THE TORO COMPANY

THE TORO COMPANY

Q4 2023 EARNINGS RELEASE

December 20, 2023

Safe Harbor

This presentation contains forward-looking statements, which are being made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. These forward-looking statements are based on management's current assumptions and expectations of future events and often can be identified by words such as "believe," "forward," "future," "goal," "guidance," "improve," "may," "outlook," "plan," "should," "target" and "would," variations of such words or the negative thereof, and similar expressions or future dates. Forward-looking statements in this presentation include our fiscal 2024 financial guidance and expectations regarding demand trends, supply chain stabilization and AMP. Forward-looking statements involve risks and uncertainties that could cause actual events and results to differ materially from those projected or implied. Such risks and uncertainties include: adverse worldwide economic conditions; the effect of abnormal weather patterns; customer, government and municipal revenue, budget spending levels and cash conservation efforts; loss of any substantial customer; inventory adjustments or changes in purchasing patterns by customers; fluctuations in the cost and availability of commodities, components, parts, and accessories; disruption at or in proximity to our facilities or certain third parties; risks associated with acquisitions and dispositions; impacts of our AMP initiative and any future restructuring activities or productivity or cost savings initiatives; and other risks and uncertainties described in our most recent annual report on Form 10-K, subsequent quarterly reports on Form 10-Q or current reports on Form 8-K, and other filings with the Securities and Exchange Commission. We make no commitment to revise or update any forward-looking statements in order to reflect events or circumstances occurring or existing after the date of this presentation.

This presentation also contains non-GAAP financial measures and more information about our use of such non-GAAP financial measures, as well as a reconciliation of the most directly comparable historical U.S. GAAP financial measures to the corresponding historical non-GAAP financial measures, which can be found in our related financial filings in the section titled “Non-GAAP Financial Measures”.

All financial results contained within this presentation are based on fiscal quarter ending October 31 figures

Overview

The Toro Company:

Built on Strong Relationships and Our Legacy of Excellence

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.

Q4 2023 Key Messages

1 Exceeded expectation for fourth-quarter *adjusted diluted EPS, a testament to strength of portfolio and a result of swift actions to align production and costs with current market conditions

2 Stabilizing supply of key components enabled increased output for underground and specialty construction products, and golf and grounds equipment; order backlog for these products remains significantly elevated, driven by sustained strength in demand

3 Continuation of macro factors driving homeowner/channel caution and elevated field inventories for residential and contractor-grade lawn care products; also, elevated field inventories for snow products given last year's below average snowfall

4 Introduced full-year fiscal 2024 guidance of low single-digit net sales growth and *adjusted EPS in the range of $4.25 to $4.35 per diluted share

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

Q4 2023 Financial Highlights

(Year-over-year comparisons below)

-16.1% NET SALES DECLINE	Decrease was primarily due to lower shipments of residential and contractor-grade lawn care and snow products, partially offset by higher shipments of underground and specialty construction products, and golf and grounds equipment
-50 bps ADJUSTED GROSS MARGIN*	Driven primarily by higher material costs and inventory reserves, partially offset by productivity improvements and favorable product mix
-280 bps ADJUSTED OPERATNG EARNINGS MARGIN*	Lower net sales leverage and increased investment in research and engineering also contributed to the year-over-year decline in profitability, partially offset by lower warranty costs

Q4 reflects continuation of rebalancing in homeowner markets, as expected, partially offset by sustained strength in key professional end markets

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

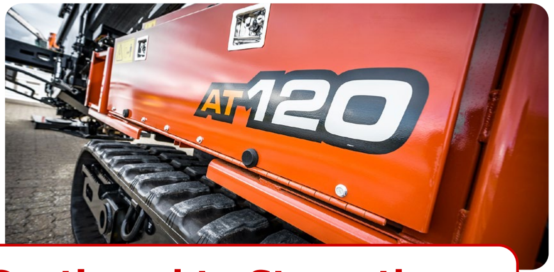
Amplifying Maximum Productivity ("AMP")

Major productivity initiative expected to result in more than $100M of incremental annual cost savings by fiscal 2027, a portion of which the company intends to prudently reinvest

