



# Fiscal 2026 First Quarter Earnings Presentation

December 19, 2025



# Forward-Looking Statements

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, including the business outlook and financial guidance for Fiscal 2026. Investors are cautioned that forward-looking statements are inherently uncertain and involve potential risks and uncertainties. A number of factors could cause actual results to differ materially from these statements, including, but not limited to general economic uncertainty in key markets and a worsening of domestic and global economic conditions or low levels of economic growth; availability of financing for RV and marine dealers and retail purchasers; competition and new product introductions by competitors; ability to innovate and commercialize new products; ability to manage our inventory to meet demand; risk related to cyclical and seasonality of our business; risk related to independent dealers; risk related to dealer consolidation or the loss of a significant dealer; significant increase in repurchase obligations; ability to retain relationships with our suppliers and obtain components; business or production disruptions; inadequate management of dealer inventory levels; increased material and component costs, including availability and price of fuel and other raw materials; ability to integrate mergers and acquisitions; ability to attract and retain qualified personnel and changes in market compensation rates; exposure to warranty claims and product recalls; ability to protect our information technology systems from data security, cyberattacks, and network disruption risks and the ability to successfully upgrade and evolve our information technology systems; ability to retain brand reputation and related exposure to product liability claims; governmental regulation, including for climate change; increased attention to environmental, social, and governance ("ESG") matters, and our ability to meet our commitments; impairment of goodwill and trade names; risks related to our 2030 Convertible Notes and Senior Secured Notes, including our ability to satisfy our obligations under these notes; and changes in recommendations or a withdrawal of coverage by third party securities analysts. Additional information concerning certain risks and uncertainties that could cause actual results to differ materially from that projected or suggested is contained in the Company's filings with the Securities and Exchange Commission ("SEC") over the last 12 months, copies of which are available from the SEC or from the Company upon request. We caution that the foregoing list of important factors is not complete. The Company disclaims any obligation or undertaking to disseminate any updates or revisions to any forward-looking statements contained in this release or to reflect any changes in the Company's expectations after the date of this release or any change in events, conditions or circumstances on which any statement is based, except as required by law.

## INDUSTRY AND MARKET DATA

In this presentation, we rely on and refer to information and statistics regarding market participants in the sectors in which we compete and other industry data. We obtained this information and statistics from third-party sources, including reports by market research firms. While such information is believed to be reliable, for the purposes used herein, we make no representation or warranty with respect to the accuracy of such information. Any and all trademarks and trade names referred to in this presentation are the property of their respective owners.

**NON-GAAP FINANCIAL MEASURES** This presentation includes financial information prepared in accordance with accounting principles generally accepted in the U.S. ("GAAP"), as well as certain adjusted or non-GAAP financial measures such as Adjusted diluted earnings per share ("EPS"), EBITDA, Adjusted EBITDA, Pro forma Adjusted EBITDA, and free cash flow. Adjusted diluted earnings per share is defined as diluted earnings per share adjusted for after-tax items that impact the comparability of our results from period to period. EBITDA is defined as net income before interest expense, provision for income taxes, and depreciation and amortization expense. Adjusted EBITDA is defined as net income before interest expense, provision for income taxes, depreciation and amortization expense, and other pre-tax adjustments made in order to present comparable results from period to period, while pro forma Adjusted EBITDA further accounts for certain acquisition adjustments. Free cash flow is defined as net cash provided by operating activities less purchases of property, plant, and equipment. Examples of items excluded from Adjusted diluted earnings per share include amortization, restructuring and related costs, and the tax impact of the adjustments. Examples of items excluded from Adjusted EBITDA include acquisition-related costs, contingent consideration fair value adjustment, litigation reserves (settlement/adjustment), restructuring and related costs, acquisition-related fair value inventory step-up, gain on sale of property, plant and equipment, postretirement health care benefit income, loss on note repurchase, asset impairment, and non-operating income. These non-GAAP financial measures, which are not calculated or presented in accordance with GAAP, have been provided as information supplemental and in addition to the financial measures presented in accordance with GAAP. Such 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 GAAP financial measures presented herein. The non-GAAP financial measures presented may differ from similar measures used by other companies. Please see Appendix for reconciliations of these non-GAAP measures to the nearest GAAP measure.

We have included these non-GAAP performance measures as comparable measures to illustrate the effect of non-recurring transactions occurring during the year and improve comparability of our results from period to period. Management uses these non-GAAP financial measures (a) to evaluate our historical and prospective financial performance and trends as well as our performance relative to competitors and peers; (b) to measure operational profitability on a consistent basis; (c) in presentations to the members of our Board of Directors to enable our Board of Directors to have the same measurement basis of operating performance as is used by management in its assessments of performance and in forecasting and budgeting for our company; (d) to evaluate potential acquisitions; and (e) to ensure compliance with covenants and restricted activities under the terms of our credit facility and outstanding notes. We believe these non-GAAP financial measures are frequently used by securities analysts, investors and other interested parties to evaluate companies in our industry.

