*.

16 Employee Retirement Plans

Defined Contribution Plan

The company maintains The Toro Company Retirement Plan for eligible employees. The company's expenses under this plan, which include costs related to matching contributions and discretionary retirement fund contributions, as applicable, were \$28.5 million, \$17.4 million, and \$23.4 million for the fiscal years ended October 31, 2021, 2020, and 2019, respectively. The decrease in expense for the fiscal year ended October 31, 2020, as compared to the fiscal years ended October 31, 2021 and October 31, 2019, was primarily the result of the company's suspension of discretionary retirement fund contributions for fiscal 2020 as a proactive cost reduction measure to mitigate the anticipated adverse impacts of COVID-19. The increase in expense for the fiscal year ended October 31, 2021 as compared to the fiscal year ended October 31, 2020 is primarily the result of the resumption of discretionary retirement fund contributions in fiscal 2021.

Defined Benefit Plans

The company has a defined benefit pension plan covering certain employees in the United Kingdom ("defined benefit retirement plan"). The company was also previously a sponsor to another defined benefit pension plan for certain employees in the U.S. (collectively with the defined benefit retirement plan, the "defined benefit retirement plans"). This defined benefit pension plan for certain employees in the U.S. was terminated as of October 31, 2020 and all accumulated benefit obligations of the company related to such plan have been satisfied. The projected and accumulated benefit obligation of the defined benefit retirement plan was \$35.1 million and \$33.4 million as of October 31, 2021 and 2020, respectively. The fair value of the defined benefit retirement plan assets as of October 31, 2021 and 2020 was \$33.0 million and \$29.5 million, respectively. The net funded status of the defined benefit retirement plan as of October 31, 2021 and 2020 was underfunded at \$2.1 million and \$3.9 million, respectively.

Service costs of the defined benefit retirement plans are presented in selling, general and administrative expense within the Consolidated Statements of Earnings. Non-service cost components of net periodic benefit cost (income), including realized gains or losses as a result of changes in actuarial valuation assumptions, are presented in other income, net within the Consolidated Statements of Earnings. The company recognized income of \$0.1 million, \$0.2 million, and \$6.6 million for the fiscal years ended October 31, 2021, 2020, and 2019, respectively.

The company has omitted the remaining disclosures for the defined benefit retirement plans as the company deems these defined benefit retirement plans to be immaterial to its Consolidated Financial Statements.

17 Subsequent Events

The company has evaluated all subsequent events and concluded that no additional subsequent events have occurred that would require recognition in the Consolidated Financial Statements or disclosure in the Notes to Consolidated Financial Statements.

ITEM 9. CHANGES IN AND DISAGREEMENTS WITH ACCOUNTANTS ON ACCOUNTING AND FINANCIAL DISCLOSURE

None.

ITEM 9A. CONTROLS AND PROCEDURES

Disclosure Controls and Procedures

The company maintains disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) that are designed to provide reasonable assurance that information required to be disclosed by the company in the reports it files or submits under the Exchange Act is recorded, processed, summarized, and reported within the time periods specified in the SEC's rules and forms and that such information is accumulated and communicated to the company's management, including its principal executive and principal financial officers, or persons performing similar functions, as appropriate, to allow timely decisions regarding required disclosure. In designing and evaluating its disclosure controls and procedures, the company recognizes that any controls and procedures, no matter how well designed and operated, can provide only reasonable assurance of achieving the desired control objectives, and management is required to apply judgment in evaluating the cost-benefit relationship of possible internal controls.

The company's management evaluated, with the participation of the company's Chairman of the Board, President and Chief Executive Officer and Vice President, Chief Financial Officer, the effectiveness of the design and operation of the company's disclosure controls and procedures as of the end of the period covered by this Annual Report on Form 10-K. Based on that evaluation, the company's Chairman of the Board, President and Chief Executive Officer and Vice President, Chief Financial Officer concluded that the company's disclosure controls and procedures were effective as of the end of such period to provide reasonable assurance that information required to be disclosed in its Exchange Act reports is recorded, processed, summarized, and reported within the time periods specified in the SEC's rules and forms, and that such information relating to the company and its consolidated subsidiaries is accumulated and communicated to management, including the Chairman of the Board, President and Chief Executive Officer and Vice President, Chief Financial Officer, as appropriate to allow timely decisions regarding required disclosures.

Management's Annual Report on Internal Control over Financial Reporting

The company's management report on internal control over financial reporting is included in this Annual Report on Form 10-K within Part II, Item 8, "Financial Statements and Supplementary Data," under the caption "Management's Report on Internal Control over Financial Reporting."

Attestation Report of the Independent Registered Public Accounting Firm

The report of KPMG LLP, the company's independent registered public accounting firm, regarding the effectiveness of the company's internal control over financial reporting is included in this Annual Report on Form 10-K within Part II, Item 8, "Financial Statements and Supplementary Data," under the caption "Report of Independent Registered Public Accounting Firm."

Changes in Internal Control over Financial Reporting

On March 2, 2020, during the second quarter of fiscal 2020, the company completed the acquisition of Venture Products. Prior to this acquisition, Venture Products was a privately-held company not subject to the Sarbanes-Oxley Act of 2002, the rules and regulations of the SEC, or other corporate governance requirements to which public companies may be subject. In accordance with guidance issued by the SEC, companies are permitted to exclude acquisitions from their final assessment of internal control over financial reporting during the year of acquisition. As of the end of fiscal 2021, the company has completed its integration activities related to internal control over financial reporting for Venture Products. Accordingly, the company has included Venture Products within its assessment of the effectiveness of its internal control over financial reporting as of October 31, 2021. Refer to the company's management report on internal control over financial reporting included in this Annual Report on Form 10-K within Part II, Item 8, "Financial Statements and Supplementary Data," under the caption "Management's Report on Internal Control over Financial Reporting" for additional information.

With the exception of internal control-related integration activities in connection with the company's acquisition of Venture Products, there was no change in the company's internal control over financial reporting that occurred during the fourth quarter of fiscal 2021 that has materially affected, or is reasonably likely to materially affect, the company's internal control over financial reporting.

ITEM 9B. OTHER INFORMATION

None.

ITEM 9C. DISCLOSURE REGARDING FOREIGN JURISDICTIONS THAT PREVENT INSPECTIONS

Not applicable.

PART III

ITEM 10. DIRECTORS, EXECUTIVE OFFICERS AND CORPORATE GOVERNANCE

Information on executive officers required by this item is incorporated by reference from "Information About Our Executive Officers" in Part I of this Annual Report on Form 10-K. Additional information on certain executive officers and other information required by this item is incorporated by reference to information to be contained under the captions "Proposal One — Election of Directors — Information About Director Nominees and Continuing Directors," "Corporate Governance — Code of Conduct and Code of Ethics for our CEO and Senior Financial Personnel," and "Corporate Governance — Board Committees," in the company's proxy statement for its 2022 Annual Meeting of Shareholders to be filed with the SEC.

During the fourth quarter of fiscal 2021, the company did not make any material changes to the procedures by which shareholders may recommend nominees to the Board of Directors, as described in the company's proxy statement for its 2021 Annual Meeting of Shareholders. The company has a Code of Ethics for its CEO and Senior Financial Personnel, a copy of which is posted on the company's website at www.thetorocompany.com (select the "Investors" link, then the "Corporate Governance" link, then the "Code of Conduct and Ethics" link). The company intends to satisfy the disclosure requirements of Item 5.05 of Form 8-K and applicable NYSE rules regarding amendments to or waivers from any provision of its Code of Ethics, as applicable, by posting such information on its website at www.thetorocompany.com (select the "Investors" link, then the "Corporate Governance" link, then the "Code of Conduct and Ethics" link).

ITEM 11. EXECUTIVE COMPENSATION

Information required by this item is incorporated by reference to information to be contained under the captions "Executive Compensation" and "Director Compensation" in the company's proxy statement for its 2022 Annual Meeting of Shareholders to be filed with the SEC.

ITEM 12. SECURITY OWNERSHIP OF CERTAIN BENEFICIAL OWNERS AND MANAGEMENT AND RELATED STOCKHOLDER MATTERS

Information required by this item is incorporated by reference to information to be contained under the captions "Stock Ownership" and "Equity Compensation Plan Information" in the company's proxy statement for its 2022 Annual Meeting of Shareholders to be filed with the SEC.

ITEM 13. CERTAIN RELATIONSHIPS AND RELATED TRANSACTIONS, AND DIRECTOR INDEPENDENCE

Information required by this item is incorporated by reference to information to be contained under the caption "Corporate Governance — Director Independence" and "Corporate Governance — Related Person Transactions and Policies and Procedures Regarding Related Person Transactions" in the company's proxy statement for its 2022 Annual Meeting of Shareholders to be filed with the SEC.

ITEM 14. PRINCIPAL ACCOUNTANT FEES AND SERVICES

Information required by this item is incorporated by reference to information to be contained under the captions "Proposal Two — Ratification of Selection of Independent Registered Public Accounting Firm — Audit, Audit-Related, Tax and Other Fees" and "Proposal Two — Ratification of Selection of Independent Registered Public Accounting Firm — Pre-Approval Policies and Procedures" in the company's proxy statement for its 2022 Annual Meeting of Shareholders to be filed with the SEC.

PART IV

ITEM 15. EXHIBIT AND FINANCIAL STATEMENT SCHEDULES

(a) The following documents are filed as part of this Annual Report on Form 10-K:

1. Financial Statements

The following Consolidated Financial Statements of The Toro Company and its consolidated subsidiaries are included in Part II, Item 8, "Financial Statements and Supplementary Data," of this Annual Report on Form 10-K:

Management's Report on Internal Control over Financial Reporting	57
Report of Independent Registered Public Accounting Firm	58
Consolidated Statements of Earnings for the fiscal years ended October 31, 2021, 2020, and 2019	60
Consolidated Statements of Comprehensive Income for the fiscal years ended October 31, 2021, 2020, and 2019	60
Consolidated Balance Sheets as of October 31, 2021 and 2020	61
Consolidated Statements of Cash Flows for the fiscal years ended October 31, 2021, 2020, and 2019	62
Consolidated Statements of Stockholders' Equity for the fiscal years ended October 31, 2021, 2020, and 2019	63
Notes to Consolidated Financial Statements	64

2. List of Financial Statement Schedules

All financial statement schedules have been omitted because the required information is either inapplicable, immaterial, or the information is presented in the Consolidated Financial Statements or related Notes to Consolidated Financial Statements included in this Annual Report on Form 10-K.

3. List of Exhibits

The following exhibits are incorporated herein by reference or are filed or furnished with this Annual Report on Form 10-K as indicated below:

Exhibit Number	Description
2.1 (1)	Agreement to Form Joint Venture dated August 12, 2009 by and between The Toro Company and TCF Inventory Finance, Inc. (incorporated by reference to Exhibit 2.1 to Registrant's Current Report on Form 8-K dated August 12, 2009, Commission File No. 1-8649).**
2.2 (2)	First Amendment to Agreement to Form Joint Venture dated June 6, 2012 by and between The Toro Company and TCF Inventory Finance, Inc. (incorporated by reference to Exhibit 2.1 to Registrant's Quarterly Report on Form 10-Q for the fiscal quarter ended May 4, 2012, Commission File No. 1-8649).**
2.3 (3)	Second Amendment to Agreement to Form Joint Venture dated November 29, 2016 by and between The Toro Company and TCF Inventory Finance, Inc. (incorporated by reference to Exhibit 2.1 to Registrant's Current Report on Form 8-K dated November 29, 2016, Commission File No. 1-8649).**
2.4 (4)	Third Amendment to Agreement to Form Joint Venture effective as of December 20, 2019 by and between The Toro Company and TCF Inventory Finance, Inc. (incorporated by reference to Exhibit 2.2 to Registrant's Quarterly Report on Form 10-Q for the fiscal quarter ended January 31, 2020, Commission File No. 1-8649).
2.5 (4)	Fourth Amendment to Agreement to Form Joint Venture dated as of March 26, 2021 and effective as of March 2, 2020 by and between The Toro Company and TCF Inventory Finance, Inc. (incorporated by reference to Exhibit 2.2 to Registrant's Quarterly Report on Form 10-Q for the fiscal quarter ended April 30, 2021, Commission File No. 1-8649).
2.6 (1)	Limited Liability Company Agreement of Red Iron Acceptance, LLC dated August 12, 2009 by and between Red Iron Holding Corporation and TCFIF Joint Venture I, LLC (incorporated by reference to Exhibit 2.2 to Registrant's Current Report on Form 8-K dated August 12, 2009, Commission File No. 1-8649).**
2.7	Amendment No. 1 to Limited Liability Company Agreement of Red Iron Acceptance, LLC dated May 31, 2011 by and between Red Iron Holding Corporation and TCFIF Joint Venture I, LLC (incorporated by reference to Exhibit 2.4 to Registrant's Annual Report on Form 10-K for the fiscal year ended October 31, 2012, Commission File No. 1-8649).**
2.8 (2)	Second Amendment to Limited Liability Company Agreement of Red Iron Acceptance, LLC dated June 6, 2012 by and between Red Iron Holding Corporation and TCFIF Joint Venture I, LLC (incorporated by reference to Exhibit 2.2 to Registrant's Quarterly Report on Form 10-Q for the fiscal quarter ended May 4, 2012, Commission File No. 1-8649).**
2.9 (3)	Third Amendment to Limited Liability Company Agreement of Red Iron Acceptance, LLC dated November 29, 2016 by and between Red Iron Holding Corporation and TCFIF Joint Venture I, LLC (incorporated by reference to Exhibit 2.2 to Registrant's Current Report on Form 8-K dated November 29, 2016, Commission File No. 1-8649).**

- 2.10** Fourth Amendment to Limited Liability Company Agreement of Red Iron Acceptance, LLC dated as of July 17, 2019 by and between Red Iron Holding Corporation and TCFIF Joint Venture I, LLC (incorporated by reference to Exhibit 2.9 to Registrant's Annual Report on Form 10-K for the fiscal year ended October 31, 2020, Commission File No. 1-8649).
- 2.11** Fifth Amendment to Limited Liability Company Agreement of Red Iron Acceptance, LLC effective as of December 20, 2019 by and between Red Iron Holding Corporation and TCFIF Joint Venture I, LLC (incorporated by reference to Exhibit 2.3 to Registrant's Quarterly Report on Form 10-Q for the fiscal quarter ended January 31, 2020, Commission File No. 1-8649).
- 2.12** Receivable Purchase Agreement dated October 1, 2009 by and among Toro Credit Company, as Seller, The Toro Company, and Red Iron Acceptance, LLC, as Buyer (incorporated by reference to Exhibit 2.1 to Registrant's Current Report on Form 8-K dated October 1, 2009, Commission File No. 1-8649).**
- 2.13 (3)** Fourth Amended and Restated Program and Repurchase Agreement dated as of November 29, 2016 by and between The Toro Company and Red Iron Acceptance, LLC (incorporated by reference to Exhibit 2.3 to Registrant's Current Report on Form 8-K dated November 29, 2016, Commission File No. 1-8649).
- 2.14 (4)** First Amendment to Fourth Amended and Restated Program and Repurchase Agreement effective as of December 20, 2019 by and between The Toro Company and Red Iron Acceptance, LLC (incorporated by reference to Exhibit 2.4 to Registrant's Quarterly Report on Form 10-Q for the fiscal quarter ended January 31, 2020, Commission File No. 1-8649).
- 2.15** Agreement and Plan of Merger dated as of February 14, 2019 among The Toro Company, Helix Company, Inc., The Charles Machine Works, Inc. and Agent 186 LLC, as Shareholders' Agent (incorporated by reference to Exhibit 2.1 to Registrant's Current Report on Form 8-K dated February 14, 2019, Commission File No. 1-8649).**
- 3.1 and 4.1** Restated Certificate of Incorporation of The Toro Company (incorporated by reference to Exhibit 3.1 to Registrant's Current Report on Form 8-K dated June 17, 2008, Commission File No. 1-8649).
- 3.2 and 4.2** Certificate of Amendment to Restated Certificate of Incorporation of The Toro Company (incorporated by reference to Exhibit 3.1 to Registrant's Current Report on Form 8-K dated March 12, 2013, Commission File No. 1-8649).
- 3.3 and 4.3** Amended and Restated Bylaws of The Toro Company (incorporated by reference to Exhibit 3.1 to Registrant's Current Report on Form 8-K dated July 19, 2016, Commission File No. 1-8649).
- 4.4** Specimen Form of Common Stock Certificate (incorporated by reference to Exhibit 4(c) to Registrant's Quarterly Report on Form 10-Q for the fiscal quarter ended August 1, 2008, Commission File No. 1-8649).
- 4.5** Description of Common Stock of The Toro Company (filed herewith).
- 4.6** Indenture dated as of January 31, 1997 between Registrant and First National Trust Association, as Trustee, relating to The Toro Company's 7.80% Debentures due June 15, 2027 (incorporated by reference to Exhibit 4(a) to Registrant's Current Report on Form 8-K dated June 24, 1997, Commission File No. 1-8649). (Filed on paper - hyperlink not required pursuant to Rule 105 of Regulation S-T)
- 4.7** Indenture dated as of April 20, 2007, between Registrant and The Bank of New York Trust Company, N.A., as Trustee, relating to The Toro Company's 6.625% Notes due May 1, 2037 (incorporated by reference to Exhibit 4.3 to Registrant's Registration Statement on Form S-3 filed with the Securities and Exchange Commission on April 23, 2007, Registration No. 333-142282).
- 4.8** First Supplemental Indenture dated as of April 26, 2007, between Registrant and The Bank of New York Trust Company, N.A., as Trustee, relating to The Toro Company's 6.625% Notes due May 1, 2037 (incorporated by reference to Exhibit 4.1 to Registrant's Current Report on Form 8-K dated April 23, 2007, Commission File No. 1-8649).
- 4.9** Form of The Toro Company 6.625% Note due May 1, 2037 (incorporated by reference to Exhibit 4.2 to Registrant's Current Report on Form 8-K dated April 23, 2007, Commission File No. 1-8649).
- 10.1** The Toro Company Amended and Restated 2010 Equity and Incentive Plan, as amended and restated (incorporated by reference to Exhibit 10.1 to Registrant's Annual Report on Form 10-K for the fiscal year ended October 31, 2016, Commission File No. 1-8649).*
- 10.2** Amendment No. 1 to The Toro Company Amended and Restated 2010 Equity and Incentive Plan, as Amended and Restated, dated as of December 3, 2019 (incorporated by reference to Exhibit 10.2 to Registrant's Annual Report on Form 10-K for the fiscal year ended October 31, 2019, Commission File No. 1-8649).*
- 10.3** The Toro Company Performance Share Plan (As Amended January 15, 2008) (incorporated by reference to Exhibit 10.2 to Registrant's Current Report on Form 8-K dated January 15, 2008, Commission File No. 1-8649).*
- 10.4** The Toro Company Supplemental Benefit Plan, Amended and Restated Effective January 1, 2017 (incorporated by reference to Exhibit 10.8 to Registrant's Quarterly Report on Form 10-Q for the fiscal quarter ended February 3, 2017, Commission File No. 1-8649).*
- 10.5** The Toro Company Deferred Compensation Plan, Amended and Restated Effective January 1, 2017 (incorporated by reference to Exhibit 10.9 to Registrant's Quarterly Report on Form 10-Q for the fiscal quarter ended February 3, 2017, Commission File No. 1-8649).*
- 10.6** The Toro Company Deferred Compensation Plan for Officers, Amended and Restated Effective January 1, 2017 (incorporated by reference to Exhibit 10.10 to Registrant's Quarterly Report on Form 10-Q for the fiscal quarter ended February 3, 2017, Commission File No. 1-8649).*
- 10.7** The Toro Company Deferred Compensation Plan for Non-Employee Directors, Amended and Restated Effective January 1, 2017 (incorporated by reference to Exhibit 10.11 to Registrant's Quarterly Report on Form 10-Q for the fiscal quarter ended February 3, 2017, Commission File No. 1-8649).*
- 10.8** Form of Nonemployee Director Stock Option Agreement between The Toro Company and its Non-Employee Directors under The Toro Company Amended and Restated 2010 Equity and Incentive Plan, as amended and restated (incorporated by reference to Exhibit 10.11 to Registrant's Annual Report on Form 10-K for the fiscal year ended October 31, 2016, Commission File No. 1-8649).*

- 10.9** Form of Nonqualified Stock Option Agreement between The Toro Company and its officers and other employees under The Toro Company Amended and Restated 2010 Equity and Incentive Plan, as amended and restated (incorporated by reference to Exhibit 10.14 to Registrant's Annual Report on Form 10-K for the fiscal year ended October 31, 2016, Commission File No. 1-8649).*
- 10.10** Form of Performance Share Award Agreement between The Toro Company and its officers and other employees under The Toro Company Amended and Restated 2010 Equity and Incentive Plan, as amended and restated (incorporated by reference to Exhibit 10.17 to Registrant's Annual Report on Form 10-K for the fiscal year ended October 31, 2016, Commission File No. 1-8649).*
- 10.11** Form of Annual Performance Award Agreement between The Toro Company and its officers and other employees under The Toro Company Amended and Restated 2010 Equity and Incentive Plan, as amended and restated (incorporated by reference to Exhibit 10.18 to Registrant's Annual Report on Form 10-K for the fiscal year ended October 31, 2016, Commission File No. 1-8649).*
- 10.12** Form of Restricted Stock Award Agreement between The Toro Company and its officers and other employees under The Toro Company Amended and Restated 2010 Equity and Incentive Plan, as amended and restated (incorporated by reference to Exhibit 10.19 to Registrant's Annual Report on Form 10-K for the fiscal year ended October 31, 2016, Commission File No. 1-8649).*
- 10.13** Form of Restricted Stock Unit Award Agreement between The Toro Company and its officers and other employees under The Toro Company Amended and Restated 2010 Equity and Incentive Plan, as amended and restated (incorporated by reference to Exhibit 10.21 to Registrant's Annual Report on Form 10-K for the fiscal year ended October 31, 2016, Commission File No. 1-8649).*
- 10.14** Form of Indemnification Agreement with the members of the Board of Directors (incorporated by reference to Exhibit 10(u) to Registrant's Annual Report on Form 10-K for the fiscal year ended October 31, 2006, Commission File No. 1-8649).*
- 10.15** The Toro Company Change in Control Severance Compensation Policy and attached Form of Release (incorporated by reference to Exhibit 10.1 to Registrant's Current Report on Form 8-K dated January 18, 2011, Commission File No. 1-8649).*
- 10.16** Offer Letter dated July 25, 2011 between The Toro Company and Renee J. Peterson (incorporated by reference to Exhibit 10.1 to Registrant's Current Report on Form 8-K dated July 29, 2011, Commission File No. 1-8649).*
- 10.17** Offer Letter dated August 18, 2015 between The Toro Company and Richard M. Olson (incorporated by reference to Exhibit 10.1 to Registrant's Current Report on Form 8-K dated August 19, 2015, Commission File No. 1-8649).*
- 10.18** Offer Letter dated July 19, 2016 between The Toro Company and Richard M. Olson (incorporated by reference to Exhibit 10.1 to Registrant's Current Report on Form 8-K dated July 19, 2016, Commission File No. 1-8649).*
- 10.19** Amended and Restated Credit Agreement dated as of October 5, 2021, by and among The Toro Company and Toro Luxembourg S.à r.l., as Borrowers, the lenders from time to time party thereto, Bank of America, N.A., as Administrative Agent, Swingline Lender and L/C Issuer, Wells Fargo Bank, National Association and U.S. Bank National Association, as Co-Syndication Agents, and BMO Harris Bank, N.A. and HSBC Bank USA, National Association, as Co-Documentation Agents (incorporated by reference to Exhibit 10.1 to Registrant's Current Report on Form 8-K dated October 6, 2021, Commission File No. 1-8649).
- 10.20 (1)** Credit and Security Agreement dated August 12, 2009 by and between Red Iron Acceptance, LLC and TCF Inventory Finance, Inc. (incorporated by reference to Exhibit 10.1 to Registrant's Current Report on Form 8-K dated August 12, 2009, Commission File No. 1-8649).
- 10.21 (2)** First Amendment to Credit and Security Agreement dated June 6, 2012 by and between Red Iron Acceptance, LLC and TCF Inventory Finance, Inc. (incorporated by reference to Exhibit 10.1 to Registrant's Quarterly Report on Form 10-Q for the fiscal quarter ended May 4, 2012, Commission File No. 1-8649).
- 10.22** Second Amendment to Credit and Security Agreement dated November 29, 2016 by and between Red Iron Acceptance, LLC and TCF Inventory Finance, Inc. (incorporated by reference to Exhibit 10.1 to Registrant's Current Report on Form 8-K dated November 29, 2016, Commission File No. 1-8649).
- 10.23** Third Amendment to Credit and Security Agreement effective as of December 20, 2019 by and between Red Iron Acceptance, LLC and TCF Inventory Finance, Inc. (incorporated by reference to Exhibit 10.1 to Registrant's Quarterly Report on Form 10-Q for the fiscal quarter ended January 31, 2020, Commission File No. 1-8649).
- 10.24** Fourth Amendment to Credit and Security Agreement effective as of November 1, 2021 by and between Red Iron Acceptance, LLC and TCF Inventory Finance, Inc. (filed herewith).
- 10.25** Note Purchase Agreement, dated as of April 30, 2019, by and among The Toro Company and the purchasers listed on the Purchaser Schedule thereto (incorporated by reference to Exhibit 10.1 to the Registrant's Current Report on Form 8-K dated April 30, 2019, Commission File No. 1-8649).
- 21** Subsidiaries of Registrant (filed herewith).
- 23.1** Consent of Independent Registered Public Accounting Firm (filed herewith).
- 31.1** Certification of Chief Executive Officer Pursuant to Rule 13a-14(a) (Section 302 of the Sarbanes-Oxley Act of 2002) (filed herewith).
- 31.2** Certification of Chief Financial Officer Pursuant to Rule 13a-14(a) (Section 302 of the Sarbanes-Oxley Act of 2002) (filed herewith).
- 32** Certification of Chief Executive Officer and Chief Financial Officer Pursuant to 18 U.S.C. Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 (furnished herewith).

101 The following financial information from The Toro Company's Annual Report on Form 10-K for the fiscal year ended October 31, 2021, filed with the SEC on December 17, 2021, formatted in Inline eXtensible Business Reporting Language (Inline XBRL): (i) Consolidated Statements of Earnings for each of the fiscal years in the three-year period ended October 31, 2021, (ii) Consolidated Statements of Comprehensive Income for each of the fiscal years in the three-year period ended October 31, 2021, (iii) Consolidated Balance Sheets as of October 31, 2021 and 2020, (iv) Consolidated Statements of Cash Flows for each of the fiscal years in the three-year period ended October 31, 2021, (v) Consolidated Statements of Stockholders' Equity each of the fiscal years in the three-year period ended October 31, 2021, and (vi) Notes to Consolidated Financial Statements (filed herewith).

104 Cover Page Interactive Data File (formatted as Inline XBRL and contained in Exhibit 101).

- (1) Portions of this exhibit have been redacted and are subject to an order granting confidential treatment under the Securities Exchange Act of 1934, as amended (File No. 1-8649, CF # 35552). The redacted material was filed separately with the Securities and Exchange Commission.
 - (2) Portions of this exhibit have been redacted and are subject to an order granting confidential treatment under the Securities Exchange Act of 1934, as amended (File No. 1-8649, CF # 35553). The redacted material was filed separately with the Securities and Exchange Commission.
 - (3) Portions of this exhibit have been redacted and are subject to an order granting confidential treatment under the Securities Exchange Act of 1934, as amended (File No. 1-8649, CF # 34521). The redacted material was filed separately with the Securities and Exchange Commission.
 - (4) Confidential portions of this exhibit have been redacted in compliance with Item 601(b)(10) of Regulation S-K.
- * Management contract or compensatory plan or arrangement.
- ** All exhibits and schedules to this exhibit have been omitted pursuant to Item 601(b)(2) of Regulation S-K. TTC will furnish the omitted exhibits and schedules to the Securities and Exchange Commission upon request by the Securities and Exchange Commission.

(b) Exhibits

See Item 15(a)(3) above.

(c) Financial Statement Schedules

See Item 15(a)(2) above.

ITEM 16. FORM 10-K SUMMARY

None.

SIGNATURES

Pursuant to the requirements of Section 13 or 15(d) of the Securities Exchange Act of 1934, as amended, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

THE TORO COMPANY

(Registrant)

By: /s/ Renee J. Peterson
Renee J. Peterson
Vice President, Chief Financial Officer

Dated: December 17, 2021

Pursuant to the requirements of the Securities Exchange Act of 1934, as amended, this report has been signed below by the following persons on behalf of the registrant and in the capacities and on the dates indicated.

Signature	Title	Date
<u>/s/ Richard M. Olson</u> Richard M. Olson	Chairman of the Board, President and Chief Executive Officer and Director (principal executive officer)	December 17, 2021
<u>/s/ Renee J. Peterson</u> Renee J. Peterson	Vice President, Chief Financial Officer (principal financial and accounting officer)	December 17, 2021
<u>/s/ Janet K. Cooper</u> Janet K. Cooper	Director	December 17, 2021
<u>/s/ Gary L. Ellis</u> Gary L. Ellis	Director	December 17, 2021
<u>/s/ Jeffrey M. Ettinger</u> Jeffrey M. Ettinger	Director	December 17, 2021
<u>/s/ Katherine J. Harless</u> Katherine J. Harless	Director	December 17, 2021
<u>/s/ Jeffrey L. Harmening</u> Jeffrey L. Harmening	Director	December 17, 2021
<u>/s/ D. Christian Koch</u> D. Christian Koch	Director	December 17, 2021
<u>/s/ Joyce A. Mullen</u> Joyce A. Mullen	Director	December 17, 2021
<u>/s/ James C. O'Rourke</u> James C. O'Rourke	Director	December 17, 2021
<u>/s/ Michael G. Vale</u> Michael G. Vale	Director	December 17, 2021

Executive Officers

Richard M. Olson

Chairman of the Board,
President and Chief
Executive Officer

Kevin N. Carpenter

Vice President,
Global Operations and
Integrated Supply Chain

Jody M. Christy

Vice President, BOSS

Amy E. Dahl

Vice President,
Human Resources,
General Counsel and
Corporate Secretary

Angie C. Drake

Vice President, Construction

Blake M. Grams

Vice President,
Sustainability, Business
Analytics and Process
Improvement

Bradley A. Hamilton

Group Vice President,
Commercial, International,
Ventrac and Irrigation
Businesses

Gregory S. Janey

Vice President,
Residential and Landscape
Contractor Businesses

Peter D. Moeller

Vice President,
International

Renee J. Peterson

Vice President and
Chief Financial Officer

Darren L. Redetzke

Vice President,
Strategic Technologies

Richard W. Rodier

Group Vice President,
Construction, Contractor
and Residential Businesses

Kurt D. Svendsen

Vice President,
Strategy, Corporate and
Channel Development

Daryn A. Walters

Vice President, Exmark

Board of Directors

Janet K. Cooper

Retired, Senior Vice
President and Treasurer
Qwest Communications
International Inc.

Gary L. Ellis*

Retired, Executive Vice President
and Chief Financial Officer
Medtronic plc

Jeffrey M. Ettinger

Retired, Chairman and
Chief Executive Officer
Hormel Foods Corporation

Katherine J. Harless

Retired, President and
Chief Executive Officer
Idearc Inc.

Jeffrey L. Harmening

Chairman and Chief
Executive Officer
General Mills, Inc.

*Presiding Non-Management Director

D. Christian Koch

Chairman, President and
Chief Executive Officer
Carlisle Companies Incorporated

Joyce A. Mullen

President and
Chief Executive Officer
Insight Enterprises, Inc.

Richard M. Olson

Chairman of the Board, President
and Chief Executive Officer
The Toro Company

James C. O'Rourke

President and
Chief Executive Officer
The Mosaic Company

Michael G. Vale, Ph.D.

Group President,
Safety & Industrial
3M Company

Shareholder Information

Shareholder Assistance

Communications concerning The Toro Company stock, including shareholder change of address, certificate replacement, share transfer requirements, the direct stock purchase plan, dividends, the dividend reinvestment plan and similar matters should be directed to our transfer agent at:

Broadridge Shareholder Services
c/o Broadridge Corporate Issuer Solutions
P.O. Box 1342
Brentwood, NY 11717-0718
1-844-956-0809 or 1-303-562-9697
shareholder@broadridge.com
www.shareholder.broadridge.com/TTC

Investor Inquiries

Individual shareholders may direct any questions to invest@thetorocompany.com.