3 Key Focus Areas for Transformation:

1. Supply Base
2. Design-to-Value
3. Route-to-Market

Q4 2023 Other Notable Highlights



Continued to Strengthen Innovation Leadership

Prioritized investments aligned with market trends, including launch of the world’s largest all-terrain horizontal directional drill

$2B Order Backlog Remains Elevated

Stabilizing supply enabling increased output, to capitalize on strong demand and improve lead times for underground & specialty construction products, and golf & grounds equipment

Leveraging Technology Investments

Expanded line of Workman® utility vehicles and new line of Vista® people mover vehicles, available in battery and gas options

6% Dividend Increase Announced

Company raises dividend for 15th consecutive year, supported by consistent financial performance and confidence in future cash flows

The Toro Company is a leading provider of products and solutions for the outdoor environment, including:

Turf & landscape maintenance

Snow & ice management

Underground utility construction

Rental/specialty construction

Irrigation

Outdoor lighting solutions

Financials

Q4 2023 Consolidated Results

Strength in businesses with elevated backlog offset by continued caution in homeowner markets

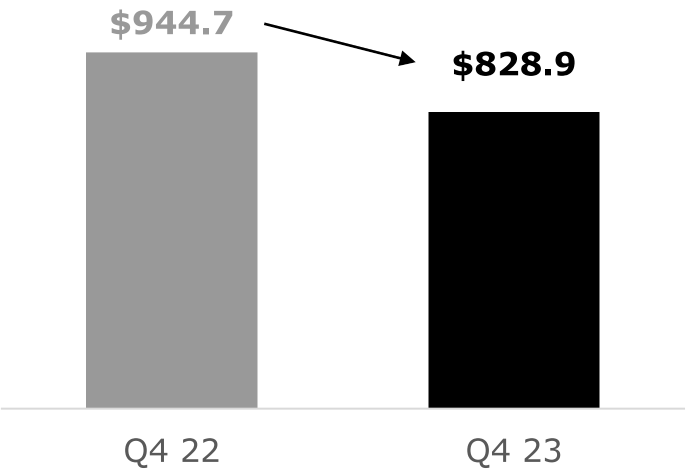
	REPORTED			ADJUSTED*		
	Q4 23	Q4 22	Change from Q4 22	Q4 23	Q4 22	Change from Q4 22
Net Sales	**$983.2M**	**$1,172.0M**	**-16.1%**	**$983.2M**	**$1,172.0M**	**-16.1%**
Gross Profit ($)	$329.6M	$398.8M	-17.4%	$330.8M	$399.1M	-17.1%
Gross Margin (% of Net Sales)	33.5%	34.0%	-50 bps	33.6%	34.1%	-50 bps
Operating Earnings ($)	**$94.5M**	**$150.4M**	**-37.2%**	**$99.5M**	**$150.9M**	**-34.1%**
Operating Earnings Margin (% of Net Sales)	**9.6%**	**12.8%**	**-320 bps**	**10.1%**	**12.9%**	**-280 bps**
Earnings Before Income Taxes	$86.9M	$143.3M	-39.4%	$91.9M	$143.8M	-36.1%
Net Earnings	$70.3M	$117.6M	-40.2%	$74.1M	$117.3M	-36.8%
Diluted EPS	$0.67	$1.12	-40.2%	$0.71	$1.11	-36.0%

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

Professional Segment Results

NET SALES
(in millions)

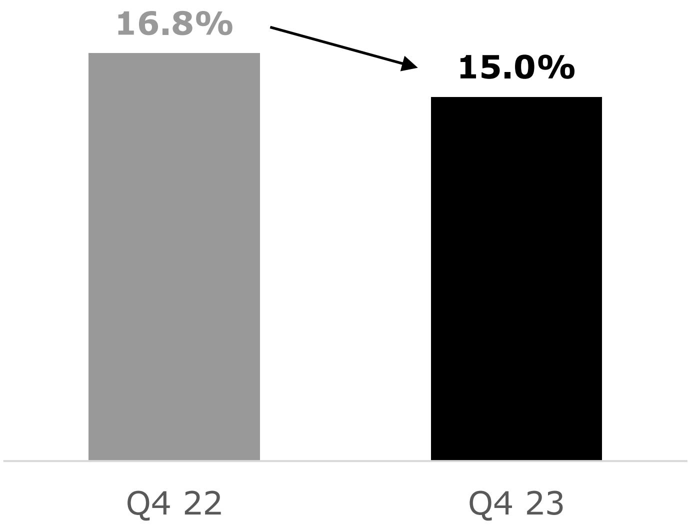
-12.3%



Decrease was primarily driven by **lower shipments of contractor-grade lawn care equipment and snow products**, and **increased floor planning costs**, partially offset by **higher shipments of underground and specialty construction products**, and **golf and grounds equipment**

SEGMENT EARNINGS RATE
(as a percentage of net sales)

-180 bps

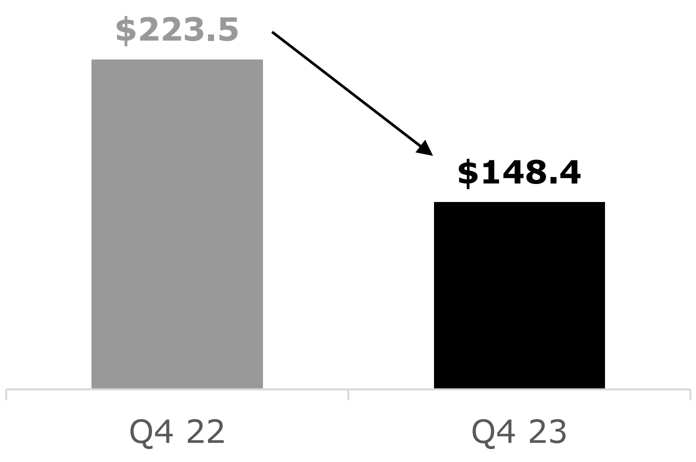


Decrease was primarily due to **higher material costs**, **lower net sales**, and **increased floor planning costs**, partially offset by **productivity improvements**, and **favorable product mix**

Residential Segment Results

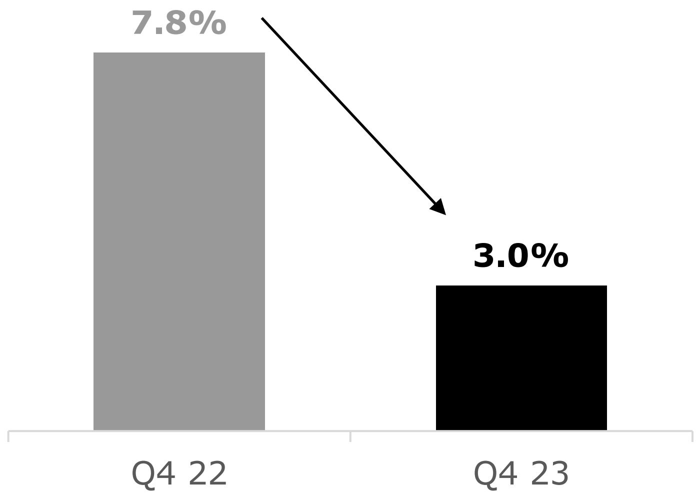
NET SALES
(in millions)

-33.6%



SEGMENT EARNINGS RATE
(as a percentage of net sales)