For BOSS Snowplow, it's all about building best-in-class snow and ice removal equipment to help customers restore order after winter's wrath. To make quick work of clearing sidewalks, the BOSS Snowrator® is a labor saver effectively reducing the need for shovelers. A highly versatile machine, it offers operators the ability to brine, spread and plow at the same time to maximize productivity and profitability. ◀

Power, pure and simple. Toro's Z Master® 4000 has been engineered to last and built to reign. With unstoppable grit and durability, and unbeatable productivity and speed on giant Toro-exclusive Voodoo Trac™ tires, the Z Master 4000 is designed to offer go-all-day comfort with Toro's patented MyRIDE® suspension system and unmatched cut quality with its grass-kicking high-strength steel TURBO FORCE® deck. ▶



Providing a unique blend of power, productivity and versatility, Toro's Groundsmaster® 3200/3300 series delivers efficient performance to meet the demands of grounds and golf customers. A full range of attachments for mowing, blowing, sweeping and snow and ice maintenance provide all-season capabilities and functionality effectively leveraging the investment for this budget-friendly workhorse across seasons. ◀

When it comes to yard work, homeowners want powerful tools that give them the confidence to tackle it all. With Toro's innovative 60V Flex-Force Power System®, customers can seamlessly swap the universal battery across a suite of more than 50 tools to power through any job with ease – season after season. ▶





The Toro Company
8111 Lyndale Avenue South
Bloomington, MN 55420-1196
952-888-8801
www.thetorocompany.com





THE TORO COMPANY

Corporate Sustainability Report
Fiscal 2019



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LETTER FROM OUR CHAIRMAN AND CEO

The publication of our first Sustainability Report is an important moment in the history of The Toro Company because it marks a significant milestone in our sustainability journey. This report is both a celebration of our long-standing focus on social and environmental responsibility and a signal of our continued commitment to expand our positive impact around the world, which is inherent in our legacy of excellence.

Sustainability is not a new concept for The Toro Company. It is deeply rooted in our purpose - to help our customers enrich the beauty, productivity and sustainability of the land. Sustainability directly ties to our mission to deliver superior innovation and to deliver superior customer care. It is also the foundation of our strategic business priorities of accelerating profitable growth, driving productivity and operational excellence and empowering people.

"Sustainability is not a new concept for The Toro Company. It is deeply rooted in our purpose - to help our customers enrich the beauty, productivity and sustainability of the land."

Consistent with our strategy for accelerating profitable growth, we continued to invest in innovation and new product development in fiscal 2019. Alternative power, smart-connected products and autonomous technologies are important areas of focus for us. For example, our Reelmaster® 5010-H and Greensmaster® eTriFlex™ hybrid mowers provide fuel savings over comparable mowers, plus they reduce noise levels and operating costs for our customers. In addition, the new e-Dingo, launched this year, is designed to provide customers with the ability to work indoors with zero emissions and lower noise pollution. We also recently established a new technology acceleration center, which is designed to support our development of smart-connected technologies.

**"THERE IS MUCH WE HAVE DONE,
AND THERE IS MORE WE CAN,
AND WILL, DO."**

- Richard M. Olson

Fiscal 2019 was an exciting year of growth for us. The acquisition of The Charles Machine Works, Inc., CMW, was the largest in our history, adding more than 2,000 employees and the largest manufacturing plant in our global footprint. The addition of CMW and its well-known family of businesses, like Ditch Witch and others, expands our company in adjacent categories. These markets create new opportunities to support the needs of a growing population - like the installation of 5G networks to enable next generation smart networks - and provide new solutions to address the aging global underground infrastructure.

In addition, we are driving productivity and operational excellence in our manufacturing operations. For instance, we continued to focus on Lean and productivity initiatives. We also are investing in manufacturing automation, robotics and capacity needs and tools to assist with our resource use and management.

Our people are our most important asset. As our company grows, our commitment to empowering people and fostering diversity, equity and inclusion remains steadfast. It starts with ensuring that our employees feel a genuine sense of belonging and remain healthy and safe every day, no matter where they perform their work. We continue to enhance and expand our efforts to educate, train and prepare our employees to stay safe in the workplace. Empowering people extends beyond our own four walls. Giving back to the community has long been a part of our culture. We are committed to sharing



Land.Water.Thrive. team in Nicaragua

our success through financial support, volunteer hours and in-kind product donations. Around the world, our employees actively volunteer their time and talents to nonprofit organizations and civic projects that support the beautification and preservation of outdoor environments, water conservation, community health and housing and youth enrichment activities, just to name a few.

Our Land. Water. Thrive. initiative is something that is unique to The Toro Company. As part of this effort, we provide immersion experiences for our employees to work with smallholder farmers in developing countries to improve their productivity and provide education on the efficient use of water in sustainable agriculture. We also are helping our communities enrich the beauty of the land for the health, well-being and enjoyment of everyone with a focus on revitalizing parks and green spaces.

Sustainability has long been a part of our purpose and culture. We will build on this foundation with focus, innovation and transparency to meet the demands of the rapidly changing world. There is much we have done, and there is more we can, and will, do. We are resolved to continue our unwavering commitment to lead with integrity and win in the right way. This means growing our business while reducing our own environmental footprint and providing solutions to help our customers reduce their environmental impact as well. It also means continuing to leverage our time and talents to help our communities around the globe. You can count on us to deliver results, financially, socially and environmentally, because at The Toro Company, sustainability endures.

Thank you,

Richard M. Olson
Chairman and Chief Executive Officer

ABOUT THE TORO COMPANY

Established in 1914, The Toro Company was built on a tradition of innovating and manufacturing quality products and establishing caring relationships. Our purpose is to help our customers enrich the beauty, productivity and sustainability of the land. We do this by delivering superior innovation and superior customer care.

SUSTAINABILITY ENDURES

The Toro Company, TTC, has a long-standing focus on environmental and social responsibility, including protecting the natural environment and using the Earth's resources wisely. We believe these practices and guiding principles rest at the core of creating long-term value for all our stakeholders, including the global communities in which we live and work. We can be counted on to deliver results, financially, socially and environmentally, because at The Toro Company sustainability endures.

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 CUSTOMERS

TTC is a leading worldwide provider of innovative solutions for the outdoor environment, including:

- **Golf:** Turf maintenance equipment and irrigation technologies for the global golf market
- **Professional Contractor:** Landscape maintenance, snow removal, irrigation and lighting solutions
- **Underground Construction:** Solutions to cover the full life cycle of underground pipe and cable – including the installation and repair of new and aging infrastructure
- **Rental & Specialty Construction:** Easy-to-operate, durable rental machines for construction, tree care and lawn care and maintenance
- **Sports Fields & Grounds:** Field maintenance and irrigation solutions to keep sports fields healthy and safe
- **Agriculture:** Irrigation solutions and technologies that help increase the productivity of existing land and maximize the efficient use of precious water resources
- **Homeowner:** Turf and landscape maintenance brands for homeowners to take charge of the outdoors year-round

OUR BRANDS

Through a strong network of professional distributors, dealers, rental stores and retailers in more than 125 countries, we proudly offer a wide range of products across a family of global brands.



WE CAN BE COUNTED ON
TO DELIVER RESULTS, FINANCIALLY,
SOCIALY AND ENVIRONMENTALLY.

\$3.138B
NET SALES
IN 2019

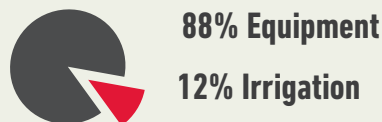
More than
9,300
Employees Worldwide

Products sold in
125+
Countries Worldwide

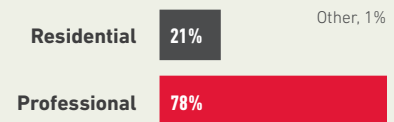
↑ 19.8%
2019 Net Sales Increase vs 2018



2019 Net Sales by Geography



2019 Net Sales by Product



2019 Net Sales by Segment

\$109.1M*
2019 R&E Investment
*3.5% of Net Sales

↑ 30.7%
Increase in
R&E Investment in
2019 vs 2018

34%
New Products* as
Percentage of Net Sales
*Introduced Over Prior 3 Years





OUR STRATEGY AND APPROACH

The Toro Company has a long and proud history of putting people first – helping our customers tackle tough challenges, and promoting the health, safety and well-being of our employees. We also have a proven commitment and legacy of giving back to the communities where we live and work.

OUR COMMITMENT

For many decades, we have been working to reduce environmental impacts and maximize resource efficiency and productivity in our own operations and in the products and services we deliver to our customers. This commitment is rooted in both an authentic desire to help protect the planet and in a pragmatic belief that doing more with less is simply smart business.

In fiscal 2019, we were excited to bring all of that history and groundwork together by formally establishing a cross-functional sustainability leadership team. The Toro Company's Sustainability Committee was chartered with developing and implementing an enterprise-wide sustainability strategy and identifying programs to drive that strategy forward by being more deliberate, intentional and transparent with our sustainability-focused activities. This Committee is comprised of key company leaders, with direct and active oversight from our executive team. The Chair of our Sustainability Committee also provides periodic updates on the progress and goals of our sustainability initiative to our Board of Directors.

Over the past year, the Sustainability Committee has worked to aggregate and unify the current state of sustainability-focused activities across our businesses and diverse operations. The Committee has also assessed key opportunities and risks, benchmarking with sustainability leaders at other organizations and deepening our understanding of the disclosure and rating systems governing how companies are evaluated for environmental, social and governance performance.

EXPANDING OUR EFFORTS

Our efforts have reinforced our belief that increasing our focus on sustainability will also help drive our core business priorities of accelerating profitable growth, driving productivity and operational excellence and empowering people.

The Toro Company is not at the beginning of its sustainability journey, but we took important steps in fiscal 2019 to strengthen our strategic focus, expand and accelerate our key priorities to have a positive impact in our communities and world, and to disclose the good work we have done and will continue to do. The publication of this Sustainability Report, paired with the formal launch of our sustainability platform, signal that increased commitment to have an even bigger impact going forward. There is more we can do and we are actively engaged in further making a positive impact financially, socially and environmentally.

Increasing our focus on sustainability will also help drive our core business priorities of accelerating profitable growth, driving productivity and operational excellence and empowering people.

DOING MORE
WITH LESS IS SIMPLY
SMART BUSINESS.



OUR STRATEGIC PILLARS

Ultimately, three working teams with representatives from across our businesses, functions and locations were formed to gather an inventory of our existing sustainability-focused activities and to further develop and deepen our sustainability strategies in our key areas of focus, which we call Pillars. Our core pillars include: (1) People; (2) Product; and (3) Process.

Our People, Product and Process Pillar teams have worked to further understand our current state in areas within their relevant scope, identify data needs to increase visibility into our underlying sustainability performance, implement systems to capture that data, establish baseline sustainability measurements and goals as relevant to each Pillar, and develop strategies and programs to drive our future progress for the areas covered by each Pillar. We also have a Planning Pillar, which is tasked with tactically gathering information, helping us be more transparent with our sustainability journey, and helping each of our other Pillars to develop strategies and programs to further embed sustainability as part of our culture.



PEOPLE

People are the cornerstone of our success at The Toro Company. Grounded in our values, we provide our employees with a workplace founded on integrity where people and performance are valued equally.

OUR CULTURE

We are committed to nurturing a culture that attracts, retains and grows the best talent globally by connecting an individual's experience of having meaningful work and development opportunities, with achieving our purpose of helping our customers enrich the beauty, productivity and sustainability of the land.

We provide all employees with the opportunity to share their opinions and feedback on our culture through a culture survey that is performed every two years. Results of the culture survey are measured and analyzed to enhance the employee experience, drive change and leverage the overall success of the organization.

HEALTH AND SAFETY

Our employees' safety is a paramount value for our company, leadership team and Board of Directors. The Toro Company has a longstanding commitment to promoting healthy and safe behaviors and environments. We believe preventing injuries does not happen on its own, we all have to take action to make it happen.

Promoting Education and Engagement

Safety is a shared responsibility and a shared passion at The Toro Company. We provide mandatory safety trainings each month in our production facilities, focused on empowering our employees with the knowledge and tools they need to make safe choices and to mitigate risks. In addition to monthly safety training, our supervisors complete safety management courses. Employees are encouraged to carve out time in their workday to identify and inform management of potential hazards. This further builds engagement and reinforces to our employees that they have a role to play in ensuring a work environment that is free from hazards. We actively support solutions to eliminate or minimize potential safety risks in our facilities.

Our efforts extend beyond traditional training to include the use of safety scorecards, standardized signage and visual management throughout our facilities. A safety message is featured each day at shift start, and leaders participate in a weekly plant walk focused on identifying opportunities for improvement. Safety best practices are also regularly featured in our employee newsletters and town halls.



THE TORO COMPANY STRIVES FOR:

- A differentiated employee experience that provides for learning and growth and demonstrates care for our people's physical, emotional, financial and social well-being
- Talent identification and development to enable qualified, mobile and diverse employees and leaders at all levels, who are prepared to take new opportunities
- A diverse and inclusive culture that leverages creativity and innovation
- A culture of safety that is defined by employee understanding that safety is everyone's responsibility
- A positive and proud production employee experience



Our Management Approach

Our management approach is grounded in our enterprise Safety Policy and internal governance structure, which includes both internal and external auditing and a high degree of senior leadership involvement and oversight. In addition, our Board of Directors receives an update on our health and safety program at least annually.

In fiscal 2019, TTC implemented a comprehensive Environmental, Health and Safety online data management system to help drive engagement and increased transparency for our proactive safety performance. The system improves the speed of our reporting and helps identify key data trends and areas of focus.

We are increasingly focused on behavior-based safety and tracking leading indicators and shifting our approach from loss control to loss prevention. We track and report on the following key performance indicators:

- Employee hazard identification and correction
- Behavior-based safety observations
- Employee training
- Compliance inspections
- Near-miss incidents
- Corrective action completion progress

Team Structure

We have formal Safety Committees and a safety specialist on staff at all of our finished product assembly facilities. Our broader safety team gathers each year for an annual Safety Summit to network and share learnings and best practices. We also encourage collaboration across teams to drive safety improvements through process design and innovation. Several of our facilities host "Ergo Days" where corporate design and industrial engineers join forces with manufacturing engineers to spend a day building product alongside production associates. Engineers complete ergonomic assessment training prior to their shift and are then tasked with mitigating ergonomic risks in that process.

Employees are instructed to:

- Never risk their personal safety to perform a job or task
- Never perform a job or task without proper training
- Always wear personal protective equipment
- Use the appropriate tool or equipment for the job





Safety Data

- Fiscal 2019 Total Recordable Injury Rate: 1.55*
- Fiscal 2019 Lost Workday Rate: 0.51*
- Zero fatalities in fiscal 2019
- 21 locations with zero recordable injuries in fiscal 2019
- 100% of workers are covered by an occupational health and safety management system

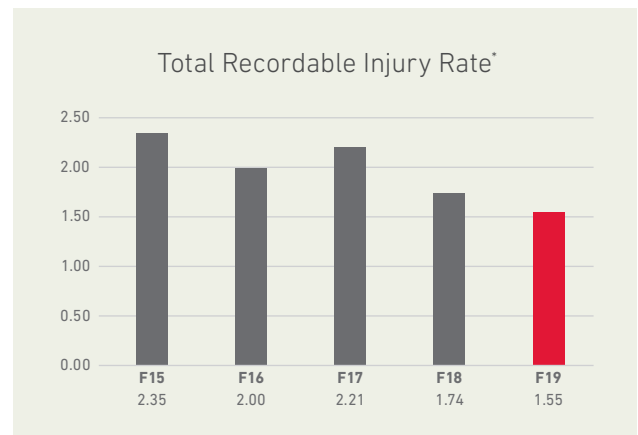
* Based on 200,000 hours worked. Data for FY19 reflects legacy data for The Toro Company. It does not include data from the Charles Machine Works acquisition that closed on April 1, 2019.



EMPLOYEE HEALTH AND WELLNESS

TTC uses the following programs to promote employee health and wellness:

- Stretch and flex programs
- Active release therapy
- Physician call-in service
- Learn to Live: online cognitive behavioral therapy
- Omada Health: support for employees who are pre-diabetic or have pre-hypertension
- Livongo: support for managing diabetes



TALENT AND DEVELOPMENT

Investing in our People

TTC provides a wide range of professional development experiences, both formal and informal, for employees at all stages in their career. Our formal offerings include tuition reimbursement, a diverse curriculum of programming, leadership development experiences, vocational training and external partnerships across the globe. We are also committed to supporting youth education through STEM education sponsorships and high school and college internships.





Leadership in Motion

Leadership in Motion

We believe strong leaders have a positive impact beyond the walls of their organization. One of our unique leadership development programs is Leadership in Motion, a program that combines skill building with an opportunity to put skills into practice. Participants then put skills towards business impact by completing an action learning assignment to address real market challenges for The Toro Company.

“[Leadership in Motion] reaffirmed my passion for Toro, the company’s commitment to the community and the talented people I work with. It also made me feel that I am a valued contributor to the company.”

- Employee Participant



FLEX Program, Juarez, Mexico

FLEX

Our Front-Line Leadership Excellence program focuses on building the leadership capabilities of our manufacturing supervisors globally, those with direct oversight of the people building our products. The program is focused on helping them work through obstacles and communications challenges, in order to enable the success of their team.

“Communication and understanding what motivates us are key factors to determine how best to support and empower our team for success.”

- Employee Participant

DEEPENING OUR COMMITMENT TO DIVERSITY, EQUITY AND INCLUSION

Q&A with Amy E. Dahl

Vice President, Human Resources, Distributor Development, General Counsel and Corporate Secretary

Q: What does diversity, equity and inclusion, DEI, mean to The Toro Company?

Our best performance comes when our teams are diverse. It is these differences that enrich our culture and are the sparks for innovation that help fuel our growth. Ultimately, multiple forms of diversity in our teams, skills and talents allow us to generate better solutions for our company and customers.

Q: What was new and different about how TTC approached DEI in fiscal 2019?

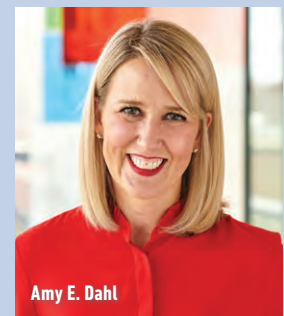
Reflected in our core values, it is important to respect what makes each of us unique, so that all employees have the freedom to be their best selves at work and feel a genuine sense of belonging. Our intentional commitment to diversity, equity and inclusion is key to our mission of superior innovation and superior customer care. To further our progress we have designated DEI as part of the formal responsibilities of

one of our senior leaders in Human Resources. By formalizing responsibility for DEI within TTC, we will bring additional structure, strategy, our legacy values and priority to the good work already happening and extend it even further.

Q: What’s next?

We are in the process of building out our strategy roadmap to bring clearer focus and metrics to guide our diversity, equity and inclusion efforts. We are broadening our DEI lens from workforce and workplace practices, to seeking out synergies with supplier management practices and philanthropic giving. We will continue to celebrate our employees in honoring cultural days throughout the year and will seek to form affinity groups to better support employees through their career evolution at TTC. We are excited to engage more employees in this important journey for our company.

For all current and future employees, we seek to create a unique and differentiated work experience that leverages and values the unique differences in all of us!



Amy E. Dahl



COMMUNITY

The heart of our company is our commitment to people. The Toro Company has a strong legacy of giving back to communities, in particular those where our employees live and work.

OUR LEGACY OF GIVING

Employees of The Toro Company around the world volunteer with local charitable organizations and civic projects including supporting the beautification and preservation of outdoor environments, water conservation, community health and housing and youth enrichment. TTC extends the impact of our employees' efforts through matching gifts and the donation of products and expertise.

The Toro Company provides all full-time salaried employees with the opportunity to volunteer up to 20 hours of their time during the workday each year. Within the U.S., the Dollars for Doers program donates \$300 to qualifying nonprofit organizations where employees volunteer at least 30 hours annually outside their normal work schedule. Our Team Program matches charitable funds raised by teams of six or more U.S. employees to approved organizations, ranging from \$100 to \$1000. Finally, the Individual Heroic Effort

Program supports our domestic employees who participate in a charitable event of three or more days in length with a matching donation of \$100 to \$1000.

Our signature employee volunteer programs include the following partnerships:

- **Habitat for Humanity:** For more than a decade, our employees have volunteered their time to help build homes for families in need. TTC also donates walk power mowers, yard tools and irrigation products to help Habitat homeowners maintain their properties.
- **United Way:** Each year, our employees donate their time, leadership and dollars through various United Way fundraising events to help make a lasting impact in our communities. In Minnesota, TTC is recognized as a "Million Dollar Partner" for raising more than \$1 million dollars each year through employee and Foundation contributions.



Field Rebuild Donation



BOSS Employees Playground Build



\$3.1M
 DONATED TO
 THE COMMUNITY
 IN FISCAL 2019*

**EMPLOYEES VOLUNTEERED
 MORE THAN 12,000 HOURS
 IN THE COMMUNITY
 IN FISCAL 2019.****

* Global data; includes CMW donations.
 ** Global data; does not include CMW employee volunteer hours.

- **Skills-Based Volunteering:** Employees participate in a diverse range of skills-based volunteering projects helping improve parks, schools, sports fields and other green spaces. Since 2005, TTC employees have proudly teamed up with the Minnesota Twins organization to help rebuild distressed youth baseball and softball fields.

In-Kind Product Donation

The Toro Company supports global nonprofit organizations by providing high-quality products to maintain their facilities and reduce operating costs. From donating mowers and other outdoor equipment for workforce training programs, to Workman® utility vehicles for parks and veteran programs, our donations help nonprofits around the world enhance their environments so they can focus on achieving their mission.



Toro Playground Build



Perry Public Schools Product Donation



Habitat for Humanity Build

ADVANCING OUR INDUSTRY

At The Toro Company, we believe we can make a difference by leveraging the expertise and assets of our company and business partners around the world to advance the interests of the industries and customers we serve. We focus on supporting projects to beautify and preserve outdoor environments, advance water conservation efforts and promote enjoyment through outdoor physical activities.

Our key focus areas and partnerships include:

Environment

- TTC's strategic partnership with the Wyland Foundation aims to raise environmental awareness about the importance of protecting water resources for future generations and preserving the world's oceans, waterways and marine life.
- We are a longtime partner of the Environmental Institute for Golf, the philanthropic arm of the Golf Course Superintendents Association of America, donating more than \$2 million to help support scientific research, education and scholarships for future turfgrass professionals.
- TTC is a premier corporate partner of the Golf Environment Organization, which focuses on advancing sustainability in and through the game of golf.

Education

- TTC provides funding to support academic and technical agronomic programs to help further the education of future turf management professionals.
- In partnership with the Irrigation Foundation, the National Association of Landscape Professionals and the Landscape Architecture Foundation, we provide scholarships for future professionals to attend key industry tradeshows and further their career development.
- TTC proudly supports FFA with grant funds for their Supervised Agricultural Experience and recognizes outstanding achievement by sponsoring the Diversified Horticulture Award.

Access

- Since 1998, we have donated more than \$1 million in program support, scholarships and equipment donations to The First Tee to support their mission to enhance young peoples' lives through educational programs and ready access to the game of golf.
- TTC partners with Project Evergreen's GreenCare for Troops and SnowCare for Troops programs to provide complimentary lawn and landscape services, and snow and ice removal services for families of currently deployed military personnel.

LAND. WATER. THRIVE.

Whether in our local communities or in the developing world, we are all important stewards of the water and natural spaces that enrich our lives. At The Toro Company, we work to cultivate, conserve and restore our outdoor environments to ensure healthier, more vibrant and sustainable communities.

Our Land. Water. Thrive. initiative is something that is unique to TTC. As part of this effort, we provide immersion experiences for our employees to work with smallholder farmers in developing countries to improve their productivity and agricultural water practices. In addition to the long-term impact on the smallholder farmer the immersion experience strengthens employees' empathy and customer-focused approach to problem solving. We also are furthering our efforts to help our communities enrich the beauty of the land for the health, well-being and enjoyment of everyone with a focus on revitalizing parks and green spaces.

Developing Countries

As a leader in water-efficient drip irrigation for the agricultural market, TTC has partnered with government agencies, NGOs and smallholder farmers in Haiti, Nicaragua, Honduras, Mozambique, Guatemala, Uganda, Malawi, Tanzania, Zambia and other developing countries to promote sustainable agricultural practices, improve crop yields and build thriving communities.

"I am hopeful that organizations like...The Toro Company can make a difference in the lives of these smallholder farmers. Farming is what they do on a daily basis, it's what they live for, and it is at the core of who they are as people."

- Employee Participant





Fiscal 2019 Honduras Initiative

For families in rural Honduras, the land and crops they grow is critical to their survival. Like many other Latin American countries, Honduras has fertile land that the people depend on for agriculture, but crop production is inefficient and the threat of drought is imminent. They grow crops for the sole purpose of feeding their families but lack the resources and infrastructure to optimize their productivity.

In fiscal 2019, as part of our Land. Water. Thrive. philanthropic initiative, we partnered with iDE to work with smallholder farmers in Honduras to better understand their water practices in order to develop drip irrigation and water storage solutions that are affordable, sustainable and that meet the needs of both growers and their communities. We used a human-centered design approach to make recommendations for enhanced agricultural water practices and delivery technologies and systems. The project provided TTC employees with valuable insights about how to better serve farmers in those regions and provided real solutions to positively impact the livelihood of the farmers that were part of the program.

Greenspace Enhancement

Our Greenspace Enhancement Grant Program supports nonprofits around the world in enhancing landscapes, transforming neglected areas and creating new spaces for public enjoyment. Our goal is to help communities enrich the beauty of the land for the health, well-being and enjoyment of everyone.

We accomplish this goal by engaging our employees' talents and energy in revitalizing parks and green spaces, enriching the outdoor environments of our neighborhoods and schools, educating communities about the importance of the efficient use of water and supporting sustainable agriculture through community gardens.

Fiscal 2019 Grant Cities Included:

Abilene, Texas	<i>Abilene Zoological Society</i>	Green space for the new Madagascar Exhibit
El Cajon, California	<i>Urban Corp of San Diego</i>	Transform open and unused space into the North Marshall Pocket Park, a green gathering space
Juarez, Mexico	<i>Colegio de Bachilleres del Estado de Chihuahua Plantell 11</i>	Provide a designated green area for sports and cultural activities
Riverside, California	<i>Greater Riverside Chamber of Commerce</i>	Landscaping associated with the First Housing initiative
	<i>Rivers and Land Conservancy</i>	Enrich a highly utilized trailhead as a part of the Creating Habitat and Beauty for Pollinators and People Project





PRODUCTS

The Toro Company is committed to developing innovative, safe and high-quality products that are designed to yield performance, productivity and environmental benefits for our customers. On a broader scale, we want to help the world do more with less.

SOLVING CUSTOMER PROBLEMS

Throughout our history, using innovation to solve customer problems has been a hallmark of our success. As we commonly say, we work on solving problems, not just producing products.

Unique to the industry, our Center for Technology, Research & Innovation focuses on helping our businesses develop products that increase productivity, save water, reduce fuel consumption and improve growing conditions. This group, comprised of leading agronomists and engineers, also lays the foundation for future innovations in robotics, fuel cells, advanced battery technologies and smart technologies.

LONG-TERM FOCUS ON WATER STEWARDSHIP

Water scarcity and pollution are growing concerns, and among the greatest challenges, for communities around the world. At The Toro Company, we understand the importance of water in producing food and other crops, and in supporting functional recreation areas and landscapes. We strive to innovate industry-leading irrigation solutions that apply water more efficiently to turf, landscapes and agricultural crops.



WATERSENSE

Both our Toro® and Irritrol® brands have received the U.S. Environmental Protection Agency WaterSense award, as well as the WaterSense certification for numerous irrigation controller families and models.

Importantly, our efforts expand beyond product development to fostering education and industry collaboration in water stewardship. We provide product and financial resources to help nonprofits, schools, consumers and businesses realize the environmental and economic benefits of water efficiency. As just one example, TTC has donated over 350 drip irrigation kits to schools in California and Arizona to help teach children the value of water, agriculture, growing vegetables and produce and healthy diets. We also collaborate with universities, industries and communities to build awareness around proper irrigation strategies for enhancing and protecting ecosystems.

WE WORK ON
SOLVING PROBLEMS,
NOT JUST PRODUCING
PRODUCTS.

FlowControl® at Strawberry Hill, USA



The Water Zone Radio Show

THE WATER ZONE

Sponsored by The Toro Company, The Water Zone weekly radio show brings together local, state, federal and international officials, water experts, civic leaders and technologists to discuss today's water challenges and explore strategies for sustaining one of our world's most precious resources.

This popular radio program has been recognized many times over the last decade for its unique approach to educating industry experts and the public alike. In 2019, the program was honored with an award from the U.S. Environmental Protection Agency for Public Relations & Education. The counties of Riverside, CA, and San Bernardino, CA, also both recognized the program in 2019 for its effective approach to public education.

Advancing Agricultural Efficiency

The Toro Company is a leader and active member of many organizations supporting efficient irrigation, including the California Ag Irrigation Association, the California Irrigation Institute, the Irrigation Association, the American Society of Agricultural and Biological Engineers and the American Society of Agronomy among others.

For decades, our Blue Stripe® hose and patented Aqua-Traxx® drip tape have been trusted by farmers and nurseries worldwide for helping to increase water use efficiency and crop yields. Blue Stripe and Aqua-Traxx, along with our more recent BlueLine® PC heavy-wall dripline and FlowControl® premium drip tape, greatly improve water use efficiency by evenly applying water slowly and directly to the crop's root zone. As a result, crop yields, quality and resource use efficiency are improved, and environmental degradation and wastewater are minimized.

As pressure changes throughout the irrigation run, standard drip tapes often stress plants and reduce yield and efficiency by over- or under-watering. FlowControl drip tape gives a more uniform irrigation, regardless of elevation changes. In addition, with its patented flexible emitter flowpath, FlowControl is designed to free debris every time the system is shut down, which removes obstructions and unclogs emitters – ultimately reducing labor, improving yield and increasing system longevity.

Just ask the growers at Strawberry Hill, USA. They made the switch to FlowControl a few years ago in an effort to improve production yields, conquer challenging terrain, and elevate their business. Thanks to TTC's FlowControl design, they have been able to irrigate longer runs and uneven terrain, improve uniformity and crop yield, reduce clogging, improve installation efficiency and increase their profitability.



**WE HELP OUR CUSTOMERS
MAKE SMART DECISIONS ABOUT
WATER USAGE ACROSS DIVERSE
INDUSTRIES AND LANDSCAPES.**

Lynx® Central Control System

Precision Design, Application and Monitoring

The Toro Company provides a range of products and technology solutions to help our customers make smart decisions about water usage across diverse industries and landscapes, including:

- Toro's PrecisionSense™ technology is designed to measure the variability of key site attributes – including soil moisture, salinity, compaction and plant performance – to help customers improve water and resource efficiency and produce healthy, more uniform turf.
- Toro's patented and award-winning Precision™ Series Spray Nozzles and Precision™ Series Rotating Nozzles easily retrofit to existing irrigation systems. Both nozzle families are designed to apply water slower and more evenly, eliminate runoff and deliver savings in outdoor water use.
- Taking irrigation efficiency to the next level, TTC's comprehensive Lynx® Central Control System combines access to real-time course information, precision control options and convenience through mobile connectivity to better manage turf health and water resources. Expanded capabilities through the new Lynx Smart Hub, Lynx Smart Satellite and Lynx Dash interface are designed to provide even greater functionality and control to help our customers use water as efficiently as possible.
- Toro's Turf Guard® wireless soil monitoring system measures and reports soil moisture, temperature and salinity. Real-time data helps customers make more informed decisions on when and how much to water, ensuring healthier turf without over watering.
- The award-winning, industry first Toro® EVOLUTION® irrigation controller provides an intuitive interface, USB functionality and smart controls that can be accessed anywhere in the world to help reduce water use.



Greensight Drone & PrecisionSense™



Olympic Stadium in Kiev, Ukraine



Turf Guard® Wireless Soil Monitoring System

OUR ALTERNATIVE POWER OFFERINGS INCLUDE PRODUCTS POWERED BY PROPANE, BIODIESEL AND ADVANCED BATTERIES.



ENERGY-EFFICIENT TECHNOLOGIES

With a focus on efficiency and reduced total cost of ownership, our alternative power offerings include products powered by propane, biodiesel and advanced batteries – made more efficient by incorporating electronic fuel injection, hybrid and electric technologies. Increasingly, we are also focusing our innovation efforts to enhance our leverage of alternative energy sources.

Optimizing Power Usage

Our focus on energy efficiency begins with optimizing the amount of energy provided to a machine to fulfill the purpose it serves. For example, TTC's Smart Power® technology automatically adjusts the mower's engine speed for the cutting conditions to maintain optimal power to the blades.

In 2019, The Toro Company launched a new line of products with the Flex-Force Power System® featuring 60V lithium-ion technology. All of the products in the 60V Flex-Force Power System line feature TTC's lithium-ion smart batteries, which are designed to be interchangeable among products in the 60V Flex-Force Power System line. The Flex-Force series of products also reduces noise pollution and product exhaust and evaporative emissions.

Hybrid Engines

In 2019, Toro introduced the Greensmaster eTriFlex™ hybrid riding greens mower. These EnergySmart® models from our legacy TriFlex™ series of greens mowers carry no hydraulic fluid and are designed for quiet operation through the use of all-electric components for traction, steering, lift and cutting. Additionally, certain models of the eTriFlex™ provide fuel savings and emissions reductions or eliminate the need for a liquid fuel source altogether.