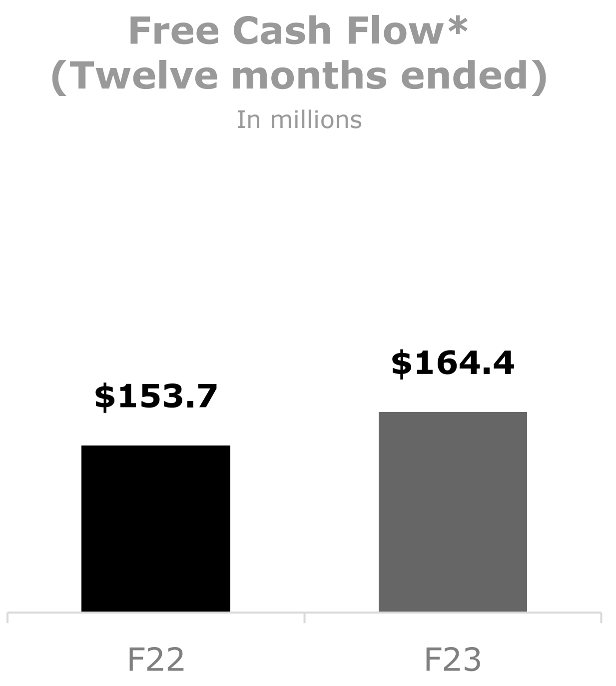
-480 bps

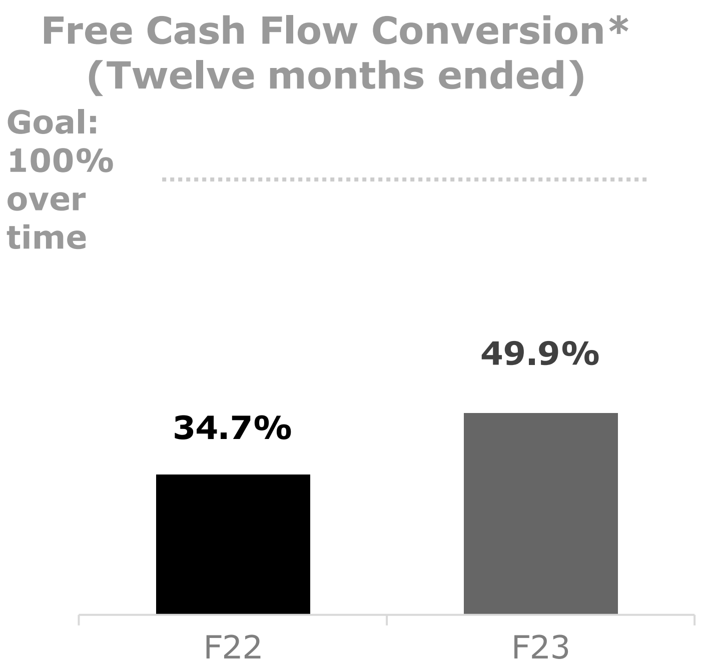


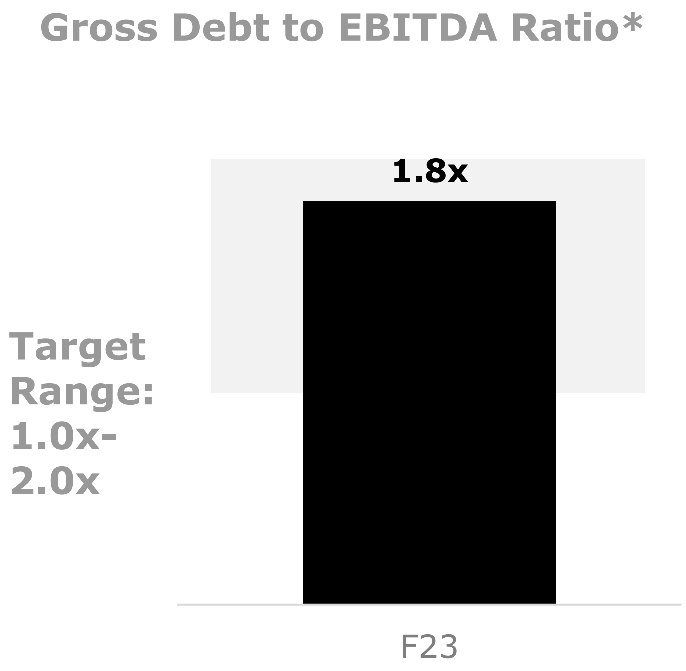
Decrease was primarily driven by **lower shipments** of products broadly across the segment, partially offset by **net price realization**

Decrease was primarily driven by **higher inventory reserves**, **unfavorable product mix**, and **lower sales volume**, partially offset by the **benefits of net price realization**, **productivity improvements**, and **lower material costs**

Strong Balance Sheet and Resilient Free Cash Flow







Free cash flow conversion* improved over last year, but remained lower than typical driven by working capital fluctuations as production and costs are being adjusted to demand in the company's various end markets. The company expects a return to its historical average conversion rate of ~100% in F24.