ELECTRIC-POWERED SPOTLIGHT

e-Dingo™ 500

Toro introduced the new e-Dingo™ 500 compact utility loader in early 2020. Building on the 20-year history of the Dingo® product line that allows users to productively complete jobs in tight spaces, we evolved the platform by adding lithium-ion batteries to eliminate product exhaust and evaporative emissions. Furthermore, TTC included a patent-pending ECO-mode that allows users to choose power modes to conserve battery life, leveraging the right amount of energy needed for the job. The e-Dingo also provides a low volume of noise – allowing operators to work during the day while mitigating hearing disruption to their surrounding environment. The e-Dingo expands the use of TTC's compact construction product line from the outdoors to the indoors, offering a sustainable approach to indoor demolition or residential/commercial remodeling projects.

The e-Dingo™ offers a sustainable approach to indoor demolition and remodeling projects



WASTE REDUCTION

The Toro Company is focused on reducing waste and increasing efficiency – for our customers, in our own operations and in partnership with our suppliers. Below are several examples of how that commitment comes to life in our product and service offerings:

Rental Equipment

TTC provides a wide range of products to customers through rental stores. This allows contractors and consumers to save money and storage space by renting equipment they don't need every day, thereby maximizing the life of the equipment.

Snow and Ice Removal

BOSS Snowplow QuickCube™ is a revolutionary new approach for ice control that is designed to lower fuel costs, improve response times to job sites and protect the environment around where deicing materials are stored. This technology utilizes weatherproof poly cubes, called hoppers, that are filled with solid deicing materials and then staged at job sites in advance.

Cured-In-Place Pipe Technology

Designed and distributed by our Hammerhead Trenchless business, the Bluelight LED system is a revolutionary Cured-In-Place Pipe, CIPP, lining system for laterals and small sewer pipes. Repairing pipe and aging infrastructure, rather than replacing it, helps to reduce overall landfill waste and extend the life of previously installed piping networks. This process also helps to ensure that water is not lost on its way to the end user. An estimated 14-18% of treated water never makes it to the tap because of leaky pipes – enough clean water to support 15 million households.*

While traditional CIPP lining systems use epoxy resins cured with steam, hot water or ambient air, the Bluelight System uses specially formulated resin that cures with energy-efficient LED light, up to 5 times faster than conventional curing methods. The system also minimizes site disruption and maximizes customer efficiency. With its compact footprint, installers can instantly increase productivity and efficiency.



Product Labeling

In an attempt to simplify and streamline product labeling, we added QR codes to product serial tags. The QR code landing page provides users with the relevant operator manual as well as warranty, compliance and service parts information.

We also replaced printed operator manuals with online "Quick Start Guides" for our residential walk power mowers and snowthrowers. This effort uses visual learning tools to enhance comprehension, reduces overall paper usage and ensures that operators have access to the most up-to-date information.

Mowing

TTC's proprietary Recycler® cutting system mulches grass clippings into fine particles to return vital nutrients and moisture back to the soil. This process reduces yard waste and helps optimize and reduce fertilizer usage.

*Source: <https://www.infrastructurereportcard.org/wp-content/uploads/2017/01/Drinking-Water-Final.pdf>





To learn more, visit our website at:
www.toro.com/en/product-safety-information.

Advancements in Sustainable Packaging

In Australia and New Zealand, we design and market garden products under the Pope® brand name. In 2019, we launched or refreshed many Pope retail garden products and successfully executed significant packaging cost savings measures. Ultimately, our refreshed products received an “advanced” classification in a recent audit of sustainable packaging activities undertaken by the Australian Packaging Covenant, a government body established to drive improvements in environmental sustainability relating to packaging.

PRODUCT SAFETY

TTC cares deeply about the wellbeing of its customers and has been recognized in our industry throughout our history for leadership in product safety and labeling. Our most critically important focus is educating customers and consumers about the safe usage and maintenance of our products.

We provide a comprehensive resource library of safety tips, videos, safety data sheets and operating manuals at www.toro.com/en/product-safety-information. Our operator manuals provide detailed operating instructions, safety guidelines and maintenance schedules.

Our product design and development processes include rigorous protocols for the delivery of innovative product safety features. For decades, we have been instrumental in the development of industry voluntary safety standards, and we comply with all mandatory safety standards set by the U.S. Consumer Product Safety Commission, European Union and other agencies around the world.

Finally, our manufacturing locations have implemented stringent safeguards to remove hazards from products and packaging, thereby reducing our environmental impact. This requires close partnership with our suppliers to similarly reduce toxic materials in our components and parts. We also collaborate with our distributor partners and public agencies to recycle batteries, tires and other materials to limit environmentally harmful waste.



Rental Equipment



Recycler® Consumer Mowing System

PROCESS

As a leading manufacturer for more than a century, The Toro Company has a proven history of operational excellence, as demonstrated by our unwavering commitment to manufacturing quality products for our customers and continuous improvement in our operations. Our Process pillar reflects both that long-standing commitment and our more intentional and deliberate focus to maximize resource efficiency across our operations.

WHAT GETS MEASURED GETS MANAGED

We are in the beginning phase of our data collection and measurement efforts with regard to our use of energy and resources in our operations. As an initial step in our measurement efforts, in fiscal 2019, five manufacturing sites implemented a new energy management system which provides real-time access to data with analytics to identify key performance trends and opportunities for operational efficiency, as well as energy and environmental impact reduction. This new program, known as Monitoring, Targeting and Reporting, or MTR, will be expanded to additional sites in fiscal 2020.

MTR will serve as the primary tool for assessing site energy consumption and resource efficiency and providing benchmarking information – all with the goal of increasing operational efficiency at a submetered device level. We expect that as a result of the data collected using MTR, we will obtain actionable data to help us make impactful decisions regarding better and more efficient use of energy and resources in our operations.

In addition to launching MTR, we determined that it was critical to engage with each of our manufacturing sites – worldwide – to ensure we captured a global perspective on our varying operations. As a result, we are in the process of surveying teams at all global manufacturing sites to understand existing activities and future capabilities for water and energy conservation, solid waste reduction and hazardous waste management. We expect to use the data collected in this survey to identify opportunities for enhanced environmental sustainability across our global locations. We are also working with our various sites to establish baseline metrics on certain energy and resource uses with the goal that all sites will be expected to report against a set of environmental metrics we consider impactful on an ongoing basis.

This new effort complements and augments TTC's established focus on Lean Enterprise, a management methodology that is designed to extract waste out of all processes, ultimately preserving natural resources and avoiding unnecessary spending. Where waste still exists, sites are encouraged to reuse and recycle materials wherever possible. For example, we:

- Reuse packaging throughout our manufacturing facilities and in partnership with key suppliers
- Reuse water through innovative water reclamation and treatment systems in select facilities
- Recycle steel, aluminum, plastics, cardboard packaging and paper
- Recover and reuse powder (paint) coating

Shakopee Energy Conservation

In fiscal 2019, we installed the energy submetering data collection technology at our manufacturing facility in Shakopee, MN. The data showed that air compressors were continuing to operate at full power during periods of limited production. Ultimately, it became clear that air leaks were causing the compressors to operate unnecessarily to maintain pressure. After completing the necessary maintenance to fix the issues, the site saw an immediate reduction in energy costs and improvement in operational efficiency.



World Headquarters in Bloomington, MN

CLOSING THE LOOP IN OUR SUPPLY CHAIN

The Toro Company participates in an exclusive closed loop recycling partnership in California with Revolution Plastics, a leading recycler and manufacturer of film, bags and tubing for the agricultural sector. Revolution Plastics collects growers' used drip tape, washes it, converts it to pellets and then produces recycled PE resin, which TTC then purchases to use in other drip-irrigation products.

The partnership commenced in April 2019, and TTC started receiving deliveries of recycled resin the following month. As of November 2019, 381,000 pounds of drip tape have been recycled, with a goal of recycling 2.5 million pounds by the end of October 2020. This innovative program is designed to help support growers' sustainable irrigation objectives, reduce landfill plastic waste and serve as a compelling model of a closed-loop production process.

SUSTAINABLE FACILITIES

In addition to designing sustainable manufacturing processes, TTC is committed to building and maintaining sustainable features at many of its other facilities. As we construct, expand, or renovate our sites, we seek to integrate green building systems and practices to reduce our operational environmental impacts. Nowhere is that commitment more evident than at our world headquarters in Bloomington, MN.

Our headquarters facility features an innovative green roof which helps to reduce stormwater runoff and improve energy efficiency and ambient air quality. Inside the facility, energy efficient LED lighting and motion sensor controls are featured throughout, and many of our carpet selections are manufactured from recycled plastic bottles. In addition, a concerted effort was made to connect our employees with the outdoors through daylighting and easy access to outdoor spaces and natural gardens.



We are an APR Recycling DEMAND CHAMPION



"Thanks to Toro's new recycling service with Revolution Plastics, Toro growers in California now have a reliable and sustainable outlet for their used drip tape."

- Ralf San Jose, Director of Marketing for Toro's Agricultural Business



ETHICS AND INTEGRITY

At The Toro Company, we take great pride in conducting business as an ethical organization. Ethical and trusting relationships have been a core part of who we are for more than a century. Our commitment is about more than legal compliance, it's about upholding high ethical standards and principles. We are committed to winning in the right way and strive to foster a culture where people want to do the right thing.

OUR CODE OF CONDUCT

The Toro Company's Code of Conduct is the cornerstone of our ethics and compliance program and is the foundation upon which we will continue to build our legacy as an ethical organization. Our Code of Conduct serves as a guidepost of who we want to be as a company and how we want our employees to behave - it provides the framework for ethical decision-making. Every employee plays a critical role in safeguarding and maintaining our reputation and is responsible for proper conduct every day, with every business decision and action. Our commitment to conducting business in an ethical manner results in The Toro Company being a trusted partner to all of our stakeholders – employees, customers, suppliers, shareholders, communities and others.

Our commitment to ethical conduct is further evidenced through concerted and innovative methods to educate and engage our employees in how to apply the key principles of our Code, including through robust, interactive training, communications, videos and even humor, when appropriate, to help ensure that our ethical principles resonate across our enterprise. In addition, we provide training to our global employee population, including management, on the importance of complying with anti-bribery and anti-corruption laws. Our Board of Directors annually receives a report from management on our Code of Conduct and Ethics program.

Employees are also encouraged to trust their instincts and immediately report any concerns in good faith without fear of retaliation. As such, employees can report concerns anonymously, if they so choose. To facilitate reporting and/or inquiries on our Code of Conduct, we offer a global employee helpline with translation in 8 languages. Our management is committed to responding to concerns or ideas submitted through our helpline. As just one example, after receiving a comment from an employee through our helpline, we eliminated the use of Styrofoam in our headquarters' cafeteria and switched to using compostable containers.





100%
OF PRODUCTION
FACILITIES COMPLETED
CODE OF CONDUCT &
ETHICS TRAINING
IN FY2019*

**WE BELIEVE IN
WINNING IN THE
RIGHT WAY.**

** Including anti-bribery and anti-corruption training; and over 99% of our office employee population completed code of conduct, ethics, anti-bribery and anti-corruption training in FY19.*

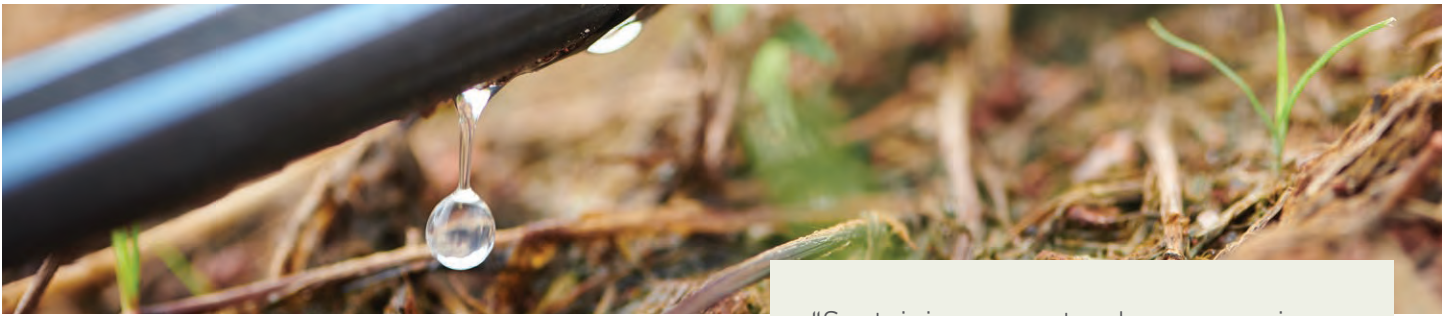
WINNING IN THE RIGHT WAY

TTC'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. We are all entrusted to carry on this legacy of excellence.

The Toro Company's Code of Conduct can be viewed online at: www.thetorocompany.com/ethics.

We offer a global employee helpline with translation in 8 languages.





AWARDS AND RECOGNITION

Recognition for our Water Leadership

In 2019, the U.S. Environmental Protection Agency recognized The Toro Company with a WaterSense® Excellence Award for outstanding efforts to defeat water waste and promote WaterSense. The Toro Company was honored for its leadership in improving water efficiency through education and product development, in addition to the launch of the Land. Water. Thrive. global philanthropic initiative.

Since 2006, The Toro Company and more than 2,000 other WaterSense partners have helped consumers save more than 3.4 trillion gallons of water – enough water to supply all U.S. households for four months. WaterSense-labeled products and homes have also helped reduce the amount of energy needed to heat, pump and treat water by 462.5 billion kilowatt hours – enough to power more than 44.4 million U.S. homes for a year and save \$84.2 billion in water and energy bills. To learn more, visit www.epa.gov/watersense.

Toro Urban Park Innovation Award

Established in 2017, the Toro Urban Park Innovation Award recognizes innovation in park management and practices. The 2019 award honored the La Lomita Park project, a unique collaboration between Denver's Parks and Recreation and Public Works agencies. La Lomita is a pilot effort for Denver's new Green Infrastructure Implementation Strategy, which highlights opportunities to implement green infrastructure in Denver parks. The funds from the award will transform the park into a learning lab by supporting interpretive signage and environmental education.

2019 Employee Award Winners

Each year, The Toro Company honors employees or teams for outstanding achievements and pride in excellence. The Circle of Excellence award was created to recognize employees whose performance, dedication and contribution go beyond The Toro Company's standard of performance. Employees who obtain new patents on behalf of the company are recognized at our annual Patent Awards. In addition, employees who demonstrate exceptional commitment to volunteerism are recognized by our annual Everyday Hero and Hands of Hope awards.

"Sustaining our natural resources is a key focus in the work we do and the products we bring to market," says John McPhee, general manager, Toro Irrigation and Lighting Businesses. "We are proud to partner with the EPA to take measurable action to conserve our water resources."



Wyland National Mayor's Challenge for Water Conservation

In partnership with the Wyland Foundation, The Toro Company co-sponsors the Wyland National Mayor's Challenge for Water Conservation. In April 2019, residents from thousands of U.S. cities took part in the Challenge, which promotes drought resiliency and water quality. Mayors from 35 states vied to see which city could be the nation's most "water wise." Ultimately, residents made 618,144 pledges to change behaviors ranging from fixing home leaks to reducing water pollution. To learn more, visit www.mywaterpledge.com and www.wylandfoundation.org.

The Mayor's Challenge for Water Conservation is designed to:

- Increase awareness on the importance of water conservation
- Improve water efficiency and promote drought resiliency
- Further improvements in infrastructure and reduce operating costs for cities
- Protect watersheds and ecosystems



2019 Circle of Excellence



2019 Patent Awards



EPA WaterSense 2019 Excellence Award



2019 Everyday Hero Award



Toro Urban Park Innovation Award



The Toro Company
8111 Lyndale Avenue South
Bloomington, MN 55420-1196
952-888-8801
www.thetorocompany.com

EXMARK® WARRANTY MATRIX

UNIT TYPE	COMMERCIAL	CONSUMER
COMMERCIAL RIDERS & FRONT MOUNT DECKS		
Lazer Z® Diesel	Limited Warranty - 5 Year or 1,500 Hours (with No Hour Limit the First 2 Years)	
Lazer Z X-Series	Limited Warranty - 5 Year or 1,500 Hours (with No Hour Limit the First 2 Years)	
Lazer Z S-Series and Lazer Z E-Series	Limited Warranty - 5 Year or 1,250 Hours (with No Hour Limit the First 2 Years)	
Vertex® S-Series	Limited Warranty - 4 Year or 1,250 Hours (with No Hour Limit the First 2 Years)	
Staris® E-Series	Limited Warranty - 4 Year or 750 Hours (with No Hour Limit the First 2 Years)	
Radius® X-Series	4 Year or 1000 Hours Limited	
Radius S-Series	4 Year or 750 Hours Limited	
Radius E-Series	4 Year or 500 Hours Limited	
Quest® S-Series & Quest E-Series	30 Days Limited	3 Year Limited
Navigator®	2 Year Limited	
WALK-BEHINDS		
Commercial Walk-Behinds (excludes 30" & 21")	2 Year Limited	
30" & 21" Mowers	1 Year Limited	
ACCESSORIES		
Serialized Attachments and Accessories	1 Year Limited	
Non-Serialized Attachments and Accessories	90 Days	
Quest Attachments and Accessories	30 Days Limited	1 Year Limited
MISCELLANEOUS		
Peerless 5-Speed Transmission	2 Year	
WARRANTY EXCEPTIONS		
Battery	1 Year, \$50 Flat Rate (All mowers with the exception of models below) 1 Year, \$110 Flat Rate (Lazer Z Diesel) 1 Year, \$125 Flat Rate (Staris, Lazer ZX1 models and Gas 96" Lazer ZX-Series)	
Belts and Tires	500 hour guideline within the warranty period	
Engine*	4 Year or 500 Hours - Exmark® on Radius E-Series 3 Year Consumer, 90 Day Commercial - Exmark® on Quest 3 Year or 2,000 Hours (No Hour Limit the First 2 Years) - Yanmar® 3 Year - Vanguard® 3 Year - Kawasaki® 3 Year - Kohler® 2 Year - Honda®	

See warranty statements for complete details. *Please refer to the engine manufacturer's warranty statement that is included in the literature packet. We are not authorized to handle warranty adjustments on engines. This warranty only includes the cost of parts and labor.

Lease-Purchase For Government Entity/Municipal

February 2022



Transaction Size	\$10,000-\$49,999	\$50,000-\$99,999	\$100,000 +
24 Month Factors	.04383	.04376	.04365
36 Month Factors	.02993	.02986	.02975
48 Month Factors	.02299	.02292	.02281
60 Month Factors	.01883	.01876	.01865
72 Month Factors	.01606	.01599	.01588

- * \$250 Documentation Fee; additional \$50 for titled equipment
- * Application-only up to \$250,000
- * Call for special payment structures (skip, quarterly, annual etc.)
- * Rates & terms are based on credit quality and are subject to final credit approval
- * Credit approval and pricing valid for 60 days from approval date (OAC)

Municipal Lease-Purchase

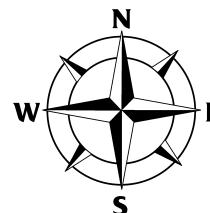
Municipal Lease-Purchase allows municipal entities to avoid large capital purchase outlays and preserves their operating budget for additional equipment needs.

By offering a Municipal Lease-Purchase, the entity can stretch their budget funds further and operate more efficiently by acquiring the equipment they need now rather than wait for full budget allocation. This allows the entity to focus on long-term equipment needs by spreading out the purchase over a lease-purchase term.

Western Equipment Finance

503 Highway 2 West
 PO Box 640
 Devils Lake, ND 58301
 Phone: (800) 451-7087

Joel Schuman (866) 806-8021
 Joel.Schuman@WesternEquipmentFinance.com



Why Western Equipment Finance?

Western Equipment Finance has been in business since 1990 and is an affiliate of Western State Bank which was established in 1901. We are a full service commercial equipment finance company that provides both lease and conventional financing options.



EXCLUSIVE: HYDRO LIFE EXTENSION PROGRAM

With the redesign of the hydraulic systems, Exmark has created a maintenance system that when used with Exmark Premium Hydraulic Oil, has been tested in the field to operate in the toughest of conditions while maintaining cooler system temperatures than other hydraulic applications.

With proper preventative maintenance and care, this hydro system has proven it can deliver long term durability for the extent of the warranty coverage and beyond.

THE KEY TO ACHIEVING THIS LONG TERM DURABILITY IS YOU.

Exmark's customer service team is pleased to announce we are expanding our Hydro Life Extension program which increases the hydro coverage guideline on your eligible units by having your dealer perform basic hydro maintenance and service requirements. You can ensure a long and trouble free ownership experience with your hydro system.



PROGRAM:

- Customer allows Exmark dealer to perform the hydraulic service maintenance at appropriate service intervals (customer pays for the oil & filters as well as 30 minutes of labor).
- Dealer documents each service performed.
- When all services are completed, the customer's Hydro Drive System Warranty will be extended.

BENEFITS:

- Exmark will extend the Hydro Drive System Warranty coverage (see dealer for complete details):
 - Lazer E- & S-Series increase from 1250 hours to 2500 hours
 - Lazer X-Series increase from 1500 hours to 2500 hours
 - Radius E-Series increase from 500 hours to 750 hours
 - Radius S- Series increase from 750 hours to 1000 hours
 - Radius X-Series increase from 1000 hours to 1500 hours
- Minimize the chance of premature non-warrantable failures
- Documentation of proper maintenance often increases resale value

ELIGIBILITY:

- All Lazer and Radius owners
- Lazer units with less than 300 hours
- Radius units with less than 100 hours

The mowers landscape professionals trust 2 to 1.*

exmark.com

*Trusted 2-to-1 over the next best-selling brand of zero-turn mowers. Based on U.S. Data study by Wiese Research Associates Inc. Market Share and Additional Equipment Study (February 2016).





HYDRO COVERAGE GUIDELINES

LAZER Z:

Service the Hydro System 5 times during coverage guidelines:
250 hours (+/- 50 hours)
750 hours (+/- 50 hours)
1250 hours (+/- 50 hours)
1750 hours (+/- 50 hours)
2250 hours (+/- 50 hours)

Consider additional loads on the unit - UltraVac, hilly terrain. If conditions are present, deduct 50 hours on all service intervals.

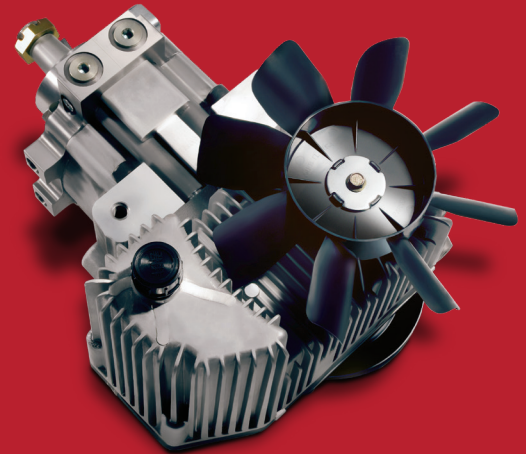
RADIUS E- & S-SERIES:

Service the Hydro System 2 times during coverage guidelines:
75 hours (+/- 25 hours)
600 hours (+/- 50 hours)

RADIUS X-SERIES:

Service the Hydro System 3 times during coverage guidelines:
75 hours (+/- 25 hours)
600 hours (+/- 50 hours)
1100 hours (+/- 50 hours)

Consider additional loads on the unit - UltraVac, hilly terrain. If conditions are present, deduct 25 hours on all service intervals.



EXMARK MANUFACTURING COMPANY INC. • 2101 ASHLAND AVENUE • BEATRICE, NE 68310-0808 • Call 402.223.6300 • exmark.com

Products depicted in this literature are for demonstration purposes only. Actual products offered for sale may vary in use, design, required attachments and safety features. We reserve the right to improve our products and make changes in specifications, designs and standard equipment without notice and without incurring obligations. See your dealer for details on all of our warranties. Exmark® and Lazer Z® are registered trademarks of Exmark Mfg. Co., Inc. Exmark is purchased 2 to 1 over the next best-selling brand of mowers based on U.S. data study by Wiese Research Associates, Inc. Market Share and Additional Equipment Study (February, 2016). ©2018 Exmark Manufacturing Company, Inc. All Rights Reserved. Printed in the U.S.A. 2018.

BID SPECIFICATIONS

Walk-Behind Mower Commercial 21 S-Series ECS180GKA21000

SPECIFICATIONS

Engine – Kawasaki FJ180V, governed to 3,300 rpm

Carb Compliant – No

Air Filter – Dual element air cleaner

Drive System – Self-propelled; rear-wheel gear-driven.

Ground Speed – 0.0 mph to 4.2 mph (6.8 kmph) forward.

Cutting Deck – Fixed deck, Rear-discharge bagger standard with option to mulch.

Cutting Height – 1.0" (2.5 cm) to 4.5" (11.4 cm) in 0.5" (1.3 cm) increments.

Tires – 9.0" x 2.4", semi-pneumatic.

Curb Weight – 112 lbs.

Dimensions:

Deck Size - 21"

Width.....22 in. (55.9 cm)

Length.....63 in. (160.0 cm)

Height.....38 in. (96.5 cm)

Blades – 1 Blade at 20.5" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Fuel Capacity – 2 quart (1.8-L) integral fuel tank

Safety Package – Zone start

Available Accessories and Attachments

Coated Bail Drive	116-7907
Deck Wear Kit	109-9329
Engine Guard	116-0522
Mulch Plug	116-0251

BID SPECIFICATIONS

Walk-Behind Mower Commercial 21 X-Series ECX160CHN21000

SPECIFICATIONS

Engine – Honda GXV160UH2, governed to 3,300 rpm

Carb Compliant – Yes

Air Filter – Dual element air cleaner

Drive System – Self-propelled; rear-wheel gear-driven.

Ground Speed – 0.0 mph to 4.2 mph (6.8 kmph) forward.

Cutting Deck – Fixed deck, Rear-discharge bagger and mulch plug standard.

Cutting Height – 1.0" (2.5 cm) to 4.5" (11.4 cm) in 0.5" (1.3 cm) increments.

Tires – 9.0" x 2.4", semi-pneumatic.

Curb Weight – 112 lbs.

Dimensions:

Deck Size - 21"

Width.....22 in. (55.9 cm)

Length.....63 in. (160.0 cm)

Height.....38 in. (96.5 cm)

Blades – 1 Blade at 20.5" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Fuel Capacity – 1 gallon (3.8-L).

Safety Package – Zone start

BID SPECIFICATIONS

Walk-Behind Mower Commercial 21 X-Series ECX180CKA21000

SPECIFICATIONS

Engine – Kawasaki FJ180V KAI, governed to 3,300 rpm

Carb Compliant – Yes

Air Filter – Dual element air cleaner

Drive System – Self-propelled; rear-wheel gear-driven.

Ground Speed – 0.0 mph to 4.2 mph (6.8 kmph) forward.

Cutting Deck – Fixed deck, Rear-discharge bagger and mulch plug standard.

Cutting Height – 1.0" (2.5 cm) to 4.5" (11.4 cm) in 0.5" (1.3 cm) increments.

Tires – 9.0" x 2.4", semi-pneumatic.

Curb Weight – 123 lbs.

Dimensions:

Deck Size - 21"

Width.....22 in. (55.9 cm)

Length.....63 in. (160.0 cm)

Height.....38 in. (96.5 cm)

Blades – 1 Blade at 20.5" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Fuel Capacity – 1 gallon (3.8-L).

Safety Package – Zone start

BID SPECIFICATIONS

Walk-Behind Mower Commercial 21 X-Series ECX180CKA210BC

SPECIFICATIONS

Engine – Kawasaki FJ180V KAI BBC, governed to 3,300 rpm

Carb Compliant – Yes

Air Filter – Dual element air cleaner

Drive System – Self-propelled; rear-wheel gear-driven.

Ground Speed – 0.0 mph to 4.2 mph (6.8 kmph) forward.

Cutting Deck – Fixed deck, Rear-discharge bagger and mulch plug standard.

Cutting Height – 1.0" (2.5 cm) to 4.5" (11.4 cm) in 0.5" (1.3 cm) increments.

Drive Tires – 9.0" x 2.4", semi-pneumatic.

Curb Weight – 123 lbs.

Dimensions:

Deck Size - 21"

Width.....22 in. (55.9 cm)

Length.....63 in. (160.0 cm)

Height.....38 in. (96.5 cm)

Blades – 1 Blade at 20.5" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Fuel Capacity – 1 gallon (3.8-L).

Safety Package – Blade Brake Clutch (BBC).

BID SPECIFICATIONS
Walk-Behind Mower
Commercial 30 X-Series
ECX180CKA30000

SPECIFICATIONS

Engine – Kawasaki FJ180V KAI BBC, governed to 3,500 rpm

Carb Compliant – Yes

Air Filter – Dual element air cleaner

Drive System – Self-propelled, rear-wheel gear-driven.

Ground Speed – 0.0 mph to 3.8 mph (6.1 kmph) forward.

Cutting Deck – Fixed deck, Rear-discharge bagger and mulch plug or side discharge standard.

Cutting Height – 1.5" (3.8 cm) to 5.0" (12.7 cm) in 0.5" (1.3 cm) increments.

Drive Tires – 10.5" x 3.0", semi-pneumatic

Front Tires – 9" x 2.4", semi-pneumatic

Curb Weight – 185 lbs.

Dimensions:

Deck Size - 30"

Width.....31.9 in. (81cm)

Length.....68 in. (172.7 cm)

Height.....38.3 in. (97.2 cm)

Blades – 2 Blades at 15.4" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Parking Brake – Caliper Disc Brake

Fuel Capacity – 1 gallon (3.8-L)

Safety Package – Blade Brake Clutch (BBC).

Available Accessories and Attachments

Mulch Kit 116-8841

BID SPECIFICATIONS

Walk-Behind Mower Commercial 30 X-Series ECX200CKC30000

SPECIFICATIONS

Engine – Kohler® CV200 Command Pro, governed to 3,500 rpm

Carb Compliant – Yes

Air Filter – Dual element air cleaner

Drive System – Self-propelled, rear-wheel gear-driven.

Ground Speed – 0.0 mph to 3.8 mph (6.1 kmph) forward.

Cutting Deck – Fixed deck, Rear-discharge bagger and mulch plug or side discharge standard.

Cutting Height – 1.5" (3.8 cm) to 5.0" (12.7 cm) in 0.5" (1.3 cm) increments.

Drive Tires – 10.5" x 3.0", semi-pneumatic

Front Tires – 9" x 2.4", semi-pneumatic

Curb Weight – 185 lbs.

Dimensions:

Deck Size - 30"

Width.....31.9 in. (81cm)

Length.....68 in. (172.7 cm)

Height.....38.3 in. (97.2 cm)

Blades – 2 Blades at 15.4" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Parking Brake – Caliper Disc Brake

Fuel Capacity – 1 gallon (3.8-L)

Safety Package – Blade Brake Clutch (BBC).

Available Accessories and Attachments

Mulch Kit 116-8841

BID SPECIFICATIONS
Wide-Aread Walk-Behind Mower
Turf Tracer S-Series
TTS481CKA36300

SPECIFICATIONS

Engine – Kawasaki FS481V V-Twin, governed to 3,600 rpm

Carb Compliant – Yes

Air Filter – Standard Engine Manufacturer's air filter

Drive System – Twin Hydro-Gear variable-displacement pumps and twin high-efficiency Parker/Ross wheel-drive motors with 1" (2.54 cm) tapered shafts.

Ground Speed – Infinitely variable speed selection from 0– 6.2 mph (10 kmph) forward, 0–2.2 mph (3.5 kmph) reverse.

Hydro Fluid – Exmark Premium Hydraulic Oil

Cutting Deck – Full-floating UltraCut Series 3, side discharge standard, with molded discharge chute and option to bag or mulch.

Cutting Height – 1.5" (3.8 cm) to 4.5" (11.4 cm) in 0.5" (1.3 cm) increments.

Deck Lift Assist – Manual lift with hairpin from hole to hole for position adjustment.

Drive Tires – 16 x 6.5-8, 4-ply Turf Master®

Front Caster Tires – 9 x 3.5-4, smooth-tread, semi-pneumatic.

Steering and Motion Control – Hydro drive with Enhanced Control System (ECS), forward/reverse, left/right or zero-turn.

Curb Weight – 573 lbs.

Dimensions:

Deck Size - 36"

Width.....47.5 in. (120.7 cm)

Length.....77.7 in. (197.4 cm)

Height.....42.0 in. (106.7 cm)

Blades – 2 Blades at 18.00" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Blade Spindles – No maintenance, sealed and non-greasable spindles; 7.75"-diameter cutter housing with 25mm (.98") diameter spindle shaft and splined blade driver.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows unit movement without engine running.

Parking Brake – Lever-actuated mechanical compression.

Fuel Capacity – 5-gallon (18.9-L) fuel tank.