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

Effective Capital Deployment

Consistent Strategy	FY2023 Comments
1 Capital expenditures supporting organic growth with high returns	Invested $142M to fund new product investments, advanced manufacturing technologies, and capacity for growth
2 Strategic approach to acquisitions with disciplined process and proven track record	Company continues to evaluate potential acquisitions with discipline, with an objective of accelerating profitable growth and driving meaningful value for all stakeholders
3 Established dividend with increases commensurate with earnings growth	Returned $142M to shareholders via regular dividends, representing a payout increase of 13% year-over-year
4 Excess cash deployed to repurchase shares with a goal to at least offset dilution over time	Returned $60M to shareholders via share repurchases

Disciplined capital allocation drives long-term value for all stakeholders

Fiscal 2024 Guidance

Net Sales Growth (%)	Low Single-Digit Growth
Adjusted Operating Earnings Margin* (%)	Slightly Higher than 2023
Adjusted Diluted EPS* ($)	$4.25 to $4.35
Capital Expenditures ($)	~$125M
Depreciation & Amortization ($)	$120M to $130M
Interest Expense	~$59M
Adjusted Effective Tax Rate* (%)	~21%
Free Cash Flow (FCF) Conversion** (%)	~100%

*Non-GAAP Measures: refer to the Appendix of this presentation for additional information and reconciliation
**FCF Conversion Percentage = Free Cash Flow/GAAP Net Earnings

Investment Thesis

1. Well positioned to win with deep expertise, leading market share positions, and best-in-class distribution and service networks – all of which create high barriers to entry

2. Attractive end markets, customer-centric innovation, and steady replacement cycles drive future organic growth

3. Building on a foundation of demonstrated consistent financial performance and cash flow generation

4. Financial headroom for strategic investments and disciplined approach to capital allocation enables delivery of value to all stakeholders

THE TORO COMPANY

APPENDIX

THE TORO COMPANY AND SUBSIDIARIES
Condensed Consolidated Statements of Earnings (Unaudited)
(Dollars and shares in millions, except per-share data)

	Three Months Ended		Twelve Months Ended	
	October 31, 2023	October 31, 2022	October 31, 2023	October 31, 2022
Net sales	$ 983.2	$ 1,172.0	$ 4,553.2	$ 4,514.7
Cost of sales	653.6	773.2	2,975.6	3,010.1
Gross profit	329.6	398.8	1,577.6	1,504.6
Gross margin	33.5 %	34.0 %	34.6 %	33.3 %
Selling, general and administrative expense	235.1	248.4	995.6	928.9
Non-cash impairment charges	—	—	151.3	—
Operating earnings	94.5	150.4	430.7	575.7
Interest expense	(14.9)	(11.5)	(58.7)	(35.7)
Other income, net	7.3	4.4	28.5	12.5
Earnings before income taxes	86.9	143.3	400.5	552.5
Provision for income taxes	16.6	25.7	70.8	109.2
Net earnings	$ 70.3	$ 117.6	$ 329.7	$ 443.3
Basic net earnings per share of common stock	$ 0.67	$ 1.13	$ 3.16	$ 4.23
Diluted net earnings per share of common stock	$ 0.67	$ 1.12	$ 3.13	$ 4.20
Weighted-average number of shares of common stock outstanding — Basic	104.2	104.5	104.4	104.8
Weighted-average number of shares of common stock outstanding — Diluted	104.9	105.3	105.3	105.6

Segment Data (Unaudited)
(Dollars in millions)

	Three Months Ended		Twelve Months Ended	
Segment net sales	**October 31, 2023**	**October 31, 2022**	**October 31, 2023**	**October 31, 2022**
Professional	$ 828.9	$ 944.7	$ 3,674.6	$ 3,429.6
Residential	148.4	223.5	854.2	1,068.6
Other	5.9	3.8	24.4	16.5
Total net sales*	$ 983.2	$ 1,172.0	$ 4,553.2	$ 4,514.7
*Includes international net sales of:	$ 191.0	$ 222.4	$ 947.7	$ 879.2

	Three Months Ended		Twelve Months Ended	
Segment earnings (loss) before income taxes	**October 31, 2023**	**October 31, 2022**	**October 31, 2023**	**October 31, 2022**
Professional	$ 124.5	$ 159.2	$ 509.1	$ 584.0
Residential	4.5	17.5	68.9	112.7
Other	(42.1)	(33.4)	(177.5)	(144.2)
Total segment earnings before income taxes	$ 86.9	$ 143.3	$ 400.5	$ 552.5