Electrical – No battery, recoil start w/ 5 amp clutch coil

PTO Engagement – Electromagnetic 105 ft-lbs clutch.

Standard Features – Engine hour meter

**Turf Tracer S-Series
TTS481CKA36300**

Safety Package – Operator Presence Controls (OPC). Operator must have speed control lever in neutral and blades disengaged to leave operator’s position without stopping engine

Available Accessories and Attachments

3-Bushel Bagger (36" requires adapter)	GC3602
Accessory Adapter	142-7445
Equipment Cover – Large	116-1379
Hydro Maintenance Kit.....	142-6099
Micro-Mulch System	126-3258
Operator Controlled Discharge (Hand) (requires adapter)	116-8430
StandOn	116-7223
Turf Striping Kit	126-5765
Walk-Behind Weight Kit	103-2637

BID SPECIFICATIONS
Wide-Aread Walk-Behind Mower
Turf Tracer S-Series
TTS481GKA48300

SPECIFICATIONS

Engine – Kawasaki FS481V V-Twin, governed to 3,600 rpm

Carb Compliant – No

Air Filter – Standard Engine Manufacturer's air filter

Drive System – Twin Hydro-Gear variable-displacement pumps and twin high-efficiency Parker/Ross wheel-drive motors with 1" (2.54 cm) tapered shafts.

Ground Speed – Infinitely variable speed selection from 0– 6.2 mph (10 kmph) forward, 0–2.2 mph (3.5 kmph) reverse.

Hydro Fluid – Exmark Premium Hydraulic Oil

Cutting Deck – Full-floating UltraCut Series 3, side discharge standard, with molded discharge chute and option to bag or mulch.

Cutting Height – 1.5" (3.8 cm) to 4.5" (11.4 cm) in 0.5" (1.3 cm) increments.

Deck Lift Assist – Manual lift with hairpin from hole to hole for position adjustment.

Drive Tires – 16 x 7.5-8, 4-ply Turf Master®

Front Caster Tires – 9 x 3.5-4, smooth-tread, semi-pneumatic.

Steering and Motion Control – Hydro drive with Enhanced Control System (ECS), forward/reverse, left/right or zero-turn.

Curb Weight – 586 lbs.

Dimensions:

Deck Size - 48"

Width.....59.5 in. (151.1 cm)

Length.....73.7 in. (187.2 cm)

Height.....42.0 in. (106.7 cm)

Blades – 3 Blades at 16.25" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Blade Spindles – No maintenance, sealed and non-greasable spindles; 7.75"-diameter cutter housing with 25mm (.98") diameter spindle shaft and splined blade driver.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows unit movement without engine running.

Parking Brake – Lever-actuated mechanical compression.

Fuel Capacity – 5-gallon (18.9-L) fuel tank.

Electrical – No battery, recoil start w/ 5 amp clutch coil

PTO Engagement – Electromagnetic 105 ft-lbs clutch.

Standard Features – Engine hour meter

**Turf Tracer S-Series
TTS481GKA48300**

Safety Package – Operator Presence Controls (OPC). Operator must have speed control lever in neutral and blades disengaged to leave operator’s position without stopping engine

Available Accessories and Attachments

3-Bushel Bagger	GC3602
Equipment Cover – Large	116-1379
Hydro Maintenance Kit.....	142-6099
Micro-Mulch System	126-3259
Operator Controlled Discharge (Hand)	116-8430
StandOn	116-7223
Turf Striping Kit	126-5804
Walk-Behind Weight Kit	103-2637

BID SPECIFICATIONS
Wide-Aread Walk-Behind Mower
Turf Tracer S-Series
TTS541CKA48300

SPECIFICATIONS

Engine – Kawasaki FS541V V-Twin, governed to 3,600 rpm

Carb Compliant – Yes

Air Filter – Standard Engine Manufacturer's air filter

Drive System – Twin Hydro-Gear variable-displacement pumps and twin high-efficiency Parker/Ross wheel-drive motors with 1" (2.54 cm) tapered shafts.

Ground Speed – Infinitely variable speed selection from 0– 6.2 mph (10 kmph) forward, 0–2.2 mph (3.5 kmph) reverse.

Hydro Fluid – Exmark Premium Hydraulic Oil

Cutting Deck – Full-floating UltraCut Series 3, side discharge standard, with molded discharge chute and option to bag or mulch.

Cutting Height – 1.5" (3.8 cm) to 4.5" (11.4 cm) in 0.5" (1.3 cm) increments.

Deck Lift Assist – Manual lift with hairpin from hole to hole for position adjustment.

Drive Tires – 16 x 7.5-8, 4-ply Turf Master®

Front Caster Tires – 9 x 3.5-4, smooth-tread, semi-pneumatic.

Steering and Motion Control – Hydro drive with Enhanced Control System (ECS), forward/reverse, left/right or zero-turn.

Curb Weight – 588 lbs.

Dimensions:

Deck Size - 48"

Width.....59.5 in. (151.1 cm)

Length.....73.7 in. (187.2 cm)

Height.....42.0 in. (106.7 cm)

Blades – 3 Blades at 16.25" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Blade Spindles – No maintenance, sealed and non-greasable spindles; 7.75"-diameter cutter housing with 25mm (.98") diameter spindle shaft and splined blade driver.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows unit movement without engine running.

Parking Brake – Lever-actuated mechanical compression.

Fuel Capacity – 5-gallon (18.9-L) fuel tank.

Electrical – No battery, recoil start w/ 5 amp clutch coil

PTO Engagement – Electromagnetic 105 ft-lbs clutch.

Standard Features – Engine hour meter

**Turf Tracer S-Series
TTS541CKA48300**

Safety Package – Operator Presence Controls (OPC). Operator must have speed control lever in neutral and blades disengaged to leave operator’s position without stopping engine

Available Accessories and Attachments

3-Bushel Bagger	GC3602
Equipment Cover – Large	116-1379
Hydro Maintenance Kit	142-6099
Micro-Mulch System	126-3259
Operator Controlled Discharge (Hand)	116-8430
StandOn	116-7223
Turf Striping Kit	126-5804
Walk-Behind Weight Kit	103-2637

BID SPECIFICATIONS
Wide-Aread Walk-Behind Mower
Turf Tracer S-Series
TTS600GKA483E0

SPECIFICATIONS

Engine – Kawasaki FS600V V-Twin, governed to 3,600 rpm

Carb Compliant – No

Air Filter – Standard Engine Manufacturer's air filter

Drive System – Twin Hydro-Gear variable-displacement pumps and twin high-efficiency Parker/Ross wheel-drive motors with 1" (2.54 cm) tapered shafts.

Ground Speed – Infinitely variable speed selection from 0– 6.2 mph (10 kmph) forward, 0–2.2 mph (3.5 kmph) reverse.

Hydro Fluid – Exmark Premium Hydraulic Oil

Cutting Deck – Full-floating UltraCut Series 3, side discharge standard, with molded discharge chute and option to bag or mulch.

Cutting Height – 1.5" (3.8 cm) to 4.5" (11.4 cm) in 0.5" (1.3 cm) increments.

Deck Lift Assist – Manual lift with hairpin from hole to hole for position adjustment.

Drive Tires – 16 x 7.5-8, 4-ply Turf Master®

Front Caster Tires – 9 x 3.5-4, smooth-tread, semi-pneumatic.

Steering and Motion Control – Hydro drive with Enhanced Control System (ECS), forward/reverse, left/right or zero-turn.

Curb Weight – 606 lbs.

Dimensions:

Deck Size - 48"

Width.....59.5 in. (151.1 cm)

Length.....73.7 in. (187.2 cm)

Height.....42.0 in. (106.7 cm)

Blades – 3 Blades at 16.25" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Blade Spindles – No maintenance, sealed and non-greasable spindles; 7.75"-diameter cutter housing with 25mm (.98") diameter spindle shaft and splined blade driver.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows unit movement without engine running.

Parking Brake – Lever-actuated mechanical compression.

Fuel Capacity – 5-gallon (18.9-L) fuel tank.

Electrical – 12-volt battery with 15-amp alternator.

PTO Engagement – Electromagnetic 105 ft-lbs clutch.

Standard Features – Engine hour meter

**Turf Tracer S-Series
TTS600GKA483E0**

Safety Package – Operator Presence Controls (OPC). Operator must have speed control lever in neutral and blades disengaged to leave operator’s position without stopping engine

Available Accessories and Attachments

3-Bushel Bagger	GC3602
Equipment Cover – Large	116-1379
Hydro Maintenance Kit.....	142-6099
Micro-Mulch System	126-3259
Operator Controlled Discharge (Hand)	116-8430
StandOn	116-7223
Turf Striping Kit	126-5804
Walk-Behind Weight Kit	103-2637

BID SPECIFICATIONS
Wide-Aread Walk-Behind Mower
Turf Tracer S-Series
TTS600GKA523E0

SPECIFICATIONS

Engine – Kawasaki FS600V V-Twin, governed to 3,600 rpm

Carb Compliant – No

Air Filter – Standard Engine Manufacturer's air filter

Drive System – Twin Hydro-Gear variable-displacement pumps and twin high-efficiency Parker/Ross wheel-drive motors with 1" (2.54 cm) tapered shafts.

Ground Speed – Infinitely variable speed selection from 0– 6.2 mph (10 kmph) forward, 0–2.2 mph (3.5 kmph) reverse.

Hydro Fluid – Exmark Premium Hydraulic Oil

Cutting Deck – Full-floating UltraCut Series 3, side discharge standard, with molded discharge chute and option to bag or mulch.

Cutting Height – 1.5" (3.8 cm) to 4.5" (11.4 cm) in 0.5" (1.3 cm) increments.

Deck Lift Assist – Manual lift with hairpin from hole to hole for position adjustment.

Drive Tires – 16 x 7.5-8, 4-ply Turf Master®

Front Caster Tires – 9 x 3.5-4, smooth-tread, semi-pneumatic.

Steering and Motion Control – Hydro drive with Enhanced Control System (ECS), forward/reverse, left/right or zero-turn.

Curb Weight – 690 lbs.

Dimensions:

Deck Size - 52"

Width.....64.3 in. (163.3 cm)

Length.....75.9 in. (192.8 cm)

Height.....42.0 in. (106.7 cm)

Blades – 3 Blades at 18.00" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Blade Spindles – No maintenance, sealed and non-greasable spindles; 7.75"-diameter cutter housing with 25mm (.98") diameter spindle shaft and splined blade driver.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows unit movement without engine running.

Parking Brake – Lever-actuated mechanical compression.

Fuel Capacity – 5-gallon (18.9-L) fuel tank.

Electrical – 12-volt battery with 15-amp alternator.

PTO Engagement – Electromagnetic 105 ft-lbs clutch.

Standard Features – Engine hour meter

**Turf Tracer S-Series
TTS600GKA523E0**

Safety Package – Operator Presence Controls (OPC). Operator must have speed control lever in neutral and blades disengaged to leave operator’s position without stopping engine.

Available Accessories and Attachments

3-Bushel Bagger	GC3602
Anti-Scalp Roller Kit	116-4616
Equipment Cover – Large	116-1379
Hydro Maintenance Kit	142-6099
Micro-Mulch System	MK523Q
Operator Controlled Discharge (Hand)	116-8430
StandOn	116-7223
Turf Striping Kit	126-5804
Walk-Behind Weight Kit	103-2637

BID SPECIFICATIONS
Wide-Aread Walk-Behind Mower
Turf Tracer X-Series
TTX650EKC52400

SPECIFICATIONS

Engine – Kohler ECV650 Command™ EFI, governed to 3,600 rpm

Carb Compliant – Yes

Air Filter – Heavy-duty canister air filtration system

Drive System – Twin Hydro-Gear variable-displacement pumps and twin high-efficiency Parker/Ross wheel-drive motors with 1" (2.54cm) tapered shafts.

Ground Speed – Infinitely variable speed selection from 0– 6.75 mph (10.9 kmph) forward, 0–2.25 mph (3.6 kmph) reverse.

Hydro Fluid – Exmark Premium Hydraulic Oil

Cutting Deck – Full-floating UltraCut Series 4. Side discharge standard, with molded discharge chute and option to bag or mulch.

Cutting Height – 1.5" (3.8 cm) to 4.5" (11.4 cm) in 0.5" (1.3 cm) increments.

Deck Lift Assist – Manual lift with hairpin from hole to hole for position adjustment.

Drive Tires – 18 x 8.5-8, 4-ply Turf Master®

Front Caster Tires – 11 x 4.0-5, smooth tread, semi-pneumatic.

Steering and Motion Control – Hydro drive with Enhanced Control System (ECS), forward/reverse, left/right or zero-turn.

Curb Weight – 720 lbs.

Dimensions:

Deck Size - 52"

Width.....64.8 in. (164.6 cm)

Length.....84.8 in. (215.4cm)

Height.....45.0 in. (114.3 cm)

Blades – 3 Blades at 18.00" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Blade Spindles – No maintenance, sealed and non-greasable spindles; 7.75"-diameter cutter housing with 25mm (.98") diameter spindle shaft and splined blade driver.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows unit movement without engine running.

Parking Brake – Lever-actuated mechanical compression.

Fuel Capacity – 5-gallon (18.9-L) fuel tank.

Electrical – 12-volt battery with 20-amp alternator.

PTO Engagement – Electromagnetic 200 ft-lbs clutch.

Standard Features – Enhanced engine hour meter

**Turf Tracer X-Series
TTX650EKC52400**

Safety Package – Operator Presence Controls (OPC). Operator must have speed control lever in neutral and blades disengaged to leave operator’s position without stopping engine

Available Accessories and Attachments

3-Bushel Bagger	GC3602
Anti-Scalp Roller Kit	116-4616
Equipment Cover – Large	116-1379
Hydro Maintenance Kit.....	142-6099
Micro-Mulch System.....	MK526
Operator Controlled Discharge (Hand)	116-8430
StandOn	116-7223
Turf Striping Kit	126-5812

BID SPECIFICATIONS
Wide-Aread Walk-Behind Mower
Turf Tracer X-Series
TTX650EKC60400

SPECIFICATIONS

Engine – Kohler ECV650 Command™ EFI, governed to 3,600 rpm

Carb Compliant – Yes

Air Filter – Heavy-duty canister air filtration system

Drive System – Twin Hydro-Gear variable-displacement pumps and twin high-efficiency Parker/Ross wheel-drive motors with 1" (2.54cm) tapered shafts.

Ground Speed – Infinitely variable speed selection from 0– 6.75 mph (10.9 kmph) forward, 0–2.25 mph (3.6 kmph) reverse.

Hydro Fluid – Exmark Premium Hydraulic Oil

Cutting Deck – Full-floating UltraCut Series 4. Side discharge standard, with molded discharge chute and option to bag or mulch.

Cutting Height – 1.5" (3.8 cm) to 4.5" (11.4 cm) in 0.5" (1.3 cm) increments.

Deck Lift Assist – Manual lift with hairpin from hole to hole for position adjustment.

Drive Tires – 18 x 8.5-8, 4-ply Turf Master®

Front Caster Tires – 11 x 4.0-5, smooth tread, semi-pneumatic.

Steering and Motion Control – Hydro drive with Enhanced Control System (ECS), forward/reverse, left/right or zero-turn.

Curb Weight – 760 lbs.

Dimensions:

Deck Size - 60"

Width.....73.0 in. (185.4cm)

Length.....84.8 in. (215.4cm)

Height.....45.0 in. (114.3 cm)

Blades – 3 Blades at 20.5" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Blade Spindles – No maintenance, sealed and non-greasable spindles; 7.75"-diameter cutter housing with 25mm (.98") diameter spindle shaft and splined blade driver.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows unit movement without engine running.

Parking Brake – Lever-actuated mechanical compression.

Fuel Capacity – 5-gallon (18.9-L) fuel tank.

Electrical – 12-volt battery with 20-amp alternator.

PTO Engagement – Electromagnetic 200 ft-lbs clutch.

Standard Features – Enhanced engine hour meter

**Turf Tracer X-Series
TTX650EKC60400**

Safety Package – Operator Presence Controls (OPC). Operator must have speed control lever in neutral and blades disengaged to leave operator’s position without stopping engine

Available Accessories and Attachments

3-Bushel Bagger	GC3602
Equipment Cover – Large	116-1379
Hydro Maintenance Kit.....	142-6099
Micro-Mulch System.....	MK606
Operator Controlled Discharge (Hand)	116-8430
StandOn	116-7223
Turf Striping Kit	126-5812

BID SPECIFICATIONS
Wide-Aread Walk-Behind Mower
Turf Tracer X-Series
TTX650EKC604N0

SPECIFICATIONS

Engine – Kohler ECV650 Command™ EFI, governed to 3,600 rpm

Carb Compliant – No

Air Filter – Heavy-duty canister air filtration system

Drive System – Twin Hydro-Gear variable-displacement pumps and twin high-efficiency Parker/Ross wheel-drive motors with 1" (2.54cm) tapered shafts.

Ground Speed – Infinitely variable speed selection from 0– 6.75 mph (10.9 kmph) forward, 0–2.25 mph (3.6 kmph) reverse.

Hydro Fluid – Exmark Premium Hydraulic Oil

Cutting Deck – Full-floating UltraCut Series 4. Side discharge standard, with molded discharge chute and option to bag or mulch.

Cutting Height – 1.5" (3.8 cm) to 4.5" (11.4 cm) in 0.5" (1.3 cm) increments.

Deck Lift Assist – Manual lift with hairpin from hole to hole for position adjustment.

Drive Tires – 18 x 8.5-8, 4-ply Turf Master®

Front Caster Tires – 11 x 4.0-5, smooth tread, semi-pneumatic.

Steering and Motion Control – Hydro drive with Enhanced Control System (ECS), forward/reverse, left/right or zero-turn.

Curb Weight – 840 lbs.

Dimensions:

Deck Size - 60"

Width.....73.0 in. (185.4 cm)

Length.....104.8 in. (266.2 cm)

Height.....45.0 in. (114.3 cm)

Blades – 3 Blades at 20.5" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Blade Spindles – No maintenance, sealed and non-greasable spindles; 7.75"-diameter cutter housing with 25mm (.98") diameter spindle shaft and splined blade driver.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows unit movement without engine running.

Parking Brake – Lever-actuated mechanical compression.

Fuel Capacity – 5-gallon (18.9-L) fuel tank.

Electrical – 12-volt battery with 20-amp alternator.

PTO Engagement – Electromagnetic 200 ft-lbs clutch.

Standard Features – Enhanced engine hour meter

**Turf Tracer X-Series
TTX650EKC604N0**

Safety Package – Operator Presence Controls (OPC). Operator must have speed control lever in neutral and blades disengaged to leave operator’s position without stopping engine

Available Accessories and Attachments

3-Bushel Bagger	GC3602
Equipment Cover – Large	116-1379
Hydro Maintenance Kit.....	142-6099
Operator Controlled Discharge (Hand)	116-8430
Turf Striping Kit	126-5812

BID SPECIFICATIONS

Stand-On Mower

Staris E-Series

STE600CKA323H1

SPECIFICATIONS

Engine – Kawasaki FS600V V-Twin, governed to 3,600 rpm

Carb Compliant – Yes

Air Filter – Standard Engine Manufacturer's air filter

Drive System – Two Hydro-Gear 10 cc pumps, powering two Parker 12 cubic inch motors.

Ground Speed – Infinitely variable speed selection 0–7.5 mph (12.1 kmph) forward, 0–4.0 mph (6.4 kmph) reverse

Hydro Fluid – Exmark Premium Hydraulic Oil

Cutting Deck – Full-floating UltraCut Series 3. Side discharge standard, with flexible discharge chute and option to bag or mulch.

Cutting Height – 1.0" (2.54 cm) to 4.5" (11.4 cm) in 0.25" (.64 cm) increments

Deck Lift Assist – Single point HOC

Drive Tires – 21x7.00-10 Kenda K505

Front Caster Tires – 9 x 4.50-5, smooth-tread, semipneumatic tires with sealed ball bearings.

Steering and Motion Control – Twin levers with adjustable front reference bar to modify forward ground speed.

Curb Weight – 702 lbs.

Dimensions:

Deck Size - 32"

Width.....44.9

Length.....58.1

Height.....47.3

Blades – 2 Blades at 16.25" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Blade Spindles – No maintenance, sealed and nongreasable spindles; 7.75" diameter cutter housing with 1.75" diameter splined blade driver 1.0"-diameter spindle shaft.

Tractor Frame – Welded, heavy-duty 1.5" x 3" tubular steel.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows unit movement without engine running.

Parking Brake – Lever-actuated bar brake.

Fuel Capacity – 5-gallon (18.9-L), single fuel tank with single fill location.

Electrical – 12-volt battery with 15-amp alternator.

PTO Engagement – Warner 105 ft-lb clutch

Standard Features – Engine Hour Meter

**Staris E-Series
STE600CKA323H1**

Safety Package – Operator Presence Controls (OPC) with safety interlock system indicators

Available Accessories and Attachments

12-Volt Power Port	135-6804
3 Bushel Bagger	GC3602
Accessory Adapter Kit	142-7445
Equipment Cover	116-1379
Hydro Maintenance Kit	142-6099
LED Light Kit	135-7435
Micro-Mulch System	135-5163
Operator Controlled Discharge (Hand).....	135-5271
Strobe Light Kit	135-7436
Trash Container	135-5158

BID SPECIFICATIONS

Stand-On Mower

Staris E-Series

STE600CKA363H1

SPECIFICATIONS

Engine – Kawasaki FS600V V-Twin, governed to 3,600 rpm

Carb Compliant – Yes

Air Filter – Standard Engine Manufacturer's air filter

Drive System – Two Hydro-Gear 10 cc pumps powering two Parker 12 cubic inch motors.

Ground Speed – Infinitely variable speed selection 0–7.5 mph (12.1 kmph) forward, 0–4.0 mph (6.4 kmph) reverse

Hydro Fluid – Exmark Premium Hydraulic Oil

Cutting Deck – Full-floating UltraCut Series 3. Side discharge standard, with flexible discharge chute and option to bag or mulch.

Cutting Height – 1.0" (2.54 cm) to 4.5" (11.4 cm) in 0.25" (0.64 cm) increments

Deck Lift Assist – Single point HOC

Drive Tires – 21 x 8.50-10 Kenda K505

Front Caster Tires – 9 x 4.50-5, smooth-tread, semipneumatic tires with sealed ball bearings.

Steering and Motion Control – Twin levers with adjustable front reference bar to modify forward ground speed.

Curb Weight – 779 lbs.

Dimensions:

Deck Size - 36"

Width.....48.0

Length.....58.1

Height.....47.3

Blades – 2 Blades at 18.00" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Blade Spindles – No maintenance, sealed and nongreasable spindles; 7.75" diameter cutter housing with 1.75" diameter splined blade driver 1.0"-diameter spindle shaft.

Tractor Frame – Welded, heavy-duty 1.5" x 3" tubular steel.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows unit movement without engine running.

Parking Brake – Lever-actuated bar brake.

Fuel Capacity – 5-gallon (18.9-L), single fuel tank with single fill location.

Electrical – 12-volt battery with 15-amp alternator.

PTO Engagement – Warner 105 ft-lb clutch

Standard Features – Engine Hour Meter

**Staris E-Series
STE600CKA363H1**

Safety Package – Operator Presence Controls (OPC) with safety interlock system indicators.

Available Accessories and Attachments

12-Volt Power Port	135-6804
3 Bushel Bagger	GC3602
Accessory Adapter Kit	142-7445
Equipment Cover	116-1379
Hydro Maintenance Kit	142-6099
Light Kit	135-7435
Micro-Mulch System	126-3258
Operator Controlled Discharge (Hand).....	135-5271
Strobe Light Kit	135-7436
Trash Container	135-5158

BID SPECIFICATIONS

Stand-On Mower

Vertex S-Series

VXS730GKA48400

SPECIFICATIONS

Engine – Kawasaki FX730V V-Twin, governed to 3,750 rpm

Carb Compliant – No

Air Filter – Heavy-duty canister air filtration system

Drive System – Two Hydro-Gear 12 cc pumps powering two Parker 14.5 cubic inch motors.

Ground Speed – Infinitely variable speed selection 0–8.5 mph (14 kmph) forward, 0–5.5 mph (8 kmph) reverse

Hydro Fluid – Exmark Premium Hydraulic Oil

Cutting Deck – Full-floating UltraCut Series 4. Side discharge standard, with molded discharge chute and option to bag or mulch.

Cutting Height – 1.5" (3.8 cm) to 5.0" (12.7 cm) in 0.25" (0.64 cm) increments adjustable from operator's platform.

Deck Lift Assist – Single point HOC; with mechanical lift-assist springs.

Drive Tires – 20x10.0-8 Carlisle Turf Master

Front Caster Tires – 13 x 5.0-6, smooth-tread, semipneumatic tires with tapered roller bearings.

Steering and Motion Control – Twin levers with center fixed reference bar for ease of control forward and reverse

Curb Weight – 925 lbs.

Dimensions:

Deck Size - 48"

Width.....60.0

Length.....65.3

Height.....49.2

Blades – 3 Blades at 16.25" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Blade Spindles – No maintenance, sealed and nongreasable spindles; 7.75" diameter cutter housing with 1.75" diameter splined blade driver 1.0"-diameter spindle shaft.

Tractor Frame – Welded, heavy-duty 1.5" x 2.5" tubular steel.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows unit movement without engine running.

Parking Brake – Lever-actuated bar brake.

Fuel Capacity – 8-gallon (30 L), single fuel tank on LH side.

Electrical – 12-volt battery with 15-amp alternator.

**Vertex S-Series
VXS730GKA48400**

PTO Engagement – Warner 200 ft-lb clutch

Standard Features – Enhanced Engine Hour Meter

Safety Package – Operator Presence Controls (OPC) with safety interlock system indicators

Available Accessories and Attachments

3-Bushel Bagger	GC3602
Accessory Adapter Kit.....	135-5313
Equipment Cover	116-1379
Jack.....	127-6666
Jack Mount Receiver.....	116-3300
Light Kit	142-6735
Micro-Mulch System.....	MK486
Operator Controlled Discharge Gate & Cable Assembly.....	142-8181
Operator Controlled Discharge Lever (Foot)	142-8166
Operator Controlled Discharge Lever (Hand).....	142-8372
Strobe Light Kit.....	142-6734
Trash Container	135-5158
Turf Striping Kit	126-7882

BID SPECIFICATIONS

Stand-On Mower

Vertex S-Series

VXS730GKA52400

SPECIFICATIONS

Engine – Kawasaki FX730V V-Twin, governed to 3,750 rpm

Carb Compliant – No

Air Filter – Heavy-duty canister air filtration system

Drive System – Two Hydro-Gear 12 cc pumps powering two Parker 14.5 cubic inch motors.

Ground Speed – Infinitely variable speed selection 0–8.5 mph (14 kmph) forward, 0–5.5 mph (8 kmph) reverse

Hydro Fluid – Exmark Premium Hydraulic Oil

Cutting Deck – Full-floating UltraCut Series 4. Side discharge standard, with molded discharge chute and option to bag or mulch.

Cutting Height – 1.5" (3.8 cm) to 5.0" (12.7 cm) in 0.25" (0.64 cm) increments adjustable from operator's platform.

Deck Lift Assist – Single point HOC; with mechanical lift-assist springs.

Drive Tires – 20x10.0-8 Carlisle Turf Master

Front Caster Tires – 13 x 5.0-6, smooth-tread, semipneumatic tires with tapered roller bearings.

Steering and Motion Control – Twin levers with center fixed reference bar for ease of control forward and reverse

Curb Weight – 936 lbs.

Dimensions:

Deck Size - 52"

Width.....64.8

Length.....65.3

Height.....49.2

Blades – 3 Blades at 18.00" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Blade Spindles – No maintenance, sealed and nongreasable spindles; 7.75" diameter cutter housing with 1.75" diameter splined blade driver 1.0"-diameter spindle shaft.

Tractor Frame – Welded, heavy-duty 1.5" x 2.5" tubular steel.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows unit movement without engine running.

Parking Brake – Lever-actuated bar brake.

Fuel Capacity – 8-gallon (30 L), single fuel tank on LH side.

Electrical – 12-volt battery with 15-amp alternator.

**Vertex S-Series
VXS730GKA52400**

PTO Engagement – Warner 200 ft-lb clutch

Standard Features – Enhanced Engine Hour Meter

Safety Package – Operator Presence Controls (OPC) with safety interlock system indicators

Available Accessories and Attachments

3-Bushel Bagger	GC3602
Equipment Cover	116-1379
Jack.....	127-6666
Jack Mount Receiver.....	116-3300
Light Kit	142-6735
Micro-Mulch System.....	MK526
Operator Controlled Discharge Gate & Cable Assembly.....	142-8181
Operator Controlled Discharge Lever (Foot)	142-8166
Operator Controlled Discharge Lever (Hand).....	142-8372
Strobe Light Kit.....	142-6734
Trash Container	135-5158
Turf Striping Kit	126-7882

BID SPECIFICATIONS

Stand-On Mower

Vertex S-Series

VXS740EKC52400

SPECIFICATIONS

Engine – Kohler ECV740 Command™ EFI, governed to 3,750 rpm

Carb Compliant – No

Air Filter – Heavy-duty canister air filtration system

Drive System – Two Hydro-Gear 12 cc pumps powering two Parker 14.5 cubic inch motors.

Ground Speed – Infinitely variable speed selection 0–8.5 mph (14 kmph) forward, 0–5.5 mph (8 kmph) reverse

Hydro Fluid – Exmark Premium Hydraulic Oil

Cutting Deck – Full-floating UltraCut Series 4. Side discharge standard, with molded discharge chute and option to bag or mulch.

Cutting Height – 1.5" (3.8 cm) to 5.0" (12.7 cm) in 0.25" (0.64 cm) increments adjustable from operator's platform.

Deck Lift Assist – Single point HOC; with mechanical lift-assist springs.

Drive Tires – 20x10.0-8 Carlisle Turf Master

Front Caster Tires – 13 x 5.0-6, smooth-tread, semipneumatic tires with tapered roller bearings.

Steering and Motion Control – Twin levers with center fixed reference bar for ease of control forward and reverse

Curb Weight – 987 lbs.

Dimensions:

Deck Size - 52"

Width.....64.8

Length.....65.3

Height.....49.2

Blades – 3 Blades at 18.00" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Blade Spindles – No maintenance, sealed and nongreasable spindles; 7.75" diameter cutter housing with 1.75" diameter splined blade driver 1.0"-diameter spindle shaft.

Tractor Frame – Welded, heavy-duty 1.5" x 2.5" tubular steel.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows unit movement without engine running.

Parking Brake – Lever-actuated bar brake.

Fuel Capacity – 8-gallon (30 L), single fuel tank on LH side.

Electrical – 12-volt battery with 20-amp alternator.

**Vertex S-Series
VXS740EKC52400**

PTO Engagement – Warner 200 ft-lb clutch

Standard Features – Enhanced Engine Hour Meter

Safety Package – Operator Presence Controls (OPC) with safety interlock system indicators

Available Accessories and Attachments

3-Bushel Bagger	GC3602
Equipment Cover	116-1379
Jack.....	127-6666
Jack Mount Receiver.....	116-3300
Light Kit	142-6735
Micro-Mulch System.....	MK526
Operator Controlled Discharge Gate & Cable Assembly.....	142-8181
Operator Controlled Discharge Lever (Foot)	142-8166
Operator Controlled Discharge Lever (Hand).....	142-8372
Strobe Light Kit.....	142-6734
Trash Container	135-5158
Turf Striping Kit	126-7882

BID SPECIFICATIONS

Stand-On Mower

Vertex S-Series

VXS730GKA60400

SPECIFICATIONS

Engine – Kawasaki FX730V V-Twin, governed to 3,750 rpm

Carb Compliant – No

Air Filter – Heavy-duty canister air filtration system

Drive System – Two Hydro-Gear 12 cc pumps powering two Parker 14.5 cubic inch motors.

Ground Speed – Infinitely variable speed selection 0–8.5 mph (14 kmph) forward, 0–5.5 mph (8 kmph) reverse

Hydro Fluid – Exmark Premium Hydraulic Oil

Cutting Deck – Full-floating UltraCut Series 4. Side discharge standard, with molded discharge chute and option to bag or mulch.

Cutting Height – 1.5" (3.8 cm) to 5.0" (12.7 cm) in 0.25" (0.64 cm) increments adjustable from operator's platform.

Deck Lift Assist – Single point HOC; with mechanical lift-assist springs.

Drive Tires – 20x10.0-8 Carlisle Turf Master

Front Caster Tires – 13 x 5.0-6, smooth-tread, semipneumatic tires with tapered roller bearings.

Steering and Motion Control – Twin levers with center fixed reference bar for ease of control forward and reverse

Curb Weight – 978 lbs.

Dimensions:

Deck Size - 60"

Width.....72.9

Length.....68.2

Height.....49.2

Blades – 3 Blades at 20.50" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Blade Spindles – No maintenance, sealed and nongreasable spindles; 7.75" diameter cutter housing with 1.75" diameter splined blade driver 1.0"-diameter spindle shaft.

Tractor Frame – Welded, heavy-duty 1.5" x 2.5" tubular steel.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows unit movement without engine running.

Parking Brake – Lever-actuated bar brake.

Fuel Capacity – 8-gallon (30 L), single fuel tank on LH side.

Electrical – 12-volt battery with 15-amp alternator.

**Vertex S-Series
VXS730GKA60400**

PTO Engagement – Warner 200 ft-lb clutch

Standard Features – Enhanced Engine Hour Meter

Safety Package – Operator Presence Controls (OPC) with safety interlock system indicators

Available Accessories and Attachments

3-Bushel Bagger	GC3602
Equipment Cover	116-1379
Jack.....	127-6666
Jack Mount Receiver.....	116-3300
Light Kit	142-6735
Micro-Mulch System.....	MK606
Operator Controlled Discharge Gate & Cable Assembly.....	142-8181
Operator Controlled Discharge Lever (Foot)	142-8166
Operator Controlled Discharge Lever (Hand).....	142-8372
Strobe Light Kit.....	142-6734
Trash Container	135-5158
Turf Striping Kit	142-7727

BID SPECIFICATIONS

Stand-On Mower

Vertex S-Series

VXS740EKC60400

SPECIFICATIONS

Engine – Kohler ECV740 Command™ EFI, governed to 3,750 rpm

Carb Compliant – No

Air Filter – Heavy-duty canister air filtration system

Drive System – Two Hydro-Gear 12 cc pumps powering two Parker 14.5 cubic inch motors.

Ground Speed – Infinitely variable speed selection 0–8.5 mph (14 kmph) forward, 0–5.5 mph (8 kmph) reverse

Hydro Fluid – Exmark Premium Hydraulic Oil

Cutting Deck – Full-floating UltraCut Series 4. Side discharge standard, with molded discharge chute and option to bag or mulch.

Cutting Height – 1.5" (3.8 cm) to 5.0" (12.7 cm) in 0.25" (0.64 cm) increments adjustable from operator's platform.

Deck Lift Assist – Single point HOC; with mechanical lift-assist springs.

Drive Tires – 20x10.0-8 Carlisle Turf Master

Front Caster Tires – 13 x 5.0-6, smooth-tread, semipneumatic tires with tapered roller bearings.

Steering and Motion Control – Twin levers with center fixed reference bar for ease of control forward and reverse

Curb Weight – 1026 lbs.

Dimensions:

Deck Size - 60"

Width.....72.9

Length.....68.2

Height.....49.2

Blades – 3 Blades at 20.50" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Blade Spindles – No maintenance, sealed and nongreasable spindles; 7.75" diameter cutter housing with 1.75" diameter splined blade driver 1.0"-diameter spindle shaft.

Tractor Frame – Welded, heavy-duty 1.5" x 2.5" tubular steel.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows unit movement without engine running.

Parking Brake – Lever-actuated bar brake.

Fuel Capacity – 8-gallon (30 L), single fuel tank on LH side.

Electrical – 12-volt battery with 15-amp alternator.

**Vertex S-Series
VXS740EKC60400**

PTO Engagement – Warner 200 ft-lb clutch

Standard Features – Enhanced Engine Hour Meter

Safety Package – Operator Presence Controls (OPC) with safety interlock system indicators

Available Accessories and Attachments

3-Bushel Bagger	GC3602
Equipment Cover	116-1379
Jack.....	127-6666
Jack Mount Receiver.....	116-3300
Light Kit	142-6735
Micro-Mulch System.....	MK606
Operator Controlled Discharge Gate & Cable Assembly.....	142-8181
Operator Controlled Discharge Lever (Foot)	142-8166
Operator Controlled Discharge Lever (Hand).....	142-8372
Strobe Light Kit.....	142-6734
Trash Container	135-5158
Turf Striping Kit	142-7727

BID SPECIFICATIONS

Mid-Mount ZTR Mower

Radius S-Series

RAS651GKA48CA3

SPECIFICATIONS

Engine – Kawasaki FX651V V-Twin, governed to 3700 rpm

Carb Compliant – No

Air Filter – Cyclonic Air Cleaner

Drive System – Dual Hydro-Gear ZT3100, hydrostatic transmission with charge pumps, relief valves and independent, replaceable filters.

Ground Speed – Infinitely variable speed selection from 0–9.0 mph (14.5 kmph) forward, 0–5.0 mph (8.0 kmph) reverse.

Hydro Fluid – Exmark Premium Hydraulic Oil

Cutting Deck – Full-floating UltraCut Series 3. Side discharge standard, with molded discharge chute and option to bag or mulch.

Cutting Height – 1.5" (3.8 cm) to 5.0" (12.7 cm) in 0.25" (.6 cm) increments, adjustable from operator's seat.

Deck Lift Assist – Standard; foot-controlled deck lift changes cutting height and lifts the deck to maneuver around obstacles, or place in transport position.

Drive Tires – 23 x 9.5-12 Super Turf

Front Caster Tires – 13 x 6.5-6, smooth tread, pneumatic. Caged Roller Bearings (126-3289)

Steering and Motion Control – Hydraulically dampened twin levers adjustable both fore and aft. Also has 2-position height adjustment.

Curb Weight – 900 lbs.

Dimensions:

Deck Size - 48"

Width.....61 in (155 cm)

Length.....85 in (216 cm)

Height.....70 in (178 cm)

Blades – 2 Blades at 24.5" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Blade Spindles – No maintenance, sealed and non-greasable spindles; 7.75"-diameter cutter housing with 25mm(.98")diameter spindle shaft and splined blade driver.

Tractor Frame – Unibody, welded, heavy-duty 2" X 3" rectangular tubular steel.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows unit movement without engine running.

Parking Brake – Lever-actuated pawl brake.

**Radius S-Series
RAS651GKA48CA3**

Seat - Deluxe suspension (adjustable spring suspension) seat with high back, molded foam flip-up armrests, and integral safety switch

Fuel Capacity – 7-gallon (26.5-L) single fuel tank with single fill location.

Electrical – 12-volt battery with 15-amp alternator.

PTO Engagement – MagStop electromagnetic 125-ft-lb clutch

Standard Features – Engine hour meter, cup holder, tow hitch and jack receiver

Safety Package – Operator Presence Controls (OPC) and drive system interlock, with safety interlock system indicators.

Available Accessories and Attachments

12-Volt Power Adapter	135-7849
2-Bag Collection System – Powered	135-2604
2-Bag Collection System - Powered Completing Kit	142-6977
3-Bushel Bagger (Accessory Adapter needed for 48"/52")	GC3602
5-Gallon Bucket.....	126-5105
Bucket Mount Kit	126-7011
Front Bucket Mount & 5-Gallon Bucket	126-8401
Engine Maintenance Kit	126-9289
Equipment Cover – Large	116-1379
Hydro Maintenance Kit	135-2307
Jack	127-6666
Light Kit – LED	144-1992
Micro-Mulch System	142-2640
Operator Controlled Discharge (Hand)	135-2532
Seat Cover–Suspension 20" Back	126-9353
Semi-Pneumatic Tire Assembly	126-9367
Sun Shade	126-8077
Trash Container	126-8378
Turf Striping Kit	142-6309
UltraVac, 2-Bag Collection System	126-6954
UltraVac, 2-Bag Completing Kit	142-6978

BID SPECIFICATIONS

Mid-Mount ZTR Mower

Radius S-Series

RAS691GKA523A3

SPECIFICATIONS

Engine – Kawasaki FX691V V-Twin, governed to 3700 rpm

Carb Compliant – No

Air Filter – Cyclonic Air Cleaner

Drive System – Dual Hydro-Gear ZT3100, hydrostatic transmission with charge pumps, relief valves and independent, replaceable filters.

Ground Speed – Infinitely variable speed selection from 0–9.0 mph (14.5 kmph) forward, 0–5.0 mph (8.0 kmph) reverse.

Hydro Fluid – Exmark Premium Hydraulic Oil

Cutting Deck – Full-floating UltraCut Series 3. Side discharge standard, with molded discharge chute and option to bag or mulch.

Cutting Height – 1.5" (3.8 cm) to 5.0" (12.7 cm) in 0.25" (.6 cm) increments, adjustable from operator's seat.

Deck Lift Assist – Standard; foot-controlled deck lift changes cutting height and lifts the deck to maneuver around obstacles, or place in transport position.

Drive Tires – 23 x 9.5-12 Super Turf

Front Caster Tires – 13 x 6.5-6, smooth tread, pneumatic. Caged Roller Bearings (126-3289)

Steering and Motion Control – Hydraulically dampened twin levers adjustable both fore and aft. Also has 2-position height adjustment.

Curb Weight – 923 lbs.

Dimensions:

Deck Size - 52"

Width.....64 in (163 cm)

Length.....82 in (208 cm)

Height.....70 in (178 cm)

Blades – 3 Blades at 18.00" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Blade Spindles – No maintenance, sealed and non-greasable spindles; 7.30"-diameter cutter housing contains 17mm (.67") diameter spindle shaft and hex blade drive.

Tractor Frame – Unibody, welded, heavy-duty 2" X 3" rectangular tubular steel.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows unit movement without engine running.

Parking Brake – Lever-actuated pawl brake.

Seat - Deluxe suspension (adjustable spring suspension) seat with high back, molded foam flip-up armrests, and integral safety switch

**Radius S-Series
RAS691GKA523A3**

Fuel Capacity – 7-gallon (26.5-L) single fuel tank with single fill location.

Electrical – 12-volt battery with 15-amp alternator.

PTO Engagement – MagStop electromagnetic 125-ft-lb clutch

Standard Features – Engine hour meter, cup holder, tow hitch and jack receiver

Safety Package – Operator Presence Controls (OPC) and drive system interlock, with safety interlock system indicators.

Available Accessories and Attachments

12-Volt Power Adapter	135-7849
2-Bag Collection System – Powered	135-2604
2-Bag Collection System - Powered Completing Kit	135-3912
3-Bushel Bagger (Accessory Adapter needed for 48"/52")	GC3602
3-Bushel Bagger Adapter	126-7496
5-Gallon Bucket.....	126-5105
Bucket Mount Kit	126-7011
Engine Maintenance Kit	126-9289
Equipment Cover – Large	116-1379
Front Bucket Mount & 5-Gallon Bucket	126-8401
Hydro Maintenance Kit	135-2307
Jack	127-6666
Light Kit – LED	144-1992
Micro-Mulch System	MK523Q
Operator Controlled Discharge (Hand)	135-2532
Seat Cover–Suspension 20" Back	126-9353
Semi-Pneumatic Tire Assembly	126-9367
Sun Shade	126-8077
Trash Container	126-8378
Turf Striping Kit	126-7882
UltraVac, 2-Bag Collection System	126-6954
UltraVac, 2-Bag Completing Kit	126-8273

BID SPECIFICATIONS

Mid-Mount ZTR Mower

Radius S-Series

RAS730GKA603A3

SPECIFICATIONS

Engine – Kawasaki FX730V V-Twin, governed to 3700 rpm

Carb Compliant – No

Air Filter – Cyclonic Air Cleaner

Drive System – Dual Hydro-Gear ZT3100, hydrostatic transmission with charge pumps, relief valves and independent, replaceable filters.

Ground Speed – Infinitely variable speed selection from 0–9.0 mph (14.5 kmph) forward, 0–5.0 mph (8.0 kmph) reverse.

Hydro Fluid – Exmark Premium Hydraulic Oil

Cutting Deck – Full-floating UltraCut Series 3. Side discharge standard, with molded discharge chute and option to bag or mulch.

Cutting Height – 1.5" (3.8 cm) to 5.0" (12.7 cm) in 0.25" (.6 cm) increments, adjustable from operator's seat.

Deck Lift Assist – Standard; foot-controlled deck lift changes cutting height and lifts the deck to maneuver around obstacles, or place in transport position.

Drive Tires – 23 x 10.5-12 Super Turf

Front Caster Tires – 13 x 6.5-6, smooth tread, pneumatic. Caged Roller Bearings (126-3289)

Steering and Motion Control – Hydraulically dampened twin levers adjustable both fore and aft. Also has 2-position height adjustment.

Curb Weight – 973 lbs.

Dimensions:

Deck Size - 60"

Width.....72 in (183 cm)

Length.....82 in (208 cm)

Height.....70 in (178 cm)

Blades – 3 Blades at 20.50" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Blade Spindles – No maintenance, sealed and non-greasable spindles; 7.30"-diameter cutter housing contains 17mm (.67") diameter spindle shaft and hex blade drive.

Tractor Frame – Unibody, welded, heavy-duty 2" X 3" rectangular tubular steel.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows unit movement without engine running.

Parking Brake – Lever-actuated pawl brake.

Seat - Deluxe suspension (adjustable spring suspension) seat with high back, molded foam flip-up armrests, and integral safety switch

**Radius S-Series
RAS730GKA603A3**

Fuel Capacity – 7-gallon (26.5-L) single fuel tank with single fill location.

Electrical – 12-volt battery with 15-amp alternator.

PTO Engagement – MagStop electromagnetic 125-ft-lb clutch

Standard Features – Engine hour meter, cup holder, tow hitch and jack receiver

Safety Package – Operator Presence Controls (OPC) and drive system interlock, with safety interlock system indicators.

Available Accessories and Attachments

12-Volt Power Adapter	135-7849
2-Bag Collection System – Powered	135-2604
2-Bag Collection System - Powered Completing Kit	135-3913
3-Bushel Bagger (Accessory Adapter needed for 48"/52")	GC3602
5-Gallon Bucket.....	126-5105
Bucket Mount Kit	126-7011
Engine Maintenance Kit	126-9289
Equipment Cover – Large	116-1379
Front Bucket Mount & 5-Gallon Bucket	126-8401
Hydro Maintenance Kit	135-2307
Jack	127-6666
Light Kit – LED	144-1992
Micro-Mulch System	MK603Q
Operator Controlled Discharge (Hand)	135-2532
Seat Cover–Suspension 20" Back	126-9353
Semi-Pneumatic Tire Assembly	126-9367
Sun Shade	126-8077
Trash Container	126-8378
Turf Striping Kit	126-7882
UltraVac, 2-Bag Collection System	126-6954
UltraVac, 2-Bag Completing Kit	126-8274

BID SPECIFICATIONS

Mid-Mount ZTR Mower

Radius S-Series

RAS730GKA60RA3

SPECIFICATIONS

Engine – Kawasaki FX730V V-Twin, governed to 3700 rpm

Carb Compliant – No

Air Filter – Cyclonic Air Cleaner

Drive System – Dual Hydro-Gear ZT3400, hydrostatic transmission with charge pumps, relief valves and independent, replaceable filters.

Ground Speed – Infinitely variable speed selection from 0–9.0 mph (14.5 kmph) forward, 0–5.0 mph (8.0 kmph) reverse.

Hydro Fluid – Exmark Premium Hydraulic Oil

Cutting Deck – Full-floating UltraCut Rear Discharge Deck.

Cutting Height – 1.5" (3.8 cm) to 5.0" (12.7 cm) in 0.25" (.6 cm) increments, adjustable from operator's seat.

Deck Lift Assist – Standard; foot-controlled deck lift changes cutting height and lifts the deck to maneuver around obstacles, or place in transport position.

Drive Tires – 23 x 10.5-12 Super Turf

Front Caster Tires – 13 x 6.5-6, smooth tread, pneumatic. Caged Roller Bearings (126-3289)

Steering and Motion Control – Hydraulically dampened twin levers adjustable both fore and aft. Also has 2-position height adjustment.

Curb Weight – 1044 lbs.

Dimensions:

Deck Size - 60"

Width.....66 in (168 cm)

Length.....84 in (213 cm)

Height.....70 in (178 cm)

Blades – 3 Blades at 20.50" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Blade Spindles – No maintenance, sealed and non-greasable spindles; 7.75"-diameter cutter housing with 25mm(.98")diameter spindle shaft and splined blade driver.

Tractor Frame – Unibody, welded, heavy-duty 2" X 3" rectangular tubular steel.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows unit movement without engine running.

Parking Brake – Lever-actuated pawl brake.

Seat - Deluxe suspension (adjustable spring suspension) seat with high back, molded foam flip-up armrests, and integral safety switch

Fuel Capacity – 7-gallon (26.5-L) single fuel tank with single fill location.

**Radius S-Series
RAS730GKA60RA3**

Electrical – 12-volt battery with 15-amp alternator.

PTO Engagement – MagStop electromagnetic 125-ft-lb clutch

Standard Features – Engine hour meter, cup holder, tow hitch and jack receiver

Safety Package – Operator Presence Controls (OPC) and drive system interlock, with safety interlock system indicators.

Available Accessories and Attachments

12-Volt Power Adapter	135-7849
5-Gallon Bucket.....	126-5105
Anti-Scalp and Side Wear Bar Kit	127-6650
Bucket Mount Kit	126-7011
Engine Maintenance Kit	126-9289
Equipment Cover – Large	116-1379
Finish Cut Baffles	116-8547
Front Bucket Mount & 5-Gallon Bucket	126-8401
Hydro Maintenance Kit	135-2307
Jack	127-6666
Light Kit – LED	144-1992
Seat Cover–Suspension 20" Back	126-9353
Semi-Pneumatic Tire Assembly	126-9367
Sun Shade	126-8077
Trash Container	126-8378
White non-marking side bumper	126-0854

BID SPECIFICATIONS

Mid-Mount ZTR Mower

Radius X-Series

RAX921GKA604A3

SPECIFICATIONS

Engine – Kawasaki FX921V V-Twin, governed to 3750 rpm

Carb Compliant – No

Air Filter – Heavy-duty canister air filtration system

Drive System – Dual Hydro-Gear ZT3400, hydrostatic transmission with charge pumps, relief valves and independent, replaceable filters.

Ground Speed – Infinitely variable speed selection from 0–10.0 mph (16.1 kmph) forward, 0–6.0 mph (9.7kmph) reverse.

Hydro Fluid – Exmark Premium Hydraulic Oil

Cutting Deck – Full-floating UltraCut Series 4. Side discharge standard, with molded discharge chute and option to bag or mulch.

Cutting Height – 1.5" (3.8 cm) to 5.0" (12.7 cm) in 0.25" (.6 cm) increments, adjustable from operator's seat.

Deck Lift Assist – Standard; foot-controlled deck lift changes cutting height and lifts the deck to maneuver around obstacles, or place in transport position.

Drive Tires – 24 x 12-12 K3012

Front Caster Tires – 13 x 6.5-6, smooth tread, pneumatic. Sealed Taper Roller Bearings

Steering and Motion Control – Hydraulically dampened twin levers adjustable both fore and aft. Also has 2-position height adjustment.

Curb Weight – 1232 lbs.

Dimensions:

Deck Size - 60"

Width.....73 in (185 cm)

Length.....82 in (208 cm)

Height.....70 in (178 cm)

Blades – 3 Blades at 20.50" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Blade Spindles – No maintenance, sealed and non-greasable spindles; 7.75"-diameter cutter housing with 25mm(.98") diameter spindle shaft and splined blade driver.

Tractor Frame – Unibody, welded, heavy-duty 2" X 3" rectangular tubular steel.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows unit movement without engine running.

Parking Brake – Lever-actuated pawl brake.

Seat - Deluxe suspension (adjustable spring suspension) seat with high back, molded foam flip-up armrests, and integral safety switch

**Radius X-Series
RAX921GKA604A3**

Fuel Capacity – 7-gallon (26.5-L) single fuel tank with single fill location.

Electrical – 12-volt battery with 15-amp alternator.

PTO Engagement – MagStop electromagnetic 225-ft-lb clutch

Standard Features – Engine hour meter, cup holder, tow hitch and jack receiver

Safety Package – Operator Presence Controls (OPC) and drive system interlock, with safety interlock system indicators.

Available Accessories and Attachments

12-Volt Power Adapter	135-7849
2-Bag Collection System – Powered	135-2604
2-Bag Collection System - Powered Completing Kits	135-5216
3-Bushel Bagger	GC3602
5-Gallon Bucket	126-5105
Bucket Mount Kit	126-7011
Bucket Mount & 5-Gallon Bucket	126-8401
Equipment Cover – Large	116-1379
Extended Drive Lever Kit.....	138-6020
Hydro Maintenance Kit	135-2307
Jack	127-6666
Light Kit – LED	144-1992
Micro-Mulch System	MK606
Operator Controlled Discharge (Hand)	135-2532
Seat Cover– Suspension 20" Back	126-9353
Semi-Pneumatic Tire Assembly	126-9367
Sun Shade	126-8077
Trash Container	126-8378
Turf Striping Kit	126-7882
UltraVac, 2-Bag Collection System	126-6954
UltraVac, 2-Bag Collection System Completing Kit 48"	126-6468

BID SPECIFICATIONS

Mid-Mount ZTR Mower

Lazer Z E-Series

LZE651CKA484A2

SPECIFICATIONS

Engine – Kawasaki® FX651V V-Twin, governed to 3,750 RPM

Carb Compliant – Yes

Air Filter – Heavy-duty canister air filtration system

Drive System – Two Exmark exclusive Parker unitized pump and wheel motor systems with no hoses, 1.7-quart integrated reservoir, spin-on filter and heavy-duty components. 12 cc pumps and 14.5 cubic inch motors.

Ground Speed – Infinitely variable speed selection from 0–8.0 mph (12.9 kmph) forward, 0–5.0 mph (8.1 kmph) reverse.

Hydro Fluid – Exmark Premium Hydraulic Oil

Cutting Deck – Full-floating UltraCut Series 4. Side discharge standard, with molded discharge chute and option to bag or mulch.

Cutting Height – 1.0" (2.5 cm) to 5.5" (11.8 cm) in 0.25" (0.64 cm) increments adjustable from operator's seat.

Deck Lift Assist – Standard; foot-controlled deck lift changes cutting height and lifts the deck to maneuver around obstacles, or place in transport position.

Drive Tires – 23 x 9.50-12, 4 ply Super Turf®

Front Caster Tires – 13 x 5.0-6, smooth-tread, semi-pneumatic.

Steering and Motion Control – Hydraulically dampened twin levers, adjust fore and aft. Adjustable dampeners (3 positions) to customize drive responsiveness. Also adjustable to 2 height positions.

Curb Weight – 1118 lbs.

Dimensions:

Deck Size - 48"

Width.....59.6 in. (151.4 cm)

Length.....79.2 in. (201.2 cm)

Height.....70.5 in. (179.1 cm)

Blades – 3 Blades at 16.25" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Blade Spindles – No maintenance, sealed and non-greasable spindles; 7.75"-diameter cutter housing with 25mm (.98") diameter spindle shaft and splined blade driver.

Tractor Frame – Unibody, welded, heavy-duty 1.5" x 3" tubular steel.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows unit movement without engine running.

Parking Brake – Lever-actuated disc brake.

**Lazer Z E-Series
LZE651CKA484A2**

Seat - Deluxe, bolstered suspension seat with Elastomeric Vibration Control material.

Adjustment: Fore and aft from Operators' Position.

Fuel Capacity – 8-gallon (30.3-L) single fuel tank with single fill location.

Electrical – 12-volt battery with 15-amp alternator.

PTO Engagement – MagStop Electromagnetic 175 ft-lb clutch with spot brake

Standard Features – Engine hour meter and cup holder

Safety Package – Operator Presence Controls (OPC) and drive system interlock, with safety interlock system indicators.

Available Accessories and Attachments

12-Volt Adapter	109-9694
3-Bushel Bagger	GC3602
Air Ride Suspension Seat	116-8820
Equipment Cover - Large	116-1379
Extended Drive Lever	116-1065
Floor Mat	116-6068
Harness Add-On Accessory Kit	109-9798
Hitch Kit	109-9487
Hydro Maintenance Kit	126-8103
Jack	127-6666
Jack Mount Receiver	127-6665
LED Light Kit (not compatible with TC26)	135-7320
Micro-Mulch System	MK486
Operator Controlled Discharge (Foot)	116-8431
Power Deck Lift	116-2517
Seat Isolation System	116-0941
Sun Shade	126-8077
Trash Container (Not compatible with 135-7320)	TC26
Turf Striping Kit (48"/52"/60")	116-6655
UltraVac Collection System, Double-Bag	LZUV2B
UltraVac, Quick-Disposal, 7-Bushel	LZUVQD7
UltraVac Kit	116-2084

BID SPECIFICATIONS

Mid-Mount ZTR Mower

Lazer Z E-Series

LZE742GKC604A3

SPECIFICATIONS

Engine – Kohler CV742 Command™, governed to 3,750 rpm

Carb Compliant – No

Air Filter – Heavy-duty canister air filtration system

Drive System – Two Exmark exclusive Parker unitized pump and wheel motor systems with no hoses, integrated cooling fans, shock valve, 1.7-quart integrated reservoir, spin-on filter and heavy-duty components. 12 cc pumps and 14.5 cubic inch motors.

Ground Speed – Infinitely variable speed selection from 0–10.0 mph (16 kmph) forward, 0–6.0 mph (9.7 kmph) reverse.

Hydro Fluid – Exmark Premium Hydraulic Oil

Cutting Deck – Full-floating UltraCut Series 4. Side discharge standard, with molded discharge chute and option to bag or mulch.

Cutting Height – 1.0" (2.5 cm) to 5.5" (11.8 cm) in 0.25" (0.64 cm) increments adjustable from operator's seat.

Deck Lift Assist – Standard; foot-controlled deck lift changes cutting height and lifts the deck to maneuver around obstacles, or place in transport position.

Drive Tires – 24 x 12-12, 4 ply Super Turf®

Front Caster Tires – 13 x 6.50-6, smooth-tread, pneumatic.

Steering and Motion Control – Hydraulically dampened twin levers, adjust fore and aft. Adjustable dampeners (3 positions) to customize drive responsiveness. Also adjustable to 2 height positions.

Curb Weight – 1279 lbs.

Dimensions:

Deck Size - 60"

Width.....72.8 in. (184.9 cm)

Length.....83.1 in. (211.1 cm)

Height.....70.5 in. (179.1 cm)

Blades – 3 Blades at 20.50" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Blade Spindles – No maintenance, sealed and non-greasable spindles; 7.75"-diameter cutter housing with 25mm (.98") diameter spindle shaft and splined blade driver.

Tractor Frame – Unibody, welded, heavy-duty 1.5" x 3" tubular steel.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows unit movement without engine running.

Parking Brake – Lever-actuated disc brake.

**Lazer Z E-Series
LZE742GKC604A3**

Seat - Deluxe, bolstered suspension seat with Elastomeric Vibration Control material.

Adjustment: Fore and aft from Operators' Position.

Fuel Capacity – 8-gallon (30.3-L) single fuel tank with single fill location.

Electrical – 12-volt battery with 15-amp alternator.

PTO Engagement – MagStop electromagnetic 200-ft-lb clutch with spot brake

Standard Features – Engine hour meter and cup holder

Safety Package – Operator Presence Controls (OPC) and drive system interlock, with safety interlock system indicators.

Available Accessories and Attachments

12-Volt Adapter	109-9694
3-Bushel Bagger	GC3602
Air Ride Suspension Seat	116-8820
Anti-Scalp Kit	116-4614
Equipment Cover - Large	116-1379
Extended Drive Lever	116-1065
Floor Mat	116-6068
Harness Add-On Accessory Kit	109-9798
Hitch Kit	109-9487
Hydro Maintenance Kit	126-8103
Jack	127-6666
Jack Mount Receiver	127-6665
LED Light Kit (not compatible with TC26)	135-7320
Micro-Mulch System	MK606
Operator Controlled Discharge (Foot)	116-8431
Power Deck Lift	116-2517
Seat Isolation System	116-0941
Sun Shade	126-8077
Tractus Tire	135-2286
Trash Container (Not compatible with 135-7320)	TC26
Turf Striping Kit	116-6655
UltraVac Collection System, Triple-Bag	LZUV3B
UltraVac, Quick-Disposal, 11-Bushel	LZUVQD11
UltraVac Kit	116-2086

BID SPECIFICATIONS

Mid-Mount ZTR Mower

Lazer Z E-Series

LZE751CKA524A2

SPECIFICATIONS

Engine – Kawasaki FX751V V-Twin, governed to 3,750 RPM

Carb Compliant – Yes

Air Filter – Heavy-duty canister air filtration system

Drive System – Two Exmark exclusive Parker unitized pump and wheel motor systems with no hoses, 1.7-quart integrated reservoir, spin-on filter and heavy-duty components. 12 cc pumps and 14.5 cubic inch motors.

Ground Speed – Infinitely variable speed selection from 0–8.0 mph (12.9 kmph) forward, 0–5.0 mph (8.1 kmph) reverse.

Hydro Fluid – Exmark Premium Hydraulic Oil

Cutting Deck – Full-floating UltraCut Series 4. Side discharge standard, with molded discharge chute and option to bag or mulch.

Cutting Height – 1.0" (2.5 cm) to 5.5" (11.8 cm) in 0.25" (0.64 cm) increments adjustable from operator's seat.

Deck Lift Assist – Standard; foot-controlled deck lift changes cutting height and lifts the deck to maneuver around obstacles, or place in transport position.

Drive Tires – 23 x 9.50-12, 4 ply Super Turf®

Front Caster Tires – 13 x 5.0-6, smooth-tread, semi-pneumatic.

Steering and Motion Control – Hydraulically dampened twin levers, adjust fore and aft. Adjustable dampeners (3 positions) to customize drive responsiveness. Also adjustable to 2 height positions.

Curb Weight – 1136 lbs.

Dimensions:

Deck Size - 52"

Width.....64.8 in. (164.6 cm)

Length.....79.2 in. (201.2 cm)

Height.....70.5 in. (179.1 cm)

Blades – 3 Blades at 18.00" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Blade Spindles – No maintenance, sealed and non-greasable spindles; 7.75"-diameter cutter housing with 25mm (.98") diameter spindle shaft and splined blade driver.

Tractor Frame – Unibody, welded, heavy-duty 1.5" x 3" tubular steel.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows unit movement without engine running.

Parking Brake – Lever-actuated disc brake.

**Lazer Z E-Series
LZE751CKA524A2**

Seat - Deluxe, bolstered suspension seat with Elastomeric Vibration Control material.

Adjustment: Fore and aft from Operators' Position.

Fuel Capacity – 8-gallon (30.3-L) single fuel tank with single fill location.

Electrical – 12-volt battery with 15-amp alternator.

PTO Engagement – MagStop electromagnetic 175-ft-lb clutch with spot brake

Standard Features – Engine hour meter and cup holder

Safety Package – Operator Presence Controls (OPC) and drive system interlock, with safety interlock system indicators.

Available Accessories and Attachments

12-Volt Adapter	109-9694
3-Bushel Bagger	GC3602
Air Ride Suspension Seat	116-8820
Equipment Cover - Large	116-1379
Extended Drive Lever	116-1065
Floor Mat	116-6068
Harness Add-On Accessory Kit	109-9798
Hitch Kit	109-9487
Hydro Maintenance Kit	126-8103
Jack	127-6666
Jack Mount Receiver	127-6665
LED Light Kit (not compatible with TC26)	135-7320
Micro-Mulch System	MK526
Operator Controlled Discharge (Foot)	116-8431
Power Deck Lift	116-2517
Seat Isolation System	116-0941
Sun Shade	126-8077
Trash Container (Not compatible with 135-7320)	TC26
Turf Striping Kit (48"/52"/60")	116-6655
UltraVac Collection System, Double-Bag	LZUV2B
UltraVac, Quick-Disposal, 7-Bushel	LZUVQD7
UltraVac Kit	116-2085

BID SPECIFICATIONS

Mid-Mount ZTR Mower

Lazer Z E-Series

LZE801CKA604A1

SPECIFICATIONS

Engine – Kawasaki FX801V V-Twin, governed to 3,750 RPM

Carb Compliant – Yes

Air Filter – Heavy-duty canister air filtration system

Drive System – Two Exmark exclusive Parker unitized pump and wheel motor systems with no hoses, integrated cooling fans, shock valve, 1.7-quart integrated reservoir, spin-on filter and heavy-duty components. 12 cc pumps and 14.5 cubic inch motors.

Ground Speed – Infinitely variable speed selection from 0–10.0 mph (16 kmph) forward, 0–6.0 mph (9.7 kmph) reverse.

Hydro Fluid – Exmark Premium Hydraulic Oil

Cutting Deck – Full-floating UltraCut Series 4. Side discharge standard, with molded discharge chute and option to bag or mulch.

Cutting Height – 1.0" (2.5 cm) to 5.5" (11.8 cm) in 0.25" (0.64 cm) increments adjustable from operator's seat.

Deck Lift Assist – Standard; foot-controlled deck lift changes cutting height and lifts the deck to maneuver around obstacles, or place in transport position.

Drive Tires – 24 x 12-12, 4 ply Super Turf®

Front Caster Tires – 13 x 6.50-6, smooth-tread, semi-pneumatic.

Steering and Motion Control – Hydraulically dampened twin levers, adjust fore and aft. Adjustable dampeners (3 positions) to customize drive responsiveness. Also adjustable to 2 height positions.