THE TORO COMPANY AND SUBSIDIARIES
Condensed Consolidated Balance Sheets (Unaudited)
(Dollars in millions)

	October 31, 2023	October 31, 2022
ASSETS		
Cash and cash equivalents	$ 193.1	$ 188.2
Receivables, net	407.4	332.7
Inventories, net	1,087.8	1,051.1
Prepaid expenses and other current assets	110.5	103.4
Total current assets	1,798.8	1,675.4
Property, plant, and equipment, net	641.7	571.7
Goodwill	450.8	583.3
Other intangible assets, net	540.1	585.8
Right-of-use assets	125.3	76.1
Investment in finance affiliate	50.6	39.3
Deferred income taxes	14.2	5.3
Other assets	22.8	19.1
Total assets	$ 3,644.3	$ 3,556.0

THE TORO COMPANY AND SUBSIDIARIES
Condensed Consolidated Balance Sheets (Unaudited)
(Dollars in millions)

	October 31, 2023	October 31, 2022
LIABILITIES AND STOCKHOLDERS' EQUITY		
Accounts payable	$ 430.0	$ 578.7
Accrued liabilities	499.1	469.2
Short-term lease liabilities	19.5	15.7
Total current liabilities	948.6	1,063.6
Long-term debt	1,031.5	990.8
Long-term lease liabilities	112.1	63.6
Deferred income taxes	0.4	44.3
Other long-term liabilities	40.8	42.0
Stockholders' equity:		
Preferred stock	—	—
Common stock	103.8	104.0
Retained earnings	1,444.1	1,280.8
Accumulated other comprehensive loss	(37.0)	(33.1)
Total stockholders' equity	1,510.9	1,351.7
Total liabilities and stockholders' equity	$ 3,644.3	$ 3,556.0

THE TORO COMPANY AND SUBSIDIARIES
Condensed Consolidated Statements of Cash Flows (Unaudited)
(Dollars in millions)

	Twelve Months Ended	
	October 31, 2023	October 31, 2022
Cash flows from operating activities:		
Net earnings	$ 329.7	$ 443.3
Adjustments to reconcile net earnings to net cash provided by operating activities:		
Non-cash income from finance affiliate	(19.2)	(8.8)
Distributions from (contributions to) finance affiliate, net	7.9	(9.9)
Depreciation of property, plant, and equipment	83.5	74.9
Amortization of other intangible assets	35.7	33.9
Stock-based compensation expense	19.4	22.1
Deferred income taxes	(47.9)	(12.3)
Non-cash impairment charges	151.3	—
Other	(0.2)	(0.1)
Changes in operating assets and liabilities, net of the effect of acquisitions:		
Receivables, net	(71.6)	(19.3)
Inventories, net	(26.7)	(285.9)
Other assets	17.8	(30.2)
Accounts payable	(149.9)	66.3
Other liabilities	(23.0)	23.2
Net cash provided by operating activities	306.8	297.2

THE TORO COMPANY AND SUBSIDIARIES
Condensed Consolidated Statements of Cash Flows (Unaudited)
(Dollars in millions)

	Twelve Months Ended	
	October 31, 2023	October 31, 2022
Cash flows from investing activities:		
Purchases of property, plant, and equipment	(149.5)	(143.5)
Proceeds from insurance claim	7.1	—
Business combinations, net of cash acquired	(21.0)	(402.4)
Asset acquisitions, net of cash acquired	—	(7.2)
Proceeds from asset disposals	0.4	0.2
Proceeds from sale of a business	5.3	4.6
Net cash used in investing activities	(157.7)	(548.3)
Cash flows from financing activities:		
Net borrowings under the revolving credit facility[1]	40.0	—
Long-term debt borrowings[1]	—	300.0
Long-term debt repayments[1]	—	—
Proceeds from exercise of stock options	19.7	10.3
Payments of withholding taxes for stock awards	(3.8)	(2.4)
Purchases of TTC common stock	(60.0)	(140.0)
Dividends paid on TTC common stock	(141.9)	(125.7)
Other	(1.5)	—
Net cash (used in) provided by financing activities	(147.5)	42.2
Effect of exchange rates on cash and cash equivalents	3.3	(8.5)
Net increase (decrease) in cash and cash equivalents	4.9	(217.4)
Cash and cash equivalents as of the beginning of the fiscal period	188.2	405.6
Cash and cash equivalents as of the end of the fiscal period	$ 193.1	$ 188.2

[1] Presentation of prior year revolving credit facility and long-term debt activity has been conformed to the current year presentation. There was no change to net cash (used in) provided by financing activities.