Curb Weight – 1180 lbs.

Dimensions:

Deck Size - 60"

Width.....72.8 in. (184.9 cm)

Length.....83.1 in. (211.1 cm)

Height.....70.5 in. (179.1 cm)

Blades – 3 Blades at 20.50" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Blade Spindles – No maintenance, sealed and non-greasable spindles; 7.75"-diameter cutter housing with 25mm (.98") diameter spindle shaft and splined blade driver.

Tractor Frame – Unibody, welded, heavy-duty 1.5" x 3" tubular steel.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows unit movement without engine running.

Parking Brake – Lever-actuated disc brake.

**Lazer Z E-Series
LZE801CKA604A1**

Seat - Deluxe, bolstered suspension seat with Elastomeric Vibration Control material.

Adjustment: Fore and aft from Operators' Position.

Fuel Capacity – 8-gallon (30.3-L) single fuel tank with single fill location.

Electrical – 12-volt battery with 15-amp alternator.

PTO Engagement – MagStop electromagnetic 200-ft-lb clutch with spot brake

Standard Features – Engine hour meter and cup holder

Safety Package – Operator Presence Controls (OPC) and drive system interlock, with safety interlock system indicators.

Available Accessories and Attachments

12-Volt Adapter	109-9694
3-Bushel Bagger	GC3602
Air Ride Suspension Seat	116-8820
Anti-Scalp Kit	116-4614
Equipment Cover - Large	116-1379
Extended Drive Lever	116-1065
Floor Mat	116-6068
Harness Add-On Accessory Kit	109-9798
Hitch Kit	109-9487
Hydro Maintenance Kit	126-8103
Jack	127-6666
Jack Mount Receiver	127-6665
LED Light Kit (not compatible with TC26)	135-7320
Micro-Mulch System	MK606
Operator Controlled Discharge (Foot)	116-8431
Power Deck Lift	116-2517
Seat Isolation System	116-0941
Sun Shade	126-8077
Tractus Tire	135-2286
Trash Container (Not compatible with 135-7320)	TC26
Turf Striping Kit	116-6655
UltraVac Collection System, Triple-Bag	LZUV3B
UltraVac, Quick-Disposal, 11-Bushel	LZUVQD11
UltraVac Kit	116-2086

BID SPECIFICATIONS

Mid-Mount ZTR Mower

Lazer Z E-Series

LZE810GBV604A3

SPECIFICATIONS

Engine – Vanguard 810, governed to 3,750 rpm

Carb Compliant – No

Air Filter – Heavy-duty canister air filtration system

Drive System – Two Exmark exclusive Parker unitized pump and wheel motor systems with no hoses, integrated cooling fans, shock valve, 1.7-quart integrated reservoir, spin-on filter and heavy-duty components. 12 cc pumps and 14.5 cubic inch motors.

Ground Speed – Infinitely variable speed selection from 0–10.0 mph (16 kmph) forward, 0–6.0 mph (9.7 kmph) reverse.

Hydro Fluid – Exmark Premium Hydraulic Oil

Cutting Deck – Full-floating UltraCut Series 4. Side discharge standard, with molded discharge chute and option to bag or mulch.

Cutting Height – 1.0" (2.5 cm) to 5.5" (11.8 cm) in 0.25" (0.64 cm) increments adjustable from operator's seat.

Deck Lift Assist – Standard; foot-controlled deck lift changes cutting height and lifts the deck to maneuver around obstacles, or place in transport position.

Drive Tires – 24 x 12-12, 4 ply Super Turf®

Front Caster Tires – 13 x 6.50-6, smooth-tread, pneumatic.

Steering and Motion Control – Hydraulically dampened twin levers, adjust fore and aft. Adjustable dampeners (3 positions) to customize drive responsiveness. Also adjustable to 2 height positions.

Curb Weight – 1279 lbs.

Dimensions:

Deck Size - 60"

Width.....72.8 in. (184.9 cm)

Length.....83.1 in. (211.1 cm)

Height.....70.5 in. (179.1 cm)

Blades – 3 Blades at 20.50" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Blade Spindles – No maintenance, sealed and non-greasable spindles; 7.75"-diameter cutter housing with 25mm (.98") diameter spindle shaft and splined blade driver.

Tractor Frame – Unibody, welded, heavy-duty 1.5" x 3" tubular steel.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows unit movement without engine running.

Parking Brake – Lever-actuated disc brake.

**Lazer Z E-Series
LZE810GBV604A3**

Seat - Deluxe, bolstered suspension seat with Elastomeric Vibration Control material.

Adjustment: Fore and aft from Operators' Position.

Fuel Capacity – 8-gallon (30.3-L) single fuel tank with single fill location.

Electrical – 12-volt battery with 15-amp alternator.

PTO Engagement – MagStop electromagnetic 200-ft-lb clutch with spot brake

Standard Features – Engine hour meter and cup holder

Safety Package – Operator Presence Controls (OPC) and drive system interlock, with safety interlock system indicators.

Available Accessories and Attachments

12-Volt Adapter	109-9694
3-Bushel Bagger	GC3602
Air Ride Suspension Seat	116-8820
Anti-Scalp Kit	116-4614
Equipment Cover - Large	116-1379
Extended Drive Lever	116-1065
Floor Mat	116-6068
Harness Add-On Accessory Kit	109-9798
Hitch Kit	109-9487
Hydro Maintenance Kit	126-8103
Jack	127-6666
Jack Mount Receiver	127-6665
LED Light Kit (not compatible with TC26)	135-7320
Micro-Mulch System	MK606
Operator Controlled Discharge (Foot)	116-8431
Power Deck Lift	116-2517
Seat Isolation System	116-0941
Sun Shade	126-8077
Tractus Tire	135-2286
Trash Container (Not compatible with 135-7320)	TC26
Turf Striping Kit	116-6655
UltraVac Collection System, Triple-Bag	LZUV3B
UltraVac, Quick-Disposal, 11-Bushel	LZUVQD11
UltraVac Kit	116-2086

BID SPECIFICATIONS

Mid-Mount ZTR Mower

Lazer Z E-Series

LZE801GKA724A1

SPECIFICATIONS

Engine – Kawasaki FX801V V-Twin, governed to 3,750 RPM

Carb Compliant – No

Air Filter – Heavy-duty canister air filtration system

Drive System – Two Exmark exclusive Parker unitized pump and wheel motor systems with no hoses, integrated cooling fans, shock valve, 1.7-quart integrated reservoir, spin-on filter and heavy-duty components. 12 cc pumps and 14.5 cubic inch motors.

Ground Speed – Infinitely variable speed selection from 0–10.0 mph (16 kmph) forward, 0–6.0 mph (9.7 kmph) reverse.

Hydro Fluid – Exmark Premium Hydraulic Oil

Cutting Deck – Full-floating UltraCut Series 4. Side discharge standard, with molded discharge chute and option to bag or mulch.

Cutting Height – 1.0" (2.5 cm) to 5.5" (11.8 cm) in 0.25" (0.64 cm) increments adjustable from operator's seat.

Deck Lift Assist – Standard; foot-controlled deck lift changes cutting height and lifts the deck to maneuver around obstacles, or place in transport position.

Drive Tires – 24 x 12-12, 4 ply Super Turf®

Front Caster Tires – 13 x 6.50-6, smooth-tread, semi-pneumatic.

Steering and Motion Control – Hydraulically dampened twin levers, adjust fore and aft. Adjustable dampeners (3 positions) to customize drive responsiveness. Also adjustable to 2 height positions.

Curb Weight – 1244 lbs.

Dimensions:

Deck Size - 72"

Width.....84.9 in. (215.6 cm)

Length.....86.1 in. (218.7 cm)

Height.....70.5 in. (179.1 cm)

Blades – 3 Blades at 24.50" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Blade Spindles – No maintenance, sealed and non-greasable spindles; 7.75"-diameter cutter housing with 25mm (.98") diameter spindle shaft and splined blade driver.

Tractor Frame – Unibody, welded, heavy-duty 1.5" x 3" tubular steel.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows unit movement without engine running.

Parking Brake – Lever-actuated disc brake.

**Lazer Z E-Series
LZE801GKA724A1**

Seat - Deluxe, bolstered suspension seat with Elastomeric Vibration Control material.

Adjustment: Fore and aft from Operators' Position.

Fuel Capacity – 8-gallon (30.3-L) single fuel tank with single fill location.

Electrical – 12-volt battery with 15-amp alternator.

PTO Engagement – MagStop electromagnetic 200-ft-lb clutch with spot brake

Standard Features – Engine hour meter and cup holder

Safety Package – Operator Presence Controls (OPC) and drive system interlock, with safety interlock system indicators.

Available Accessories and Attachments

12-Volt Adapter	109-9694
Air Ride Suspension Seat	116-8820
Extended Drive Lever	116-1065
Floor Mat	116-6068
Harness Add-On Accessory Kit	109-9798
Hitch Kit	109-9487
Hydro Maintenance Kit	126-8103
Jack	127-6666
Jack Mount Receiver	127-6665
LED Light Kit (not compatible with TC26)	135-7320
Micro-Mulch System	MK726
Operator Controlled Discharge (Foot)	116-8431
Power Deck Lift	116-2517
Seat Isolation System	116-0941
Sun Shade	126-8077
Tractus Tire	135-2287
Trash Container (Not compatible with 135-7320)	TC26
Turf Striping Kit	116-6656
UltraVac Collection Systems, Triple-Bag	LZUV3B
UltraVac, Quick-Disposal, 11-Bushel	LZUVQD11
UltraVac Kit	116-2087

BID SPECIFICATIONS

Mid-Mount ZTR Mower

Lazer Z S-Series

LZS801GKA524A2

SPECIFICATIONS

Engine – Kawasaki FX801V V-Twin, governed to 3,750 RPM

Carb Compliant – No

Air Filter – Heavy-duty canister air filtration system

Drive System – Two Exmark exclusive Parker unitized pump and wheel motor systems with no hoses, integrated cooling fans, 1.7-quart integrated reservoir, spin-on filter and heavy-duty components. 12 cc pumps and 14.5 cubic inch motors.

Ground Speed – Infinitely variable speed selection from 0–10.0 mph (16 kmph) forward, 0–6.0 mph (9.7 kmph) reverse.

Hydro Fluid – Exmark Premium Hydraulic Oil

Cutting Deck – Full-floating UltraCut Series 4. Side discharge standard, with molded discharge chute and option to bag or mulch.

Cutting Height – 1.0" (2.5 cm) to 5.5" (11.8 cm) in 0.25" (0.64 cm) increments adjustable from operator's seat.

Deck Lift Assist – Standard; foot-controlled deck lift changes cutting height and lifts the deck to maneuver around obstacles, or place in transport position.

Drive Tires – 23 x 9.5-12, 4 ply Turf Master®

Front Caster Tires – 13 x 5.0-6, smooth-tread, semi-pneumatic.

Steering and Motion Control – Hydraulically dampened twin levers, adjust fore and aft. Adjustable dampeners (3 positions) to customize drive responsiveness. Also adjustable to 2 height positions.

Curb Weight – 1161 lbs.

Dimensions:

Deck Size - 52"

Width.....64.8 in. (164.6 cm)

Length.....79.2 in. (201.2 cm)

Height.....70.5 in. (179.1 cm)

Blades – 3 Blades at 18.00" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Blade Spindles – No maintenance, sealed and non-greasable spindles; 7.75"-diameter cutter housing with 25mm (.98") diameter spindle shaft and splined blade driver.

Tractor Frame – Unibody, welded, heavy-duty 1.5" x 3" tubular steel.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows unit movement without engine running.

Parking Brake – Lever-actuated disc brake.

**Lazer Z S-Series
LZS801GKA524A2**

Seat - Deluxe, two-tone, bolstered suspension seat with Elastomeric Vibration Control material. Mounted on innovative Seat Isolation System that provides operator isolation in all three planes of motion as well as fore-aft slide and seat flip-up.

Fuel Capacity – 12-gallon (45.4-L), single fuel tank with single fill location.

Electrical – 12-volt battery with 15-amp alternator.

PTO Engagement – MagStop electromagnetic 200-ft-lb clutch with spot brake

Standard Features – Engine hour meter and cup holder

Safety Package – Operator Presence Controls (OPC) and drive system interlock, with safety interlock system indicators.

Available Accessories and Attachments

12-Volt Adapter	135-6804
3-Bushel Bagger	GC3602
Air Ride Suspension Seat	116-8820
Equipment Cover - Large	116-1379
Extended Drive Lever	116-1065
Floor Mat	116-6068
Harness Add-On Accessory Kit	109-9798
Hitch Kit	109-9487
Hydro Maintenance Kit	126-8103
Jack	127-6666
Jack Mount Receiver	127-6665
LED Light Kit (not compatible with TC26)	135-7320
Micro-Mulch System	MK526
Operator Controlled Discharge (Foot)	116-8431
Power Deck Lift	116-2517
Sun Shade	126-8077
Trash Container (Not compatible with 135-7320)	TC26
Turf Striping Kit (48"/52"/60")	116-6655
UltraVac Collection System, Double-Bag	LZUV2B
UltraVac, Quick-Disposal, 7-Bushel	LZUVQD7
UltraVac Kit	116-2085

BID SPECIFICATIONS

Mid-Mount ZTR Mower

Lazer Z S-Series

LZS749AKC604A1

SPECIFICATIONS

Engine – Kohler ECV749 Command™ EFI, governed to 3,750 RPM

Carb Compliant – Yes

Air Filter – Heavy-duty canister air filtration system

Drive System – Two Exmark exclusive Parker unitized pump and wheel motor systems with no hoses, integrated cooling fans, 1.7-quart integrated reservoir, spin-on filter and heavy-duty components. 12 cc pumps and 14.5 cubic inch motors.

Ground Speed – Infinitely variable speed selection from 0–10.0 mph (16 kmph) forward, 0–6.0 mph (9.7 kmph) reverse.

Hydro Fluid – Exmark Premium Hydraulic Oil

Cutting Deck – Full-floating UltraCut Series 4. Side discharge standard, with molded discharge chute and option to bag or mulch.

Cutting Height – 1.0" (2.5 cm) to 5.5" (11.8 cm) in 0.25" (0.64 cm) increments adjustable from operator's seat.

Deck Lift Assist – Standard; foot-controlled deck lift changes cutting height and lifts the deck to maneuver around obstacles, or place in transport position.

Drive Tires – 24 x 12-12, 4 ply Turf Master®

Front Caster Tires – 13 x 6.5-6, smooth-tread, semi-pneumatic.

Steering and Motion Control – Hydraulically dampened twin levers, adjust fore and aft. Adjustable dampeners (3 positions) to customize drive responsiveness. Also adjustable to 2 height positions.

Curb Weight – 1177 lbs.

Dimensions:

Deck Size - 60"

Width.....72.8 in. (184.9 cm)

Length.....83.1 in. (211.1 cm)

Height.....70.5 in. (179.1 cm)

Blades – 3 Blades at 20.50" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Blade Spindles – No maintenance, sealed and non-greasable spindles; 7.75"-diameter cutter housing with 25mm (.98") diameter spindle shaft and splined blade driver.

Tractor Frame – Unibody, welded, heavy-duty 1.5" x 3" tubular steel.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows unit movement without engine running.

Parking Brake – Lever-actuated disc brake.

**Lazer Z S-Series
LZS749AKC604A1**

Seat - Deluxe, two-tone, bolstered suspension seat with Elastomeric Vibration Control material. Mounted on innovative Seat Isolation System that provides operator isolation in all three planes of motion as well as fore-aft slide and seat flip-up.

Fuel Capacity – 12-gallon (45.4-L), single fuel tank with single fill location.

Electrical – 12-volt battery with 20-amp alternator.

PTO Engagement – MagStop electromagnetic 200-ft-lb clutch with spot brake

Standard Features – Engine hour meter and cup holder

Safety Package – Operator Presence Controls (OPC) and drive system interlock, with safety interlock system indicators.

Onboard Intelligence - Smart Controller

Available Accessories and Attachments

12-Volt Power Adapter	135-6804
3-Bushel Bagger	GC3602
Air Ride Suspension Seat	116-8820
Anti-Scalp Kit	116-4614
Equipment Cover - Large	116-1379
Extended Driver Lever	116-1065
Floor Mat	116-6068
Harness Add-On Accessory Kit	109-9798
Hitch Kit	109-9487
Hydro Maintenance Kit	126-8103
Jack	127-6666
Jack Mount Receiver	127-6665
LED Light Kit (not compatible with TC26)	135-7320
Micro-Mulch System	MK606
Operator Controlled Discharge	116-8431
Power Deck Lift	116-2517
Sun Shade	126-8077
Tractus Tire	135-2286
Trash Container (Not compatible with 135-7320)	TC26
Turf Striping Kit	116-6655
UltraVac Collection Systems, Triple-Bag	LZUV3B
UltraVac, Quick-Disposal, 11-Bushel	LZUVQD11
UltraVac Completing Kit	116-2086

BID SPECIFICATIONS

Mid-Mount ZTR Mower

Lazer Z S-Series

LZS801CKA60RA1

SPECIFICATIONS

Engine – Kawasaki FX801V V-Twin, governed to 3,750 RPM

Carb Compliant – Yes

Air Filter – Heavy-duty canister air filtration system

Drive System – Two Exmark exclusive Parker unitized pump and wheel motor systems with no hoses, integrated cooling fans, 1.7-quart integrated reservoir, spin-on filter and heavy-duty components. 12 cc pumps and 14.5 cubic inch motors.

Ground Speed – Infinitely variable speed selection from 0–10.0 mph (16 kmph) forward, 0–6.0 mph (9.7 kmph) reverse.

Hydro Fluid – Exmark Premium Hydraulic Oil

Cutting Deck – Full-floating UltraCut Rear Discharge Deck. Rear-discharge standard with option to mulch.

Cutting Height – 1.0" (2.5 cm) to 5.5" (11.8 cm) in 0.25" (0.64 cm) increments adjustable from operator's seat.

Deck Lift Assist – Standard; foot-controlled deck lift changes cutting height and lifts the deck to maneuver around obstacles, or place in transport position.

Drive Tires – 24 x 12-12, 4 ply Turf Master®

Front Caster Tires – 13 x 6.5-6, smooth-tread, semi-pneumatic.

Steering and Motion Control – Hydraulically dampened twin levers, adjust fore and aft. Adjustable dampeners (3 positions) to customize drive responsiveness. Also adjustable to 2 height positions.

Curb Weight – 1287 lbs.

Dimensions:

Deck Size - 60"

Width.....66.2 in. (168.1 cm)

Length.....79.2 in. (211.1 cm)

Height.....70.5 in. (179.1 cm)

Blades – 3 Blades at 20.50" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Blade Spindles – No maintenance, sealed and non-greasable spindles; 7.75"-diameter cutter housing with 25mm (.98") diameter spindle shaft and splined blade driver.

Tractor Frame – Unibody, welded, heavy-duty 1.5" x 3" tubular steel.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows unit movement without engine running.

Parking Brake – Lever-actuated disc brake.

**Lazer Z S-Series
LZS801CKA60RA1**

Seat - Deluxe, two-tone, bolstered suspension seat with Elastomeric Vibration Control material. Mounted on innovative Seat Isolation System that provides operator isolation in all three planes of motion as well as fore-aft slide and seat flip-up.

Fuel Capacity – 12-gallon (45.4-L), single fuel tank with single fill location.

Electrical – 12-volt battery with 15-amp alternator.

PTO Engagement – MagStop electromagnetic 200-ft-lb clutch with spot brake

Standard Features – Engine hour meter and cup holder

Safety Package – Operator Presence Controls (OPC) and drive system interlock, with safety interlock system indicators.

Available Accessories and Attachments

12-Volt Power Adapter	135-6804
Air Ride Suspension Seat	116-8820
Anti-Scalp Roller and Side Wear Bar Kit	127-6650
Equipment Cover – Large	116-1379
Extended Driver Lever	116-1065
Finish Cut Baffles	116-8547
Floor Mat	116-6068
Harness Add-On Accessory Kit	109-9798
Hitch Kit	109-9487
Hydro Maintenance Kit	126-8103
Jack	127-6666
Jack Mount Receiver	127-6665
LED Light Kit (not compatible with TC26)	135-7320
Power Deck Lift	116-2517
Sun Shade	126-8077
Tractus Tire	135-2286
Trash Container (Not compatible with 135-7320)	TC26
White Non-Marking Side Bumper	126-0854

BID SPECIFICATIONS

Mid-Mount ZTR Mower

Lazer Z S-Series

LZS749AKC724A1

SPECIFICATIONS

Engine – Kohler ECV749 Command™ EFI, governed to 3,750 RPM

Carb Compliant – Yes

Air Filter – Heavy-duty canister air filtration system

Drive System – Two Exmark exclusive Parker unitized pump and wheel motor systems with no hoses, integrated cooling fans, shock valve, 1.7-quart integrated reservoir, spin-on filter and heavy-duty components. 12 cc pumps and 14.5 cubic inch motors.

Ground Speed – Infinitely variable speed selection from 0–10.0 mph (16 kmph) forward, 0–6.0 mph (9.7 kmph) reverse.

Hydro Fluid – Exmark Premium Hydraulic Oil

Cutting Deck – Full-floating UltraCut Series 4. Side discharge standard, with molded discharge chute and option to bag or mulch.

Cutting Height – 1.0" (2.5 cm) to 5.5" (11.8 cm) in 0.25" (0.64 cm) increments adjustable from operator's seat.

Deck Lift Assist – Standard; foot-controlled deck lift changes cutting height and lifts the deck to maneuver around obstacles, or place in transport position.

Drive Tires – 24 x 12-12, 4 ply Turf Master®

Front Caster Tires – 13 x 6.5-6, smooth-tread, semi-pneumatic.

Steering and Motion Control – Hydraulically dampened twin levers, adjust fore and aft. Adjustable dampeners (3 positions) to customize drive responsiveness. Also adjustable to 2 height positions.

Curb Weight – 1250 lbs.

Dimensions:

Deck Size - 72"

Width.....84.9 in. (215.6 cm)

Length.....86.1 in. (218.7 cm)

Height.....70.5 in. (179.1 cm)

Blades – 3 Blades at 24.50" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Blade Spindles – No maintenance, sealed and non-greasable spindles; 7.75"-diameter cutter housing with 25mm(.98") diameter spindle shaft and splined blade driver.

Tractor Frame – Unibody, welded, heavy-duty 1.5" x 3" tubular steel.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows unit movement without engine running.

Parking Brake – Lever-actuated disc brake.

**Lazer Z S-Series
LZS749AKC724A1**

Seat - Deluxe, two-tone, bolstered suspension seat with Elastomeric Vibration Control material. Mounted on innovative Seat Isolation System that provides operator isolation in all three planes of motion as well as fore-aft slide and seat flip-up.

Fuel Capacity – 12-gallon (45.4-L), single fuel tank with single fill location.

Electrical – 12-volt battery with 20-amp alternator.

PTO Engagement – MagStop electromagnetic 200-ft-lb clutch with spot brake

Standard Features – Engine hour meter and cup holder

Safety Package – Operator Presence Controls (OPC) and drive system interlock, with safety interlock system indicators.

Onboard Intelligence - Smart Controller

Available Accessories and Attachments

12-Volt Adapter	135-6804
Air Ride Suspension Seat	116-8820
Extended Drive Lever	116-1065
Floor Mat	116-6068
Harness Add-On Accessory Kit	109-9798
Hitch Kit	109-9487
Hydro Maintenance Kit	126-8103
Jack	127-6666
Jack Mount Receiver	127-6665
LED Light Kit (not compatible with TC26)	135-7320
Micro-Mulch System	MK726
Operator Controlled Discharge (Foot)	116-8431
Power Deck Lift	116-2517
Sun Shade	126-8077
Tractus Tire	135-2287
Trash Container (Not compatible with 135-7320)	TC26
Turf Striping Kit	116-6656
UltraVac Collection Systems, Triple-Bag	LZUV3B
UltraVac, Quick-Disposal, 11-Bushel	LZUVQD11
UltraVac Kit	116-2087

BID SPECIFICATIONS

Mid-Mount ZTR Mower

Lazer Z S-Series

LZS801CKA72RA1

SPECIFICATIONS

Engine – Kawasaki FX801V V-Twin, governed to 3,750 RPM

Carb Compliant – Yes

Air Filter – Heavy-duty canister air filtration system

Drive System – Two Exmark exclusive Parker unitized pump and wheel motor systems with no hoses, integrated cooling fans, shock valve, 1.7-quart integrated reservoir, spin-on filter and heavy-duty components. 12 cc pumps and 14.5 cubic inch motors.

Ground Speed – Infinitely variable speed selection from 0–10.0 mph (16 kmph) forward, 0–6.0 mph (9.7 kmph) reverse.

Hydro Fluid – Exmark Premium Hydraulic Oil

Cutting Deck – Full-floating UltraCut Rear Discharge Deck. Rear-discharge standard with option to mulch.

Cutting Height – 1.0" (2.5 cm) to 5.5" (11.8 cm) in 0.25" (0.64 cm) increments adjustable from operator's seat.

Deck Lift Assist – Standard; foot-controlled deck lift changes cutting height and lifts the deck to maneuver around obstacles, or place in transport position.

Drive Tires – 24 x 12.0-12, 4-ply Turf Master®

Front Caster Tires – 13 x 6.5-6, smooth-tread, semi-pneumatic.

Steering and Motion Control – Hydraulically dampened twin levers, adjust fore and aft. Adjustable dampeners (3 positions) to customize drive responsiveness. Also adjustable to 2 height positions.

Curb Weight – 1359 lbs.

Dimensions:

Deck Size - 72"

Width.....78.2 in. (198.6 cm)

Length.....86.1 in. (218.7 cm)

Height.....70.5 in. (179.1 cm)

Blades – 3 Blades at 24.50" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Blade Spindles – No maintenance, sealed and non-greasable spindles; 7.75"-diameter cutter housing with 25mm (.98") diameter spindle shaft and splined blade driver.

Tractor Frame – Unibody, welded, heavy-duty 1.5" x 3" tubular steel.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows unit movement without engine running.

Parking Brake – Lever-actuated disc brake.

**Lazer Z S-Series
LZS801CKA72RA1**

Seat - Deluxe, two-tone, bolstered suspension seat with Elastomeric Vibration Control material. Mounted on innovative Seat Isolation System that provides operator isolation in all three planes of motion as well as fore-aft slide and seat flip-up.

Fuel Capacity – 12-gallon (45.4-L), single fuel tank with single fill location.

Electrical – 12-volt battery with 15-amp alternator.

PTO Engagement – MagStop electromagnetic 200-ft-lb clutch with spot brake

Standard Features – Engine hour meter and cup holder

Safety Package – Operator Presence Controls (OPC) and drive system interlock, with safety interlock system indicators.

Available Accessories and Attachments

12-Volt Power Adapter	135-6804
Air Ride Suspension Seat	116-8820
Anti-Scalp Roller and Side Wear Bar Kit	127-6650
Extended Driver Lever	116-1065
Finish Cut Baffles	116-8548
Floor Mat	116-6068
Harness Add-On Accessory Kit	109-9798
Hitch Kit	109-9487
Hydro Maintenance Kit	126-8103
Jack	127-6666
Jack Mount Receiver	127-6665
LED Light Kit (not compatible with TC26)	135-7320
Power Deck Lift	116-2517
Sun Shade	126-8077
Tractus Tire	135-2287
Trash Container (Not compatible with 135-7320)	TC26
White Non-Marking Side Bumper	126-0854

BID SPECIFICATIONS

Mid-Mount ZTR Mower

Lazer Z X-Series

LZX801CKA606C1

SPECIFICATIONS

Engine – Kawasaki FX801V V-Twin, governed to 3,750 RPM

Carb Compliant – Yes

Air Filter – Heavy-duty canister air filtration system

Drive System – Two Exmark exclusive Parker unitized pump and wheel motor systems with no hoses, integrated cooling fans, shock valve, 1.7-quart integrated reservoir, spin-on filter and heavy-duty components. 16 cc pumps and 17.1 cubic inch motors.

Ground Speed – Infinitely variable speed selection from 0–11.5 mph (18.5 kmph) forward, 0–7.0 mph (11.3 kmph) reverse

Hydro Fluid – Exmark Premium Hydraulic Oil

Cutting Deck – Full-floating UltraCut Series 6 with heavy-duty spindle. Side discharge standard with the option to bag or mulch.

Cutting Height – 1.0" (2.5 cm) to 5.5" (11.8 cm) in 0.25" (0.64 cm) increments adjustable from operator's seat.

Deck Lift Assist – Standard; foot-controlled deck lift changes cutting height and lifts the deck to maneuver around obstacles, or place in transport position.

Drive Tires – 24 x 12.0-12, 4-ply Turf Master®

Front Caster Tires – 13 x 6.5-6 smooth tread, semi-pneumatic tires.

Steering and Motion Control – Hydraulically dampened twin levers, adjust fore and aft. Adjustable dampeners (3 positions) to customize drive responsiveness. Also adjustable to 2 height positions.

Curb Weight – 1302 lbs.

Dimensions:

Deck Size - 60"

Width.....72.8 in. (184.9 cm)

Length.....83.1 in. (211.1 cm)

Height.....70.5 in. (179.1 cm)

Blades – 3 Blades at 20.50" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Blade Spindles – No maintenance, sealed and non-greasable spindles; 7.75"-diameter cutter housing with 30mm (1.18") diameter spindle shaft, double row bearings, top and bottom, and splined blade driver.

Tractor Frame – Unibody, welded, heavy-duty 1.5" x 3" tubular steel.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows unit movement without engine running.

**Lazer Z X-Series
LZX801CKA606C1**

Parking Brake – Lever-actuated disc brake.

Seat - Deluxe, two tone, bolstered seat with Elastomeric Vibration Control material. Mounted on innovative Seat Isolation System that provides operator isolation in all three planes of motion as well as fore-aft slide and seat flip-up.

Fuel Capacity – 12-gallon (45.4-L), single fuel tank with single fill location.

Electrical – 12-volt battery with 15-amp alternator.

PTO Engagement – MagStop Electromagnetic 200-ft-lb clutch with spot brake

Standard Features – Engine hour meter and cup holder

Safety Package – Operator Presence Controls (OPC) and drive system interlock, with safety interlock system indicators.

Available Accessories and Attachments

12-Volt Power Adapter	135-6804
3-Bushel Bagger	GC3602
Anti-Scalp Kit	116-4614
Equipment Cover - Large	116-1379
Harness Add-On Accessory Kit	109-9798
Hitch Kit.....	109-9487
Hydro Maintenance Kit	126-8103
Jack	127-6666
Jack Mount Receiver.....	127-6665
LED Light Kit (not compatible with TC26)	135-7320
Micro-Mulch System	MK606
Operator Controlled Discharge (Foot) (C1 needs 135-0100)	116-8431
Pedal Adapter Kit (Suspension Platform)	135-0100
Sun Shade	126-8077
Suspension Platform Weight Adapter Kit	132-5092
Tractus Tire	135-2286
Trash Container (Not compatible with 135-7320)	TC26
Turf Striping Kit	116-6655
UltraVac Collection Systems (C1 needs 132-5092), Triple-Bag	LZUV3B
UltraVac, Quick-Disposal, 11-Bushel	LZUVQD11
UltraVac Kits	109-9627

BID SPECIFICATIONS

Mid-Mount ZTR Mower

Lazer Z X-Series

LZX801GKA606A1

SPECIFICATIONS

Engine – Kawasaki FX801V V-Twin, governed to 3,750 RPM

Carb Compliant – No

Air Filter – Heavy-duty canister air filtration system

Drive System – Two Exmark exclusive Parker unitized pump and wheel motor systems with no hoses, integrated cooling fans, shock valve, 1.7-quart integrated reservoir, spin-on filter and heavy-duty components. 16 cc pumps and 17.1 cubic inch motors.

Ground Speed – Infinitely variable speed selection from 0–11.5 mph (18.5 kmph) forward, 0–7.0 mph (11.3 kmph) reverse

Hydro Fluid – Exmark Premium Hydraulic Oil

Cutting Deck – Full-floating UltraCut Series 6 with heavy-duty spindle. Side discharge standard with the option to bag or mulch.

Cutting Height – 1.0" (2.5 cm) to 5.5" (11.8 cm) in 0.25" (0.64 cm) increments adjustable from operator's seat.

Deck Lift Assist – Standard; foot-controlled deck lift changes cutting height and lifts the deck to maneuver around obstacles, or place in transport position.

Drive Tires – 24 x 12.0-12, 4-ply Turf Master®

Front Caster Tires – 13 x 6.5-6 smooth tread, semi-pneumatic tires.

Steering and Motion Control – Hydraulically dampened twin levers, adjust fore and aft. Adjustable dampeners (3 positions) to customize drive responsiveness. Also adjustable to 2 height positions.

Curb Weight – 1209 lbs.

Dimensions:

Deck Size - 60"

Width.....72.8 in. (184.9 cm)

Length.....83.1 in. (211.1 cm)

Height.....70.5 in. (179.1 cm)

Blades – 3 Blades at 20.50" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Blade Spindles – No maintenance, sealed and non-greasable spindles; 7.75"-diameter cutter housing with 30mm (1.18") diameter spindle shaft, double row bearings, top and bottom, and splined blade driver.

Tractor Frame – Unibody, welded, heavy-duty 1.5" x 3" tubular steel.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows unit movement without engine running.

Parking Brake – Lever-actuated disc brake.

**Lazer Z X-Series
LZX801GKA606A1**

Seat - Deluxe, two-tone, bolstered suspension seat with Elastomeric Vibration Control material. Mounted on innovative Seat Isolation System that provides operator isolation in all three planes of motion as well as fore-aft slide and seat flip-up.

Fuel Capacity – 12-gallon (45.4-L), single fuel tank with single fill location.

Electrical – 12-volt battery with 15-amp alternator.

PTO Engagement – MagStop electromagnetic 200-ft-lb clutch with spot brake

Standard Features – Engine hour meter and cup holder

Safety Package – Operator Presence Controls (OPC) and drive system interlock, with safety interlock system indicators.

Available Accessories and Attachments

12-Volt Power Adapter	135-6804
3-Bushel Bagger	GC3602
Air Ride Suspension Seat	116-8820
Anti-Scalp Kit	116-4614
Equipment Cover - Large	116-1379
Extended Drive Lever Kit	116-1065
Floor Mat	116-6068
Harness Add-On Accessory Kit	109-9798
Hitch Kit	109-9487
Hydro Maintenance Kit	126-8103
Jack	127-6666
Jack Mount Receiver	127-6665
LED Light Kit (not compatible with TC26)	135-7320
Micro-Mulch System	MK606
Operator Controlled Discharge (Foot)	116-8431
Power Deck Lift	116-2517
Sun Shade	126-8077
Tractus Tire	135-2286
Trash Container (Not compatible with 135-7320)	TC26
Turf Striping Kit	116-6655
UltraVac Collection Systems, Triple-Bag	LZUV3B
UltraVac, Quick Disposal, 11-Bushel.....	LZUVQD11
UltraVac Kit	109-9627

BID SPECIFICATIONS

Mid-Mount ZTR Mower

Lazer Z X-Series

LZX921GKA606A1

SPECIFICATIONS

Engine – Kawasaki FX921V V-Twin, governed to 3,750 RPM

Carb Compliant – No

Air Filter – Heavy-duty canister air filtration system

Drive System – Two Exmark exclusive Parker unitized pump and wheel motor systems with no hoses, integrated cooling fans, shock valve, 1.7-quart integrated reservoir, spin-on filter and heavy-duty components. 16 cc pumps and 17.1 cubic inch motors.

Ground Speed – Infinitely variable speed selection from 0–11.5 mph (18.5 kmph) forward, 0–7.0 mph (11.3 kmph) reverse

Hydro Fluid – Exmark Premium Hydraulic Oil

Cutting Deck – Full-floating UltraCut Series 6 with heavy-duty spindle. Side discharge standard with the option to bag or mulch.

Cutting Height – 1.0" (2.5 cm) to 5.5" (11.8 cm) in 0.25" (0.64 cm) increments adjustable from operator's seat.

Deck Lift Assist – Standard; foot-controlled deck lift changes cutting height and lifts the deck to maneuver around obstacles, or place in transport position.

Drive Tires – 24 x 12.0-12, 4-ply Turf Master®

Front Caster Tires – 13 x 6.5-6 smooth tread, semi-pneumatic tires.

Steering and Motion Control – Hydraulically dampened twin levers, adjust fore and aft. Adjustable dampeners (3 positions) to customize drive responsiveness. Also adjustable to 2 height positions.

Curb Weight – 1246 lbs.

Dimensions:

Deck Size - 60"

Width.....72.8 in. (184.9 cm)

Length.....83.1 in. (211.1 cm)

Height.....70.5 in. (179.1 cm)

Blades – 3 Blades at 20.50" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Blade Spindles – No maintenance, sealed and non-greasable spindles; 7.75"-diameter cutter housing with 30mm (1.18") diameter spindle shaft, double row bearings, top and bottom, and splined blade driver.

Tractor Frame – Unibody, welded, heavy-duty 1.5" x 3" tubular steel.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows unit movement without engine running.

Parking Brake – Lever-actuated disc brake.

**Lazer Z X-Series
LZX921GKA606A1**

Seat - Deluxe, two-tone, bolstered suspension seat with Elastomeric Vibration Control material. Mounted on innovative Seat Isolation System that provides operator isolation in all three planes of motion as well as fore-aft slide and seat flip-up.

Fuel Capacity – 12-gallon (45.4-L), single fuel tank with single fill location.

Electrical – 12-volt battery with 15-amp alternator.

PTO Engagement – MagStop Electromagnetic 250-ft-lb clutch with spot brake

Standard Features – Engine hour meter and cup holder

Safety Package – Operator Presence Controls (OPC) and drive system interlock, with safety interlock system indicators.

Available Accessories and Attachments

12-Volt Power Adapter	135-6804
3-Bushel Bagger	GC3602
Air Ride Suspension Seat	116-8820
Anti-Scalp Kit	116-4614
Equipment Cover - Large	116-1379
Extended Drive Lever Kit	116-1065
Floor Mat	116-6068
Harness Add-On Accessory Kit	109-9798
Hitch Kit	109-9487
Hydro Maintenance Kit	126-8103
Jack.....	127-6666
Jack Mount Receiver	127-6665
LED Light Kit (not compatible with TC26)	135-7320
Micro-Mulch System	MK606
Operator Controlled Discharge (Foot)	116-8431
Power Deck Lift	116-2517
Sun Shade	126-8077
Tractus Tire	135-2286
Trash Container (Not compatible with 135-7320)	TC26
Turf Striping Kit	116-6655
UltraVac Collection Systems, Triple-Bag	LZUV3B
UltraVac, Quick-Disposal, 11-Bushel	LZUVQD11
UltraVac Kit	109-9627

BID SPECIFICATIONS

Mid-Mount ZTR Mower

Lazer Z X-Series

LZX980EKC606W0

SPECIFICATIONS

Engine – Kohler ECV980 Command Pro™ EFI, governed to 3,650 RPM

Carb Compliant – No

Air Filter – Heavy-duty canister air filtration system

Drive System – Two Exmark exclusive Parker unitized pump and wheel motor systems with no hoses, integrated cooling fans, shock valve, 1.7-quart integrated reservoir, spin-on filter and heavy-duty components. 16 cc pumps and 17.1 cubic inch motors.

Ground Speed – Infinitely variable speed selection from 0–11.5 mph (18.5 kmph) forward, 0–7.0 mph (11.3 kmph) reverse

Hydro Fluid – Exmark Premium Hydraulic Oil

Cutting Deck – Full-floating UltraCut Series 6 with heavy-duty spindle. Side discharge standard with the option to bag or mulch.

Cutting Height – 1.0" (2.5 cm) to 5.5" (11.8 cm) in 0.25" (0.64 cm) increments adjustable from operator's seat.

Deck Lift Assist – Standard; foot-controlled deck lift changes cutting height and lifts the deck to maneuver around obstacles, or place in transport position.

Drive Tires – 24 x 12.0-12, 4-ply Turf Master®

Front Caster Tires – 13 x 6.5-6, smooth-tread, semi-pneumatic.

Steering and Motion Control – Hydraulically dampened twin levers, adjust fore and aft. Adjustable dampeners (3 positions) to customize drive responsiveness. Also adjustable to 2 height positions.

Curb Weight – 1246 lbs.

Dimensions:

Deck Size - 60"

Width.....72.8 in. (184.9 cm)

Length.....83.1 in. (211.1 cm)

Height.....70.5 in. (179.1 cm)

Blades – 3 Blades at 20.50" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Blade Spindles – No maintenance, sealed and non-greasable spindles; 7.75"-diameter cutter housing with 30mm (1.18") diameter spindle shaft, double row bearings, top and bottom, and splined blade driver.

Tractor Frame – Unibody, welded, heavy-duty 1.5" x 3" tubular steel.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows unit movement without engine running.

Parking Brake – Lever-actuated disc brake.

**Lazer Z X-Series
LZX980EKC606W0**

Seat - Deluxe, two-tone, bolstered suspension seat with Elastomeric Vibration Control material. Mounted on innovative Seat Isolation System that provides operator isolation in all three planes of motion as well as fore-aft slide and seat flip-up.

Fuel Capacity – 12-gallon (45.4-L), single fuel tank with single fill location.

Electrical – 12-volt battery with 25-amp alternator.

PTO Engagement – MagStop Electromagnetic 250-ft-lb clutch with spot brake

Standard Features – Engine hour meter and cup holder

Safety Package – Operator Presence Controls (OPC) and drive system interlock, with safety interlock system indicators.

Onboard Intelligence - RED Technology

Available Accessories and Attachments

12-Volt Power Adapter	135-6804
3-Bushel Bagger	GC3602
Air Ride Suspension Seat	116-8820
Anti-Scalp Kit	116-4614
Equipment Cover - Large	116-1379
Extended Drive Lever Kit	116-1065
Floor Mat	116-6068
Harness Add-On Accessory Kit	109-9798
Hitch Kit	109-9487
Hydro Maintenance Kit	126-8103
Jack.....	127-6666
Jack Mount Receiver	127-6665
LED Light Kit (not compatible with TC26)	135-7320
Micro-Mulch System	MK606
Operator Controlled Discharge (Foot)	116-8431
Power Deck Lift	116-2517
Sun Shade	126-8077
Tractus Tire	135-2286
Trash Container (Not compatible with 135-7320)	TC26
Turf Striping Kit	116-6655
UltraVac Collection Systems, Triple-Bag	LZUV3B
UltraVac, Quick-Disposal, 11-Bushel	LZUVQD11
UltraVac Kit	109-9627

BID SPECIFICATIONS

Mid-Mount ZTR Mower

Lazer Z X-Series
LZX993EBV606X1

SPECIFICATIONS

Engine – Vanguard Big Block V-Twin EFI with Oil Guard System, governed to 3,650 RPM

Carb Compliant – No

Air Filter – Heavy-duty canister air filtration system

Drive System – Two Exmark exclusive Parker unitized pump and wheel motor systems with no hoses, integrated cooling fans, shock valve, 1.7-quart integrated reservoir, spin-on filter and heavy-duty components. 16 cc pumps and 17.1 cubic inch motors. **Ground Speed** – Infinitely variable speed selection from 0–11.5 mph (18.5 kmph) forward, 0–7.0 mph (11.3 kmph) reverse

Hydro Fluid – Exmark Premium Hydraulic Oil

Cutting Deck – Full-floating UltraCut Series 6 with heavy-duty spindle. Side discharge standard with the option to bag or mulch.

Cutting Height – 1.0" (2.5 cm) to 5.5" (11.8 cm) in 0.25" (0.64 cm) increments adjustable from operator's seat.

Deck Lift Assist – Standard; foot-controlled deck lift changes cutting height and lifts the deck to maneuver around obstacles, or place in transport position.

Drive Tires – 24 x 12.0-12, 4-ply Turf Master®

Front Caster Tires – 13 x 6.5-6, smooth-tread, semi-pneumatic.

Steering and Motion Control – Hydraulically dampened twin levers, adjust fore and aft. Adjustable dampeners (3 positions) to customize drive responsiveness. Also adjustable to 2 height positions.

Curb Weight – 1372 lbs.

Dimensions:

Deck Size - 60"

Width.....72.8 in. (184.9 cm)

Length.....83.1 in. (211.1 cm)

Height.....70.5 in. (179.1 cm)

Blades – 3 Blades at 20.50" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Blade Spindles – No maintenance, sealed and non-greasable spindles; 7.75"-diameter cutter housing with 30mm (1.18") diameter spindle shaft, double row bearings, top and bottom, and splined blade driver.

Tractor Frame – Unibody, welded, heavy-duty 1.5" x 3" tubular steel.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows unit movement without engine running.

Parking Brake – Lever-actuated disc brake.

**Lazer Z X-Series
LZX993EBV606X1**

Seat - Deluxe, two-tone, bolstered suspension seat with Elastomeric Vibration Control material. Mounted on innovative Seat Isolation System that provides operator isolation in all three planes of motion as well as fore-aft slide and seat flip-up.

Fuel Capacity – 12-gallon (45.4-L), single fuel tank with single fill location.

Electrical – AGM, 12-Volt battery with 20-amp alternator.

PTO Engagement – MagStop Electromagnetic 250-ft-lb clutch with spot brake

Standard Features – Engine hour meter and cup holder

Safety Package – Operator Presence Controls (OPC) and drive system interlock, with safety interlock system indicators.

Available Accessories and Attachments

12-Volt Power Adapter	135-6804
3-Bushel Bagger	GC3602
Air Ride Suspension Seat	116-8820
Anti-Scalp Kit	116-4614
Equipment Cover - Large	116-1379
Extended Drive Lever Kit	116-1065
Floor Mat	116-6068
Harness Add-On Accessory Kit	109-9798
Hitch Kit	109-9487
Hydro Maintenance Kit	126-8103
Jack.....	127-6666
Jack Mount Receiver	127-6665
LED Light Kit (not compatible with TC26)	135-7320
Micro-Mulch System	MK606
Operator Controlled Discharge (Foot)	116-8431
Power Deck Lift	116-2517
Sun Shade	126-8077
Tractus Tire	135-2286
Trash Container (Not compatible with 135-7320)	TC26
Turf Striping Kit	116-6655
UltraVac Collection Systems, Triple-Bag	LZUV3B
UltraVac, Quick-Disposal, 11-Bushel	LZUVQD11
UltraVac Kit	109-9627

BID SPECIFICATIONS

Mid-Mount ZTR Mower

Lazer Z X-Series
LZX801CKA726C1

SPECIFICATIONS

Engine – Kawasaki FX801V V-Twin, governed to 3,750 RPM

Carb Compliant – Yes

Air Filter – Heavy-duty canister air filtration system

Drive System – Two Exmark exclusive Parker unitized pump and wheel motor systems with no hoses, integrated cooling fans, shock valve, 1.7-quart integrated reservoir, spin-on filter and heavy-duty components. 16 cc pumps and 17.1 cubic inch motors.

Ground Speed – Infinitely variable speed selection from 0–11.5 mph (18.5 kmph) forward, 0–7.0 mph (11.3 kmph) reverse

Hydro Fluid – Exmark Premium Hydraulic Oil

Cutting Deck – Full-floating UltraCut Series 6 with heavy-duty spindle. Side discharge standard with the option to bag or mulch.

Cutting Height – 1.0" (2.5 cm) to 5.5" (11.8 cm) in 0.25" (0.64 cm) increments adjustable from operator's seat.

Deck Lift Assist – Standard; foot-controlled deck lift changes cutting height and lifts the deck to maneuver around obstacles, or place in transport position.

Drive Tires – 24 x 12.0-12, 4-ply Turf Master®

Front Caster Tires – 13 x 6.5-6 smooth tread, semi-pneumatic tires.

Steering and Motion Control – Hydraulically dampened twin levers, adjust fore and aft. Adjustable dampeners (3 positions) to customize drive responsiveness. Also adjustable to 2 height positions.

Curb Weight – 1387 lbs.

Dimensions:

Deck Size - 72"

Width.....84.9 in. (215.6 cm)

Length.....86.1 in. (218.7 cm)

Height.....70.5 in. (179.1 cm)

Blades – 3 Blades at 24.50" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Blade Spindles – No maintenance, sealed and non-greasable spindles; 7.75"-diameter cutter housing with 30mm (1.18") diameter spindle shaft, double row bearings, top and bottom, and splined blade driver.

Tractor Frame – Unibody, welded, heavy-duty 1.5" x 3" tubular steel.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows unit movement without engine running.

Parking Brake – Lever-actuated disc brake.

**Lazer Z X-Series
LZX801CKA726C1**

Seat - Deluxe, two tone, bolstered seat with Elastomeric Vibration Control material. Mounted on innovative Seat Isolation System that provides operator isolation in all three planes of motion as well as fore-aft slide and seat flip-up.

Fuel Capacity – 12-gallon (45.4-L), single fuel tank with single fill location.

Electrical – 12-volt battery with 15-amp alternator.

PTO Engagement – MagStop Electromagnetic 200-ft-lb clutch with spot brake

Standard Features – Engine hour meter and cup holder

Safety Package – Operator Presence Controls (OPC) and drive system interlock, with safety interlock system indicators.

Available Accessories and Attachments

12-Volt Power Adapter	135-6804
Harness Add-On Accessory Kit	109-9798
Hitch Kit	109-9487
Hydro Maintenance Kit	126-8103
Jack	127-6666
Jack Mount Receiver	127-6665
LED Light Kit (not compatible with TC26)	135-7320
Micro-Mulch System	MK726
Operator Controlled Discharge (Foot) (C1 needs 135-0100)	116-8431
Pedal Adapter Kit (Suspension Platform)	135-0100
Sun Shade	126-8077
Suspension Platform Weight Adapter Kit	132-5092
Tractus Tire	135-2287
Trash Container (Not compatible with 135-7320)	TC26
Turf Striping Kit	116-6656
UltraVac Collection Systems (C1 needs 132-5092), Triple-Bag	LZUV3B
UltraVac, Quick-Disposal, 11-Bushel	LZUVQD11
UltraVac Kit	109-9629

BID SPECIFICATIONS

Mid-Mount ZTR Mower

Lazer Z X-Series

LZX921GKA726A1

SPECIFICATIONS

Engine – Kawasaki FX921V V-Twin, governed to 3,750 RPM

Carb Compliant – No

Air Filter – Heavy-duty canister air filtration system

Drive System – Two Exmark exclusive Parker unitized pump and wheel motor systems with no hoses, integrated cooling fans, shock valve, 1.7-quart integrated reservoir, spin-on filter and heavy-duty components. 16 cc pumps and 17.1 cubic inch motors.

Ground Speed – Infinitely variable speed selection from 0–11.5 mph (18.5 kmph) forward, 0–7.0 mph (11.3 kmph) reverse

Hydro Fluid – Exmark Premium Hydraulic Oil

Cutting Deck – Full-floating UltraCut Series 6 with heavy-duty spindle. Side discharge standard with the option to bag or mulch.

Cutting Height – 1.0" (2.5 cm) to 5.5" (11.8 cm) in 0.25" (0.64 cm) increments adjustable from operator's seat.

Deck Lift Assist – Standard; foot-controlled deck lift changes cutting height and lifts the deck to maneuver around obstacles, or place in transport position.

Drive Tires – 24 x 12.0-12, 4-ply Turf Master®

Front Caster Tires – 13 x 6.5-6 smooth tread, semi-pneumatic tires.

Steering and Motion Control – Hydraulically dampened twin levers, adjust fore and aft. Adjustable dampeners (3 positions) to customize drive responsiveness. Also adjustable to 2 height positions.

Curb Weight – 1294 lbs.

Dimensions:

Deck Size - 72"

Width.....84.9 in. (215.6 cm)

Length.....86.1 in. (218.7 cm)

Height.....70.5 in. (179.1 cm)

Blades – 3 Blades at 24.50" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Blade Spindles – No maintenance, sealed and non-greasable spindles; 7.75"-diameter cutter housing with 30mm (1.18") diameter spindle shaft, double row bearings, top and bottom, and splined blade driver.

Tractor Frame – Unibody, welded, heavy-duty 1.5" x 3" tubular steel.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows unit movement without engine running.

Parking Brake – Lever-actuated disc brake.

**Lazer Z X-Series
LZX921GKA726A1**

Seat - Deluxe, two-tone, bolstered suspension seat with Elastomeric Vibration Control material. Mounted on innovative Seat Isolation System that provides operator isolation in all three planes of motion as well as fore-aft slide and seat flip-up.

Fuel Capacity – 12-gallon (45.4-L), single fuel tank with single fill location.

Electrical – 12-volt battery with 15-amp alternator.

PTO Engagement – MagStop Electromagnetic 250-ft-lb clutch with spot brake

Standard Features – Engine hour meter and cup holder

Safety Package – Operator Presence Controls (OPC) and drive system interlock, with safety interlock system indicators.

Available Accessories and Attachments

12-Volt Power Adapter	135-6804
Air Ride Suspension Seat	116-8820
Extended Drive Lever Kit	116-1065
Floor Mat	116-6068
Harness Add-On Accessory Kit	109-9798
Hitch Kit	109-9487
Hydro Maintenance Kit	126-8103
Jack.....	127-6666
Jack Mount Receiver	127-6665
LED Light Kit (not compatible with TC26)	135-7320
Micro-Mulch System	MK726
Operator Controlled Discharge (Foot)	116-8431
Power Deck Lift	116-2517
Sun Shade	126-8077
Tractus Tire	135-2287
Trash Container (Not compatible with 135-7320)	TC26
Turf Striping Kit	116-6656
UltraVac Collection Systems, Triple-Bag	LZUV3B
UltraVac, Quick-Disposal, 11-Bushel	LZUVQD11
UltraVac Kit	109-9629

BID SPECIFICATIONS

Mid-Mount ZTR Mower

Lazer Z X-Series

LZX980EKC726W0

SPECIFICATIONS

Engine – Kohler ECV980 Command Pro™ EFI, governed to 3,650 RPM

Carb Compliant – No

Air Filter – Heavy-duty canister air filtration system

Drive System – Two Exmark exclusive Parker unitized pump and wheel motor systems with no hoses, integrated cooling fans, shock valve, 1.7-quart integrated reservoir, spin-on filter and heavy-duty components. 16 cc pumps and 17.1 cubic inch motors.

Ground Speed – Infinitely variable speed selection from 0–11.5 mph (18.5 kmph) forward, 0–7.0 mph (11.3 kmph) reverse

Hydro Fluid – Exmark Premium Hydraulic Oil

Cutting Deck – Full-floating UltraCut Series 6 with heavy-duty spindle. Side discharge standard with the option to bag or mulch.

Cutting Height – 1.0" (2.5 cm) to 5.5" (11.8 cm) in 0.25" (0.64 cm) increments adjustable from operator's seat.

Deck Lift Assist – Standard; foot-controlled deck lift changes cutting height and lifts the deck to maneuver around obstacles, or place in transport position.

Drive Tires – 24 x 12.0-12, 4-ply Turf Master®

Front Caster Tires – 13 x 6.5-6, smooth-tread, semi-pneumatic.

Steering and Motion Control – Hydraulically dampened twin levers, adjust fore and aft. Adjustable dampeners (3 positions) to customize drive responsiveness. Also adjustable to 2 height positions.

Curb Weight – 1300 lbs.

Dimensions:

Deck Size - 72"

Width.....84.9 in. (215.6 cm)

Length.....86.1 in. (218.7 cm)

Height.....70.5 in. (179.1 cm)

Blades – 3 Blades at 24.50" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Blade Spindles – No maintenance, sealed and non-greasable spindles; 7.75"-diameter cutter housing with 30mm (1.18") diameter spindle shaft, double row bearings, top and bottom, and splined blade driver.

Tractor Frame – Unibody, welded, heavy-duty 1.5" x 3" tubular steel.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows unit movement without engine running.

Parking Brake – Lever-actuated disc brake.

**Lazer Z X-Series
LZX980EKC726W0**

Seat - Deluxe, two-tone, bolstered suspension seat with Elastomeric Vibration Control material. Mounted on innovative Seat Isolation System that provides operator isolation in all three planes of motion as well as fore-aft slide and seat flip-up.

Fuel Capacity – 12-gallon (45.4-L), single fuel tank with single fill location.

Electrical – 12-volt battery with 25-amp alternator.

PTO Engagement – MagStop Electromagnetic 250-ft-lb clutch with spot brake

Standard Features – Engine hour meter and cup holder

Safety Package – Operator Presence Controls (OPC) and drive system interlock, with safety interlock system indicators.

Onboard Intelligence - RED Technology

Available Accessories and Attachments

12-Volt Power Adapter	135-6804
Air Ride Suspension Seat	116-8820
Extended Drive Lever Kit	116-1065
Floor Mat	116-6068
Harness Add-On Accessory Kit	109-9798
Hitch Kit	109-9487
Hydro Maintenance Kit	126-8103
Jack.....	127-6666
Jack Mount Receiver	127-6665
LED Light Kit (not compatible with TC26)	135-7320
Micro-Mulch System	MK726
Operator Controlled Discharge (Foot)	116-8431
Power Deck Lift	116-2517
Sun Shade	126-8077
Tractus Tire	135-2287
Trash Container (Not compatible with 135-7320)	TC26
Turf Striping Kit	116-6656
UltraVac Collection Systems, Triple-Bag	LZUV3B
UltraVac, Quick-Disposal, 11-Bushel	LZUVQD11
UltraVac Kit	109-9629

BID SPECIFICATIONS

Mid-Mount ZTR Mower

Lazer Z X-Series

LZX993EBV726X1

SPECIFICATIONS

Engine – Vanguard Big Block V-Twin EFI with Oil Guard System, governed to 3,650 RPM

Carb Compliant – No

Air Filter – Heavy-duty canister air filtration system

Drive System – Two Exmark exclusive Parker unitized pump and wheel motor systems with no hoses, integrated cooling fans, shock valve, 1.7-quart integrated reservoir, spin-on filter and heavy-duty components. 16 cc pumps and 17.1 cubic inch motors. **Ground Speed** – Infinitely variable speed selection from 0–11.5 mph (18.5 kmph) forward, 0–7.0 mph (11.3 kmph) reverse

Hydro Fluid – Exmark Premium Hydraulic Oil

Cutting Deck – Full-floating UltraCut Series 6 with heavy-duty spindle. Side discharge standard with the option to bag or mulch.

Cutting Height – 1.0" (2.5 cm) to 5.5" (11.8 cm) in 0.25" (0.64 cm) increments adjustable from operator's seat.

Deck Lift Assist – Standard; foot-controlled deck lift changes cutting height and lifts the deck to maneuver around obstacles, or place in transport position.

Drive Tires – 24 x 12.0-12, 4-ply Turf Master®

Front Caster Tires – 13 x 6.5-6, smooth-tread, semi-pneumatic.

Steering and Motion Control – Hydraulically dampened twin levers, adjust fore and aft. Adjustable dampeners (3 positions) to customize drive responsiveness. Also adjustable to 2 height positions.

Curb Weight – 1412 lbs.

Dimensions:

Deck Size - 72"

Width.....84.9 in. (215.6 cm)

Length.....86.1 in. (218.7 cm)

Height.....70.5 in. (179.1 cm)

Blades – 3 Blades at 20.50" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Blade Spindles – No maintenance, sealed and non-greasable spindles; 7.75"-diameter cutter housing with 30mm (1.18") diameter spindle shaft, double row bearings, top and bottom, and splined blade driver.

Tractor Frame – Unibody, welded, heavy-duty 1.5" x 3" tubular steel.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows unit movement without engine running.

**Lazer Z X-Series
LZX993EBV726X1**

Parking Brake – Lever-actuated disc brake.

Seat - Deluxe, two-tone, bolstered suspension seat with Elastomeric Vibration Control material. Mounted on innovative Seat Isolation System that provides operator isolation in all three planes of motion as well as fore-aft slide and seat flip-up.

Fuel Capacity – 12-gallon (45.4-L), single fuel tank with single fill location.

Electrical – AGM, 12-Volt battery with 20-amp alternator.

PTO Engagement – MagStop Electromagnetic 250-ft-lb clutch with spot brake

Standard Features – Engine hour meter and cup holder

Safety Package – Operator Presence Controls (OPC) and drive system interlock, with safety interlock system indicators.

Available Accessories and Attachments

12-Volt Power Adapter	135-6804
Air Ride Suspension Seat	116-8820
Extended Drive Lever Kit	116-1065
Floor Mat	116-6068
Harness Add-On Accessory Kit	109-9798
Hitch Kit	109-9487
Hydro Maintenance Kit	126-8103
Jack.....	127-6666
Jack Mount Receiver	127-6665
LED Light Kit (not compatible with TC26)	135-7320
Micro-Mulch System	MK726
Operator Controlled Discharge (Foot)	116-8431
Power Deck Lift	116-2517
Sun Shade	126-8077
Tractus Tire	135-2287
Trash Container (Not compatible with 135-7320)	TC26
Turf Striping Kit	116-6656
UltraVac Collection Systems, Triple-Bag	LZUV3B
UltraVac, Quick-Disposal, 11-Bushel	LZUVQD11
UltraVac Kit	109-9629

BID SPECIFICATIONS

Mid-Mount ZTR Mower

Lazer Z X-Series
LZX980EKC96RW0

SPECIFICATIONS

Engine – Kohler ECV980 Command Pro™ EFI, governed to 3,650 RPM

Carb Compliant – No

Air Filter – Heavy-duty canister air filtration system

Drive System – Two Exmark exclusive Parker unitized pump and wheel motor systems with no hoses, integrated cooling fans, shock valve, 1.7-quart integrated reservoir, spin-on filter and heavy-duty components. 16 cc pumps and 18 cubic inch motors.

Ground Speed – Infinitely variable speed selection from 0–10.5 mph (16.8 kmph) forward, 0–6.0 mph (9.7 kmph) reverse

Hydro Fluid – Exmark Premium Hydraulic Oil

Cutting Deck – Full-floating UltraCut Rear Discharge Deck. Finish cut baffles installed standard, rear discharge improvement baffles available via kit.

Cutting Height – 1.0" (2.5 cm) to 5.5" (11.8 cm) in 0.25" (0.64 cm) increments.

Deck Lift Assist – Electric over hydraulic push button control

Drive Tires – 24 x 12.0-12, 4-ply Turf Master®

Front Caster Tires – 13 x 6.5-6, smooth-tread, semi-pneumatic.

Steering and Motion Control – Hydraulically dampened twin levers, adjust fore and aft. Adjustable dampeners (3 positions) to customize drive responsiveness. Also adjustable to 2 height positions.

Curb Weight – 2200 lbs.

Dimensions:

Deck Size - 96"

Width.....101.3 in. (257.0 cm), 72.5 in. @ 3 in. HOC when folded

Length.....95.8 in. (243.3 cm)

Height.....70.5 in. (179.1 cm)

Blades – 4 Blades at 24.50" Length

Blade-Tip Speed – Approximately 18,500 fpm

Blade Spindles – No maintenance, sealed and non-greasable spindles; 7.75"-diameter cutter housing with 25mm (.98") diameter spindle shaft, double row bearings, top and bottom, and splined blade driver.

Tractor Frame – Unibody, welded, heavy-duty 1.5" x 3" tubular steel.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows unit movement without engine running.

Parking Brake – Lever-actuated disc brake.

**Lazer Z X-Series
LZX980EKC96RW0**

Seat - Deluxe, two-tone, bolstered suspension seat with Elastomeric Vibration Control material. Mounted on innovative Seat Isolation System that provides operator isolation in all three planes of motion as well as fore-aft slide and seat flip-up.

Fuel Capacity – 12-gallon (45.4-L), single fuel tank with single fill location.

Electrical – 12-volt battery with 40-amp alternator.

PTO Engagement – MagStop Electromagnetic 250-ft-lb clutch with spot brake

Standard Features – engine hour meter and cup holder

Safety Package – Operator Presence Controls (OPC) and drive system interlock, with safety interlock system indicators.

Onboard Intelligence - RED Technology

Available Accessories and Attachments

12-Volt Power Adapter	135-6804
Black Side Bumper (requires 2 per side 3231-7 & 104-8301)	112-1479
Extended Drive Lever Kit	116-1065
Floor Mat	116-6068
Harness Add-On Accessory Kit	109-9798
Hydro Maintenance Kit	126-8103
Jack	127-6666
Jack Mount Receiver	135-1768
LED Light Kit	135-7320
Rear Discharge Baffle Kit	142-3000
Slow Moving Vehicle Sign Kit.....	135-2891
Sun Shade	126-8077
White Non-Marking Side Bumper (requires 2 per side 3231-7 & 104-8301)	126-0854

BID SPECIFICATIONS

Mid-Mount ZTR Mower

Lazer Z Diesel
LZS80TDYM604W0

SPECIFICATIONS

Engine – Yanmar 3TNV80FT, governed to 2,600 RPM

Carb Compliant – Yes

Air Filter – Heavy-duty canister air filtration system with electronic vacuum sensor

Drive System – Kanzaki KPS-18T Transmission, 16-quart oil capacity, spin-on filter. 18 cc shoe type pumps and 17.84 cubic inch Hydro-Gear HGM-18 motors, hydraulic oil cooler.

Ground Speed – Infinitely variable speed selection from 0–11.0 mph (18 kmph) forward, 0–6 mph (10 kmph) reverse.

Hydro Fluid – Exmark Ruby Tran

Cutting Deck – Full-floating UltraCut Series 4. Side discharge standard, with molded discharge chute and option to bag or mulch.

Cutting Height – 1.0" (2.5 cm) to 5.5" (11.8 cm) in 0.25" (0.64 cm) increments adjustable from operator's seat.

Deck Lift Assist – Hydraulic

Drive Tires – 26 x 12-12, 6ply Multi Trac®

Front Caster Tires – 15 x 6.0-6, smooth-tread, semi-pneumatic.