Non-GAAP Financial Measures

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

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

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

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

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

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

THE TORO COMPANY AND SUBSIDIARIES
Reconciliation of Non-GAAP Financial Measures (Unaudited)
(Dollars in millions, except per-share data)

The following table provides a reconciliation of the non-GAAP financial performance measures used in this press release and our related earnings call to the most directly comparable measures calculated and reported in accordance with U.S. GAAP for the three and twelve month periods ended October 31, 2023 and October 31, 2022:

	Three Months Ended		Twelve Months Ended	
	October 31, 2023	October 31, 2022	October 31, 2023	October 31, 2022
Gross profit	$ 329.6	$ 398.8	$ 1,577.6	$ 1,504.6
Acquisition-related costs[1]	—	0.3	0.2	1.6
Restructuring charges[2]	1.2	—	1.2	—
Adjusted gross profit	$ 330.8	$ 399.1	$ 1,579.0	$ 1,506.2
Gross margin	33.5 %	34.0 %	34.6 %	33.3 %
Acquisition-related costs[1]	— %	0.1 %	— %	0.1 %
Restructuring charges[2]	0.1 %	— %	0.1 %	— %
Adjusted gross margin	33.6 %	34.1 %	34.7 %	33.4 %
Operating earnings	$ 94.5	$ 150.4	$ 430.7	$ 575.7
Acquisition-related costs[1]	—	0.5	0.4	4.0
Restructuring charges[2]	5.0	—	5.0	—
Non-cash impairment charges[3]	—	—	151.3	—
Adjusted operating earnings	$ 99.5	$ 150.9	$ 587.4	$ 579.7
Operating earnings margin	9.6 %	12.8 %	9.5 %	12.8 %
Acquisition-related costs[1]	— %	0.1 %	— %	0.1 %
Restructuring charges[2]	0.5 %	— %	0.1 %	— %
Non-cash impairment charges[3]	— %	— %	3.3 %	— %
Adjusted operating earnings margin	10.1 %	12.9 %	12.9 %	12.9 %

THE TORO COMPANY AND SUBSIDIARIES
Reconciliation of Non-GAAP Financial Measures (Unaudited)
(Dollars in millions, except per-share data)

The following table provides a reconciliation of the non-GAAP financial performance measures used in this press release and our related earnings call to the most directly comparable measures calculated and reported in accordance with U.S. GAAP for the three and twelve month periods ended October 31, 2023 and October 31, 2022:

	Three Months Ended		Twelve Months Ended	
	October 31, 2023	October 31, 2022	October 31, 2023	October 31, 2022
Earnings before income taxes	$ 86.9	$ 143.3	$ 400.5	$ 552.5
Acquisition-related costs[1]	—	0.5	0.4	4.0
Restructuring charges[2]	5.0	—	5.0	—
Non-cash impairment charges[3]	—	—	151.3	—
Adjusted earnings before income taxes	$ 91.9	$ 143.8	$ 557.2	$ 556.5
Income tax provision	$ 16.6	$ 25.7	$ 70.8	$ 109.2
Acquisition-related costs[1]	—	0.1	—	0.8
Restructuring charges[2]	1.1	—	1.1	—
Non-cash impairment charges[3]	—	—	36.7	—
Tax impact of stock-based compensation[4]	0.1	0.7	5.1	2.3
Adjusted income tax provision	$ 17.8	$ 26.5	$ 113.7	$ 112.3
Net earnings	$ 70.3	$ 117.6	$ 329.7	$ 443.3
Acquisition-related costs[1]	—	0.4	0.4	3.2
Restructuring charges[2]	3.9	—	3.9	—
Non-cash impairment charges[3]	—	—	114.6	—
Tax impact of stock-based compensation[4]	(0.1)	(0.7)	(5.1)	(2.3)
Adjusted net earnings	$ 74.1	$ 117.3	$ 443.5	$ 444.2
Diluted EPS	$ 0.67	$ 1.12	$ 3.13	$ 4.20
Acquisition-related costs[1]	—	—	—	0.03
Restructuring charges[2]	0.04	—	0.04	—
Non-cash impairment charges[3]	—	—	1.09	—
Tax impact of stock-based compensation[4]	—	(0.01)	(0.05)	(0.03)
Adjusted diluted EPS	$ 0.71	$ 1.11	$ 4.21	$ 4.20