Steering and Motion Control – Hydraulically dampened twin levers, adjust fore and aft., also adjustable to 2 height positions. Adjustable dampeners (3 positions) to customize drive responsiveness.

Curb Weight – 1915 lbs.

Dimensions:

Deck Size - 60"

Width.....72.8 in. (184.9 cm)

Length.....96.43 in. (244.9 cm)

Height.....71.8 in. (182.4 cm)

Blades – 3 Blades at 20.50" Length

Blade-Tip Speed – Approximately 17,600 fpm

Blade Spindles – No maintenance, sealed and non-greasable spindles; 7.75"-diameter cutter housing with 25mm (.98") diameter spindle shaft, double row bearings, top and bottom, and splined blade driver.

Tractor Frame – Welded, heavy-duty 1.5" x 3" x 3/16" tubular steel.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows unit movement without engine running.

Parking Brake – Lever-actuated internal wet disc brake.

**Lazer Z Diesel
LZS80TDYM604W0**

Seat - Deluxe, two-tone, bolstered suspension seat with Elastomeric Vibration Control material. Mounted on innovative Seat Isolation System that provides operator isolation in all three planes of motion as well as fore-aft slide and seat flip-up.

Fuel Capacity – 12-gallon (45.4-L), side fuel tanks

Electrical – 12-volt battery with 55-amp alternator.

PTO Engagement – Integrated wet clutch system in transmission, connected to right angle gearbox on deck via drive shaft

Standard Features – 12-volt plug-in, engine hour meter and cup holder

Safety Package – Operator Presence Controls (OPC) and drive system interlock, with safety interlock system indicators.

Onboard Intelligence - RED Technology

Available Accessories and Attachments

Flasher Kit	135-2892
Hitch Kit	135-3616
Jack	127-6666
Jack Mount Receiver	135-1768
LED Light Kit (not compatible with 135-2473)	135-7076
Mulching Kits	MK606
Operator Controlled Discharge (Foot)	135-2472
Rear Guard and Bumper Kit	135-3445
Slow Moving Vehicle Sign Kit	135-2891
Sun Shade	126-8077
Trash Container (Not compatible with 135-7076)	135-2473
Turf Striping Kit	116-6656
UltraVac Collection System	126-8680
UltraVac Kit	126-8675

BID SPECIFICATIONS

Mid-Mount ZTR Mower

Lazer Z Diesel
LZS80TDYM724W0

SPECIFICATIONS

Engine – Yanmar 3TNV80FT, governed to 2,600 RPM

Carb Compliant – Yes

Air Filter – Heavy-duty canister air filtration system with electronic vacuum sensor

Drive System – Kanzaki KPS-18T Transmission, 16-quart oil capacity, spin-on filter. 18 cc shoe type pumps and 17.84 cubic inch Hydro-Gear HGM-18 motors, hydraulic oil cooler.

Ground Speed – Infinitely variable speed selection from 0–11.0 mph (18 kmph) forward, 0–6 mph (10 kmph) reverse.

Hydro Fluid – Exmark Ruby Tran

Cutting Deck – Full-floating UltraCut Series 4. Side discharge standard, with molded discharge chute and option to bag or mulch.

Cutting Height – 1.0" (2.5 cm) to 5.5" (11.8 cm) in 0.25" (0.64 cm) increments adjustable from operator's seat.

Deck Lift Assist – Hydraulic

Drive Tires – 26 x 12-12, 6ply Multi Trac®

Front Caster Tires – 15 x 6.0-6, smooth-tread, semi-pneumatic.

Steering and Motion Control – Hydraulically dampened twin levers, adjust fore and aft., also adjustable to 2 height positions. Adjustable dampeners (3 positions) to customize drive responsiveness.

Curb Weight – 1930 lbs.

Dimensions:

Deck Size - 72"

Width.....84.9 in. (215.6 cm)

Length.....99.6 in. (253.0 cm)

Height.....71.8 in. (182.4 cm)

Blades – 3 Blades at 24.50" Length

Blade-Tip Speed – Approximately 18,500 fpm

Blade Spindles – No maintenance, sealed and non-greasable spindles; 7.75"-diameter cutter housing with 25mm (.98") diameter spindle shaft, double row bearings top and bottom, and splined blade driver.

Tractor Frame – Welded, heavy-duty 1.5" x 3" x 3/16" tubular steel.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows unit movement without engine running.

Parking Brake – Lever-actuated internal wet disc brake.

**Lazer Z Diesel
LZS80TDYM724W0**

Seat - Deluxe, two-tone, bolstered suspension seat with Elastomeric Vibration Control material. Mounted on innovative Seat Isolation System that provides operator isolation in all three planes of motion as well as fore-aft slide and seat flip-up.

Fuel Capacity – 12-gallon (45.4-L), side fuel tanks

Electrical – 12-volt battery with 55-amp alternator.

PTO Engagement – Integrated wet clutch system in transmission, connected to right angle gearbox on deck via drive shaft

Standard Features – 12-volt plug-in, engine hour meter and cup holder

Safety Package – Operator Presence Controls (OPC) and drive system interlock, with safety interlock system indicators.

Onboard Intelligence - RED Technology

Available Accessories and Attachments

Flasher Kit	135-2892
Hitch Kit	135-3616
Jack	127-6666
Jack Mount Receiver	135-1768
LED Light Kit (not compatible with 135-2473)	135-7076
Mulching Kits	MK726
Operator Controlled Discharge (Foot)	135-2472
Rear Guard and Bumper Kit	135-3445
Slow Moving Vehicle Sign Kit	135-2891
Sun Shade	126-8077
Trash Container (Not compatible with 135-7076)	135-2473
Turf Striping Kit	116-6656
UltraVac Collection System	126-8680
UltraVac Kit	126-8677

BID SPECIFICATIONS

Mid-Mount ZTR Mower

Lazer Z Diesel
LZS80TDYM72RW0

SPECIFICATIONS

Engine – Yanmar 3TNV80FT, governed to 2,600 RPM

Carb Compliant – Yes

Air Filter – Heavy-duty canister air filtration system with electronic vacuum sensor

Drive System – Kanzaki KPS-18T Transmission, 16-quart oil capacity, spin-on filter. 18 cc shoe type pumps and 17.84 cubic inch Hydro-Gear HGM-18 motors, hydraulic oil cooler.

Ground Speed – Infinitely variable speed selection from 0–11.0 mph (18 kmph) forward, 0–6 mph (10 kmph) reverse.

Hydro Fluid – Exmark Ruby Tran

Cutting Deck – Full-floating UltraCut Rear Discharge Deck. Rear-discharge standard with option to install finish cut baffle kit.

Cutting Height – 1.0" (2.5 cm) to 5.5" (11.8 cm) in 0.25" (0.64 cm) increments adjustable from operator's seat.

Deck Lift Assist – Hydraulic

Drive Tires – 26 x 12-12, 6ply Multi Trac®

Front Caster Tires – 15 x 6.0-6, smooth-tread, semi-pneumatic.

Steering and Motion Control – Hydraulically dampened twin levers, adjust fore and aft., also adjustable to 2 height positions. Adjustable dampeners (3 positions) to customize drive responsiveness.

Curb Weight – 2041 lbs.

Dimensions:

Deck Size - 72"

Width.....78.2 in. (198.6 cm)

Length.....100.6 in. (255.5 cm)

Height.....71.8 in. (182.4 cm)

Blades – 3 Blades at 24.50" Length

Blade-Tip Speed – Approximately 18,500 fpm

Blade Spindles – No maintenance, sealed and non-greasable spindles; 7.75"-diameter cutter housing with 25mm (.98") diameter spindle shaft, double row bearings, top and bottom, and splined blade driver.

Tractor Frame – Welded, heavy-duty 1.5" x 3" x 3/16" tubular steel.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows unit movement without engine running.

Parking Brake – Lever-actuated internal wet disc brake.

**Lazer Z Diesel
LZS80TDYM72RW0**

Seat - Deluxe, two-tone, bolstered suspension seat with Elastomeric Vibration Control material. Mounted on innovative Seat Isolation System that provides operator isolation in all three planes of motion as well as fore-aft slide and seat flip-up.

Fuel Capacity – 12-gallon (45.4-L), side fuel tanks

Electrical – 12-volt battery with 55-amp alternator.

PTO Engagement – Integrated wet clutch system in transmission, connected to right angle gearbox on deck via drive shaft

Standard Features – 12-volt plug-in, engine hour meter and cup holder

Safety Package – Operator Presence Controls (OPC) and drive system interlock, with safety interlock system indicators.

Onboard Intelligence - RED Technology

Available Accessories and Attachments

Anti-Scalp and Side Wear Bar Kit	127-6650
Finish Cut Baffles	116-8548
Flasher Kit	135-2892
Hitch Kit	135-3616
Jack	127-6666
Jack Mount Receiver	135-1768
LED Light Kit (not compatible with 135-2473)	135-7076
Rear Guard and Bumper Kit	135-3445
Slow Moving Vehicle Sign Kit	135-2891
Sun Shade	126-8077
Trash Container (Not compatible with 135-7076)	135-2473
White Non-Marking Side Bumper	126-0854

BID SPECIFICATIONS

Mid-Mount ZTR Mower

Lazer Z Diesel
LZS88CDYM96RW0

SPECIFICATIONS

Engine – Yanmar 3TNV88C, governed to 3,000 RPM

Carb Compliant – Yes

Air Filter – Heavy-duty canister air filtration system with electronic vacuum sensor

Drive System – Kanzaki KPS-18T Transmission, 16-quart oil capacity, spin-on filter. 18 cc shoe type pumps and 17.84 cubic inch Hydro-Gear HGM-18 motors, hydraulic oil cooler.

Ground Speed – Infinitely variable speed selection from 0–12.5 mph (20 kmph) forward, 0–7 mph (11 kmph) reverse.

Hydro Fluid – Exmark Ruby Tran

Cutting Deck – Full-floating UltraCut Rear Discharge Deck. Rear-discharge standard with finish cut baffles included.

Cutting Height – 1.0" (2.5 cm) to 5.5" (11.8 cm) in 0.25" (0.64 cm) increments.

Deck Lift Assist – Hydraulic

Drive Tires – 26 x 12-12, 6ply Multi Trac®

Front Caster Tires – 15 x 6.0-6, smooth-tread, semi-pneumatic.

Steering and Motion Control – Hydraulically dampened twin levers, adjust fore and aft., also adjustable to 2 height positions. Adjustable dampeners (3 positions) to customize drive responsiveness.

Curb Weight – 2650 lbs.

Dimensions:

Deck Size - 96"

Width.....101.2 in. (257.0cm), 72.5 in. @ 3 in. HOC when folded

Length.....97.2 in. (246.9 cm)

Height.....71.8 in. (182.4 cm)

Blades – 4 Blades at 24.50" Length

Blade-Tip Speed – Approximately 18,500 fpm

Blade Spindles – No maintenance, sealed and non-greasable spindles; 7.75"-diameter cutter housing with 25mm (.98") diameter spindle shaft, double row bearings, top and bottom, and splined blade driver.

Tractor Frame – Welded, heavy-duty 1.5" x 3" x 3/16" tubular steel.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows unit movement without engine running.

Parking Brake – Lever-actuated internal wet disc brake.

**Lazer Z Diesel
LZS88CDYM96RW0**

Seat - Deluxe, two-tone, bolstered suspension seat with Elastomeric Vibration Control material. Mounted on innovative Seat Isolation System that provides operator isolation in all three planes of motion as well as fore-aft slide and seat flip-up.

Fuel Capacity – 12-gallon (45.4-L), side fuel tanks

Electrical – 12-volt battery with 55-amp alternator.

PTO Engagement – Integrated wet clutch system in transmission, connected to right angle gearbox on deck via drive shaft

Standard Features – 12-volt plug-in, engine hour meter and cup holder

Safety Package – Operator Presence Controls (OPC) and drive system interlock, with safety interlock system indicators.

Onboard Intelligence - RED Technology

Available Accessories and Attachments

Anti-Scalp and Side Wear Bar Kit	127-6650
Finish Cut Baffles	135-2449
Flasher Kit	135-2892
Hitch Kit	135-3616
Jack	127-6666
Jack Mount Receiver	135-1768
LED Light Kit (not compatible with 135-2473)	135-7076
Rear Guard and Bumper Kit	135-3445
Slow Moving Vehicle Sign Kit	135-2891
Sun Shade	126-8077
White Non-Marking Side Bumper	126-0854

BID SPECIFICATIONS

Mid-Mount ZTR Mower

Lazer Z Diesel
LZS86TDYM12RW0

SPECIFICATIONS

Engine – Yanmar 3TNV86CT, governed to 3,000 RPM

Carb Compliant – Yes

Air Filter – Heavy-duty canister air filtration system with electronic vacuum sensor

Drive System – Kanzaki KPS-18T Transmission, 14-quart oil capacity, spin-on filter. 18 cc shoe type pumps and 1.83/1.09 cubic inch 2 speed Danfoss axial piston motors plus Omni planetary gear reduction, hydraulic oil cooler.

Ground Speed – Infinitely variable speed selection from 0–10 mph (16 kmph) in low speed forward, 0-6mph (10 kmph) reverse and 0-17 mph (27 kmph) in high speed forward, 0–10 mph (16 kmph) reverse.

Hydro Fluid – Exmark Ruby Tran

Cutting Deck – Full-floating UltraCut Rear Discharge Deck. Rear-discharge standard with finish cut baffles included.

Cutting Height – 1.0" (2.5 cm) to 5.5" (11.8 cm) in 0.25" (0.64 cm) increments.

Deck Lift Assist – Hydraulic

Drive Tires – 26 x 12-12, 6ply Multi Trac®

Front Caster Tires – 15 x 6.0-6, smooth-tread, semi-pneumatic.

Steering and Motion Control – Hydraulically dampened twin levers, adjust fore and aft., also adjustable to 2 height positions. Adjustable dampeners (3 positions) to customize drive responsiveness.

Curb Weight – 3250 lbs.

Dimensions:

Deck Size - 144"

Width.....144.9 in. (368cm), 84 in. (213cm) @ 3 in. HOC when folded

Length.....101.3 in. (257.3 cm)

Height.....72.6 in. (184.3 cm)

Blades – 6 Blades at 24.50" Length

Blade-Tip Speed – Approximately 18,500 fpm

Blade Spindles – No maintenance, sealed and non-greasable spindles; 7.75"-diameter cutter housing with 25mm (.98") diameter spindle shaft, double row bearings, top and bottom, and splined blade driver.

Tractor Frame – Welded, heavy-duty 1.5" x 3" x 3/16" tubular steel.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows unit movement without engine running.

Parking Brake – Spring applied, hydraulic release internal wet disc brake.

**Lazer Z Diesel
LZS86TDYM12RW0**

Seat - Deluxe, two-tone, bolstered 4” travel suspension seat with Elastomeric Vibration Control material. Mounted on innovative Seat Isolation System that provides operator isolation in all three planes of motion as well as fore-aft slide and seat flip-up.

Fuel Capacity – 12-gallon (45.4-L), side fuel tanks

Electrical – 12-volt battery with 175-amp alternator.

PTO Engagement – Integrated wet clutch system in transmission, connected to right angle gearbox on deck via drive shaft

Standard Features – 12-volt plug-in, engine hour meter and cup holder

Safety Package – Operator Presence Controls (OPC) and drive system interlock, with safety interlock system indicators.

Onboard Intelligence - RED Technology

Available Accessories and Attachments

Finish Cut Baffles	142-2744
Flasher Kit	135-2892
Jack	127-6666
Jack Mount Receiver	135-1768
LED Light Kit (not compatible with 135-2473)	135-7076
Slow Moving Vehicle Sign Kit	135-2891
Sun Shade	126-8077

BID SPECIFICATIONS
Out-Front ZTR Mower
Navigator
NVS740CKC42000

SPECIFICATIONS

Engine – Kohler CH740 Command™, governed to 3,600 rpm

Carb Compliant – Yes

Air Filter – Heavy-duty canister air filtration

Drive System – New Dual Hydro-Gear 12 cc variable displacement pumps power Hydro-Gear H Series motors.

Ground Speed – Infinitely variable speed selection from 0–7.0 mph (11.3 kmph) forward, 0–4.5 mph (7.2 kmph) reverse.

Hydro Fluid – Exmark Premium Hydraulic Oil

Cutting Deck – Full floating center discharge cutting deck for dedicated bagging with patented Fill Reduction Baffles and heavy duty gear driven spindle assembly.

Cutting Height – 1.0" (2.54 cm) to 4.0" (10.2 cm) in 0.25" (0.64 cm) increments .

Deck Lift Assist – Deck latch for easier height of cut adjustment

Drive Tires – 18 x 10.5-10 Multi-Trac® C/S.

Front Caster Tires – 8 x 3.0-4 semi-pneumatic.

Steering and Motion Control – FeatherTouch hand-control drive levers, low-force constant speed lever.

Curb Weight – 1173 lbs.

Dimensions:

Deck Size - 42"

Width.....43.2 in. (109.7 cm)

Length.....91.8 in. (233.2 cm)

Height.....51.2 in. (130.0 cm)

Blades – 2 Blades at 22" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Blade Spindles – Heavy Duty cast iron right-angle gearboxes.

Tractor Frame – Channeled and fully welded 1.5" x 1.5" x 0.187" wall tubing with a ground clearance of 4.0", strategically located, continuous force counterweight springs.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows movement without engine running.

Parking Brake – Wet disc, internal in wheel motor.

Seat - Commercial grade high back contoured foam padded with hinged mounting.

Fuel Capacity – 7.5-gallon (28.4-L), pivoting tank for easier engine service.

Electrical – 12 volt battery with 15-amp alternator

PTO Engagement – Lever-actuated clutching belt with 6" brake band.

Safety Package – Operator Presence Controls (OPC) and drive system interlock.

**Navigator
NVS740CKC42000**

Available Accessories and Attachments

Automatic Door Opener Kit	130-8470
Comfort Ride Seat Suspension	130-8471
Dual Semi-Pneumatic Rear Casters.....	103-9005
Dump Tubs	130-8457
Harness Add-On Accessory	109-9798
LED Light Kit	135-7625
Micro-Mulch System	MKNAV42
Narrow Drive Tire Kit	116-9590
Powered Dump	130-8458
Rollover Protection System	126-0369

BID SPECIFICATIONS
Out-Front ZTR Mower
Navigator
NVS730AKC48000

SPECIFICATIONS

Engine – Kohler CH730 Command™ EFI, governed to 3,600 rpm

Carb Compliant – Yes

Air Filter – Heavy-duty canister air filtration

Drive System – New Dual Hydro-Gear 12 cc variable displacement pumps power Hydro-Gear H Series motors.

Ground Speed – Infinitely variable speed selection from 0–7.0 mph (11.3 kmph) forward, 0–4.5 mph (7.2 kmph) reverse.

Hydro Fluid – Exmark Premium Hydraulic Oil

Cutting Deck – Full floating center discharge cutting deck for dedicated bagging with patented Fill Reduction Baffles and heavy duty gear driven spindle assembly.

Cutting Height – 1.0" (2.54 cm) to 4.0" (10.2 cm) in 0.25" (0.64 cm) increments .

Deck Lift Assist – Deck latch for easier height of cut adjustment

Drive Tires – 18 x 10.5-10 Multi-Trac® C/S.

Front Caster Tires – 8 x 3.0-4 semi-pneumatic.

Steering and Motion Control – FeatherTouch hand-control drive levers, low-force constant speed lever.

Curb Weight – 1191 lbs.

Dimensions:

Deck Size - 48"

Width.....49.2 in. (125.0 cm)

Length.....94.5 in. (240.0 cm)

Height.....51.2 in. (130.0 cm)

Blades – 2 Blades at 25" Length

Blade-Tip Speed – Approximately 18,500 fpm.

Blade Spindles – Heavy Duty cast iron right-angle gearboxes.

Tractor Frame – Channeled and fully welded 1.5" x 1.5" x 0.187" wall tubing with a ground clearance of 4.0", strategically located, continuous force counterweight springs.

Turning Radius – True zero-turn

Drive-Wheel Release – Allows movement without engine running.

Parking Brake – Wet disc, internal in wheel motor.

Seat - Commercial grade high back contoured foam padded with hinged mounting.

Fuel Capacity – 7.5-gallon (28.4-L), pivoting tank for easier engine service.

Electrical – 12-volt battery with 20-amp alternator.

PTO Engagement – Lever-actuated clutching belt with 6" brake band.

Safety Package – Operator Presence Controls (OPC) and drive system interlock.

**Navigator
NVS730AKC48000**

Available Accessories and Attachments

Automatic Door Opener Kit	130-8470
Comfort Ride Seat Suspension	130-8471
Dual Semi-Pneumatic Rear Casters.....	103-9005
Dump Tubs	130-8457
Harness Add-On Accessory	109-9798
LED Light Kit	135-7625
Micro-Mulch System	MKNAV48
Narrow Drive Tire Kit	116-9590
Powered Dump	130-8458
Rollover Protection System	126-0369

BID SPECIFICATIONS
Turf Management
ZTE Spreader Sprayers
ZS3624

SPECIFICATIONS

Engine – Vanguard

Drive System – Pump & Wheel Motor

Ground Speed – 0-7.0 mph (11.3 kmph) forward, 0-4.0 mph (6.4 kmph) reverse

Drive Tires – 18 x 7.5-8

Front Caster Tires – 13 x 6.5-6

Curb Weight – 725 lbs.

Dimensions:

Width.....35.5 in.

Length.....73 in.

Height.....50 in.

Fuel Capacity – 5-gallon (18.9-L) fuel tank

Onboard Intelligence - Digital Speedometer

Hopper Size – 120 lbs. + two 50 lbs. fertilizer trays; hydraulic motor

Spread Width – Adjustable from 3 ft. up to 25 ft.

Tank Capacity – 24 gal. (two 12 gal.)

Spray Width – 2 ft, 4 ft, 6 ft, or 8 ft

Spray Application Rate – Capacity per Nozzle - 0.22 gpm at 30 psi, 0.25 gpm at 40 psi

Pump – Remco (5.3 gpm)

Available Accessories and Attachments

Foam Marker.....	135-6663
Hose Reel Kit, JR36 (Fert box replace).....	142-2088
Jr36 20 Gallon Auxiliary Tank	142-2055
Mid/JR/JR36 – 7 Gallon auxiliary Tank (Left Side).....	135-6658
Mid/JR/JR36 – 7 Gallon Isolated Tank (Right Side).....	135-6647
Z-Spray Parts Kit.....	142-7156

BID SPECIFICATIONS
Turf Management
ZTE Spreader Sprayers
ZS4630

SPECIFICATIONS

Engine – Vanguard

Drive System – Pump & Wheel Motor

Ground Speed – 0-8.0 mph (12.9 kmph) forward, 0-4.0 mph (6.4 kmph) reverse

Drive Tires – 20 x 10.5-8

Front Caster Tires – 16 x 6.5-8

Curb Weight – 920 lbs.

Dimensions:

Width.....46 in.

Length.....73 in.

Height.....50 in.

Fuel Capacity – 5-gallon (18.9-L) fuel tank

Onboard Intelligence - Digital Speedometer

Hopper Size – 220 lbs. + two 50 lbs. fertilizer trays; hydraulic motor

Spread Width – Adjustable from 3 ft. up to 25 ft.

Tank Capacity – 30 gal. (two 15 gal.)

Spray Width – 2 ft, 4 ft, 6 ft, or 8 ft

Spray Application Rate – Capacity per Nozzle - 0.22 gpm at 30 psi, 0.25 gpm at 40 psi

Pump – Remco (5.3 gpm)

Available Accessories and Attachments

30 Gallon Auxiliary Tank	135-6627
Foam Marker.....	135-6663
Kit, Liquid Valve (7 GPM) and Alternator.....	135-7916
Kit-Alternator	135-7923
Mid/JR/JR36 – 7 Gallon auxiliary Tank (Left Side).....	135-6658
Mid/JR/JR36 – 7 Gallon Isolated Tank (Right Side).....	135-6647
Z-Spray Parts Kit.....	142-7158

BID SPECIFICATIONS
Turf Management
ZTE Spreader Sprayers
ZS5260

SPECIFICATIONS

Engine – Vanguard

Drive System – Pump & Wheel Motor

Ground Speed – 0-8.0 mph (12.9 kmph) forward, 0-4.0 mph (6.4 kmph) reverse

Drive Tires – 20 x 10.5-8

Front Caster Tires – 16 x 6.5-8

Curb Weight – 992 lbs.

Dimensions:

Width.....52 in.

Length.....73 in.

Height.....50 in.

Fuel Capacity – 5-gallon (18.9-L) fuel tank

Onboard Intelligence - Digital Speedometer

Hopper Size – 220 lbs. + two 50 lbs. fertilizer trays; hydraulic motor

Spread Width – Adjustable from 3 ft. up to 25 ft.

Tank Capacity – 60 gal. (two 30 gal.)

Spray Width – 2 ft, 6 ft, 8 ft, or 10 ft

Spray Application Rate – Capacity per Nozzle - 0.22 gpm at 30 psi, 0.25 gpm at 40 psi

Pump – Remco (5.3 gpm)

Available Accessories and Attachments

30 Gallon Auxiliary Tank	135-6627
Foam Marker.....	135-6663
Kit, Liquid Valve (7 GPM) and Alternator.....	135-7916
Kit-Alternator	135-7923
Max – 7 Gallon Auxiliary Tank (Left Side)	135-6607
Max – 7 Gallon Isolated Tank (Right Side).....	135-6614
Z-Spray Parts Kit.....	142-7158

BID SPECIFICATIONS
Turf Management
ZTE Spreader Sprayers
ZS5260XL

SPECIFICATIONS

Engine – Vanguard

Drive System – Pump & Wheel Motor

Ground Speed – 0-8.0 mph (12.9 kmph) forward, 0-4.0 mph (6.4 kmph) reverse

Drive Tires – 20 x 10.5-8

Front Caster Tires – 16 x 6.5-8

Curb Weight – 1026 lbs.

Dimensions:

Width.....52 in.

Length.....73 in.

Height.....50 in.

Fuel Capacity – 5-gallon (18.9-L) fuel tank

Onboard Intelligence - Digital Speedometer

Hopper Size – 220 lbs. + two 50 lbs. fertilizer trays; hydraulic motor

Spread Width – Adjustable from 3 ft. up to 25 ft.

Tank Capacity – 60 gal. (two 30 gal.)

Spray Width – 2 ft, 6 ft, 8 ft, or 10 ft

Spray Application Rate – Capacity per Nozzle - 0.22 gpm at 30 psi, 0.25 gpm at 40 psi

Pump – Remco (7.0 gpm)

Available Accessories and Attachments

30 Gallon Auxiliary Tank	135-6627
Foam Marker.....	135-6663
Max – 7 Gallon Auxiliary Tank (Left Side)	135-6607
Max – 7 Gallon Isolated Tank (Right Side).....	135-6614

BID SPECIFICATIONS
Turf Management
ZTE Spreader Sprayers
ZSL3620

SPECIFICATIONS

Engine – Kohler® CH395

Drive System – Transaxle

Ground Speed – 0–5.5 mph (8.8 kmph) forward, 0–4.0 mph (6.4 kmph) reverse

Drive Tires – 18 x 7.5-8

Front Caster Tires – 13 x 6.5-6

Curb Weight – 561 lbs.

Dimensions:

Width.....35.5 in.

Length.....67.5 in.

Height.....51.5 in.

Fuel Capacity – 1.59 gallon

Onboard Intelligence - Digital Spreader Speed & Spray Pressure Control

Hopper Size – 175 lbs. + 50 lbs. on spray tank; 12 VDC, 2 hp motor

Spread Width – Adjustable from 4 ft. up to 22 ft.

Tank Capacity – 20 gal.

Spray Width – Wide spray up to 11 ft wide; Narrow spray up to 5 ft wide

Spray Application Rate – Wide - 0.69 gpm at 30 psi, 0.80 gpm at 40 psi; Narrow - 0.35 gpm at 30 psi, 0.40 gpm at 40 psi

Pump – Remco (3.8 gpm)

BID SPECIFICATIONS

ZSL3620

Available Accessories and Attachments

15 Ft Hose Tray	126-6305
30 Ft Hose and Tray.....	126-8155
Anti-Siphon Assembly	126-5850
Hopper Screen (Large Hole)	126-3143
Hopper Screen (Small Hole)	126-3242
Multi-Purpose bag	126-6000
Spray Nozzle (Blue)	126-7172
Spray Nozzle (Brown)	126-7171
Spray Nozzle (Gray).....	126-7170
Spray Nozzle (Red).....	126-2566
Spray Nozzle (White)	116-9798
Spray Wand (TeeJet 50800)	126-6325
Spray Wand	126-8160
Spray Wand (Valley Ind-Blue).....	126-8150
Spray Wand TeeJet 22670.....	126-3944
Z-Spray Parts Kit.....	142-7144

BID SPECIFICATIONS

Turf Management

ZTE Aerators

ZA3624

SPECIFICATIONS

Engine – Kohler CH440

Drive System – Hydro-Drive

Ground Speed – 0-7.0 mph (11.2 kmph) forward

Drive Tires – 16 x 4.5-8 Turf Saver

Front Caster Tires – 11 x 4-5 semi-pneumatic

Curb Weight – 979 lbs.

Dimensions:

Width.....35.5 in.

Length.....68.6 in.

Height.....51.0 in.

Fuel Capacity – 1.9 gal (7L) fuel tank

Onboard Intelligence – Electronic Depth Control

Number of coring tines – 36

Core Depth – 5” Max

Plugs/Square Foot – 4.6

Available Accessories and Attachments

Stand-On Aerator Spreader Attachment 142-5462

BID SPECIFICATIONS
Turf Management
ZTE Aerators
ZA4640

SPECIFICATIONS

Engine – Vanguard
Drive System – Pump and Wheel Motor
Ground Speed – 0-8.0 mph (12.9 kmph) forward
Drive Tires – 20 x 10.5-8 Super Turf
Front Caster Tires – 13 x 6.5-6 ribbed pneumatic
Curb Weight – 1345 lbs.

Dimensions:

Width.....46 in.
Length.....84.8 in.
Height.....50 in.

Fuel Capacity – 5-gallon (18.9-L) fuel tank
Onboard Intelligence - Digital Speedometer
Number of coring tines – 60
Core Depth – .5” to 3”
Plugs/Square Foot – 4.8

Available Accessories and Attachments

Z-Aerate – 30 Gallon Spray System – Includes Spray Boom.....	135-9607
Z-Aerate – 36” Slice Seeder Assembly	142-2038
Z-Aerate – 40” Spiker Head Assembly	142-1850
Z-Aerate – 46” Dethatch Rake Assembly.....	142-2036
Z-Aerate Parts Kit.....	142-7157

BID SPECIFICATIONS
Turf Management
ZTE Aerators
ZA4830

SPECIFICATIONS

Engine – Kawasaki FS541V
Drive System – Hydro-Drive
Ground Speed – 0-7.0 mph (11.2 kmph) forward
Drive Tires – 16 x 6.5-8 Super Turf
Front Caster Tires – 13 x 5-6 smooth semi-pneumatic
Curb Weight – 1011 lbs.

Dimensions:

Width.....47.8 in.
Length.....69.8 in.
Height.....52.0 in.

Fuel Capacity – 5-gallon (18.9-L) fuel tank
Onboard Intelligence – Electronic Depth Control
Number of coring tines – 48
Core Depth – 5” Max
Plugs/Square Foot – 4.6

Available Accessories and Attachments

Stand-On Aerator Spreader Attachment 142-5462

BID SPECIFICATIONS
Turf Management
ZTE Seeders
ZD3020

SPECIFICATIONS

Engine – Kohler CH395
Carb Compliant - Yes
Drive System – Hydro-Gear T2
Ground Speed – 0-3.8 mph (6.1 kmph) forward
Tires – 11 x 4-4
Curb Weight – 259 lbs.

Dimensions:

Seeding Width.....20.0 in.
Width.....30.0 in
Length.....54.0 in.
Height.....44.5 in.

Fuel Capacity – 1.6 gal (6.0-L) fuel tank
Slicer Blade Depth – Up to 1”
Hopper Size – 40 lbs.
PTO Engagement – Warner Mag-stop

Available Accessories and Attachments

None Available

BID SPECIFICATIONS
Turf Management
ZTE Broom
ZB4636

SPECIFICATIONS

Engine – Kohler CH270

Carb Compliant - Yes

Broom Drive – Direct

Broom Speed – 200 RPM

Steering Control – Power steering with clutch left and right hand.

Tires – 16 x 4.5.8P

Curb Weight – 350 lbs.

Dimensions:

Width.....46.5 in

Length.....73.0 in.

Height.....41.5 in.

Fuel Capacity – 1.0 gallon (3.8L)

Broom Angle - 40° total, 20° left and 20° right

Broom Diameter – 25”

Available Accessories and Attachments

Kit-Wafers, Snow Broom Black 116-8232

Kit-Wafers, Grass Broom Yellow 116-8233

Kit-Caster, Turf Broom 135-2311

Kit-Tire Chain 142-9270