THE TORO COMPANY AND SUBSIDIARIES
Reconciliation of Non-GAAP Financial Measures (Unaudited)
(Dollars in millions, except per-share data)

The following table provides a reconciliation of the non-GAAP financial performance measures used in this press release and our related earnings call to the most directly comparable measures calculated and reported in accordance with U.S. GAAP for the three and twelve month periods ended October 31, 2023 and October 31, 2022:

	Three Months Ended		Twelve Months Ended	
	October 31, 2023	October 31, 2022	October 31, 2023	October 31, 2022
Effective tax rate	19.1 %	17.9 %	17.7 %	19.8 %
Restructuring charges[2]	0.1 %	— %	— %	— %
Non-cash impairment charges[3]	— %	— %	1.5 %	— %
Tax impact of stock-based compensation[4]	0.1 %	0.6 %	1.2 %	0.4 %
Adjusted effective tax rate	19.3 %	18.5 %	20.4 %	20.2 %

1 On January 13, 2022, the company completed the acquisition of Intimidator. Acquisition-related costs for the fiscal year ended October 31, 2023 represent integration costs. Acquisition-related costs for the three and twelve month periods ended October 31, 2022 represent transaction and integration costs.

2 In October of fiscal 2023, we initiated a restructuring program expected to be completed by the end of the first quarter of fiscal 2024. The anticipated costs associated with the program include severance, termination benefits, and other exit-related expenses. Restructuring charges for the fiscal year ended October 31, 2023 represent accrued severance costs.

3 At the end of the third quarter of fiscal 2023, the company recorded non-cash impairment charges within our Professional reportable segment related to the Intimidator operating segment.

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, 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 three and twelve month periods ended October 31, 2023 and October 31, 2022.

Reconciliation of Non-GAAP Liquidity Measures

The company defines free cash flow as net cash provided by operating activities less purchases of property, plant, and equipment, net of proceeds from insurance claim. Free cash flow conversion percentage represents free cash flow as a percentage of net earnings. The company considers free cash flow and free cash flow conversion percentage to be non-GAAP liquidity measures that provide useful information to management and investors about the company's 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 the company's Consolidated Balance Sheets, after reinvesting in necessary capital expenditures required to maintain and grow the company's business.

The following table provides a reconciliation of non-GAAP free cash flow and free cash flow conversion percentage to net cash provided by operating activities, which is the most directly comparable financial measure calculated and reported in accordance with U.S. GAAP, for the twelve month periods ended October 31, 2023 and October 31, 2022:

	Twelve Months Ended	
(Dollars in millions)	**October 31, 2023**	**October 31, 2022**
Net cash provided by operating activities	$ 306.8	$ 297.2
Less: Purchases of property, plant, and equipment, net of proceeds from insurance claim	142.4	143.5
Free cash flow	164.4	153.7
Net earnings	$ 329.7	$ 443.3
Free cash flow conversion percentage	49.9 %	34.7 %

Gross Debt to EBITDA Ratio

($ millions)	Q1 23	Q2 23	Q3 23	Q4 23	Total
Short Term Debt	-	-	-	-	-
Long Term Debt	$1,091.0	$1,041.2	$1,061.3	$1,031.5	$1,031.5
Gross Debt	**$1,091.0**	**$1,041.2**	**$1,061.3**	**$1,031.5**	**$1,031.5**
Earnings Before Income Taxes	**$131.3**	**$210.8**	**($28.6)**	**$86.9**	**$400.5**
Interest Expense	$14.1	$14.7	$15.0	$14.9	$58.7
Depreciation and Amortization	$28.3	$27.9	$27.2	$35.8	$119.2
EBITDA	**$173.7**	**$253.4**	**$13.7**	**$137.6**	**$578.4**
Leverage Ratio					**1.8x**