# Agenda

01

Performance  
Overview

02

Financial  
Results

03

Fiscal 2026  
Guidance

04

Concluding  
Comments



Be Great, Outdoors.

# F26 Q1 Key Messages

- **Broad-based Q1 outperformance:** Revenue up across segments; Motorhome & Towables margin expansion; Marine resilient in a soft market
- **Control-driven FY2026:** Self-help levers (innovation, operations, brand expansions) anchor outlook, independent of industry growth
- **Towables momentum:** Accelerating volume with accessible price-point models to capture demand, strengthen dual brands, and sustain profitability
- **Motorized leadership:** Share gains across Class A and Class C supported by new products and operational improvement
- **Balance sheet strength:** Solid liquidity and disciplined capital allocation position us for profitable growth in FY26



Newmar Dutch Star



Barletta Cabrio



Grand Design  
Lineage Series F



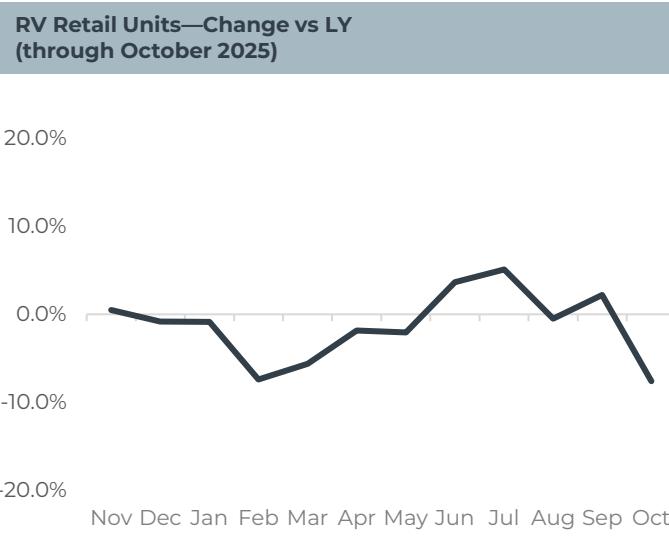
Winnebago Thrive



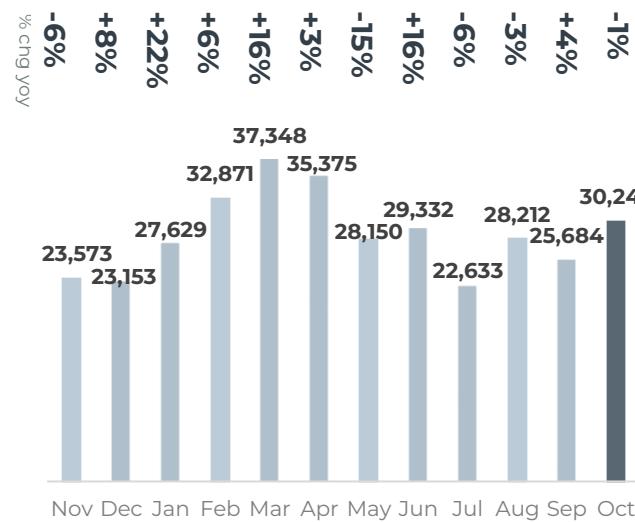
Winnebago EKKO  
Sprinter

# Key RV Trends

## North America RV Industry Retail Sales

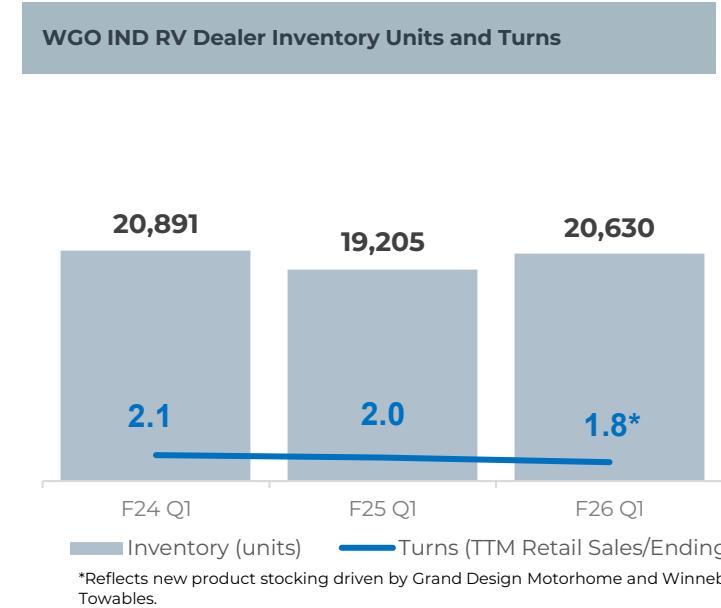


## North America RV Industry Wholesale Shipments



Source: Recreation Vehicle Industry Association

## WGO IND RV Dealer Inventory Turns



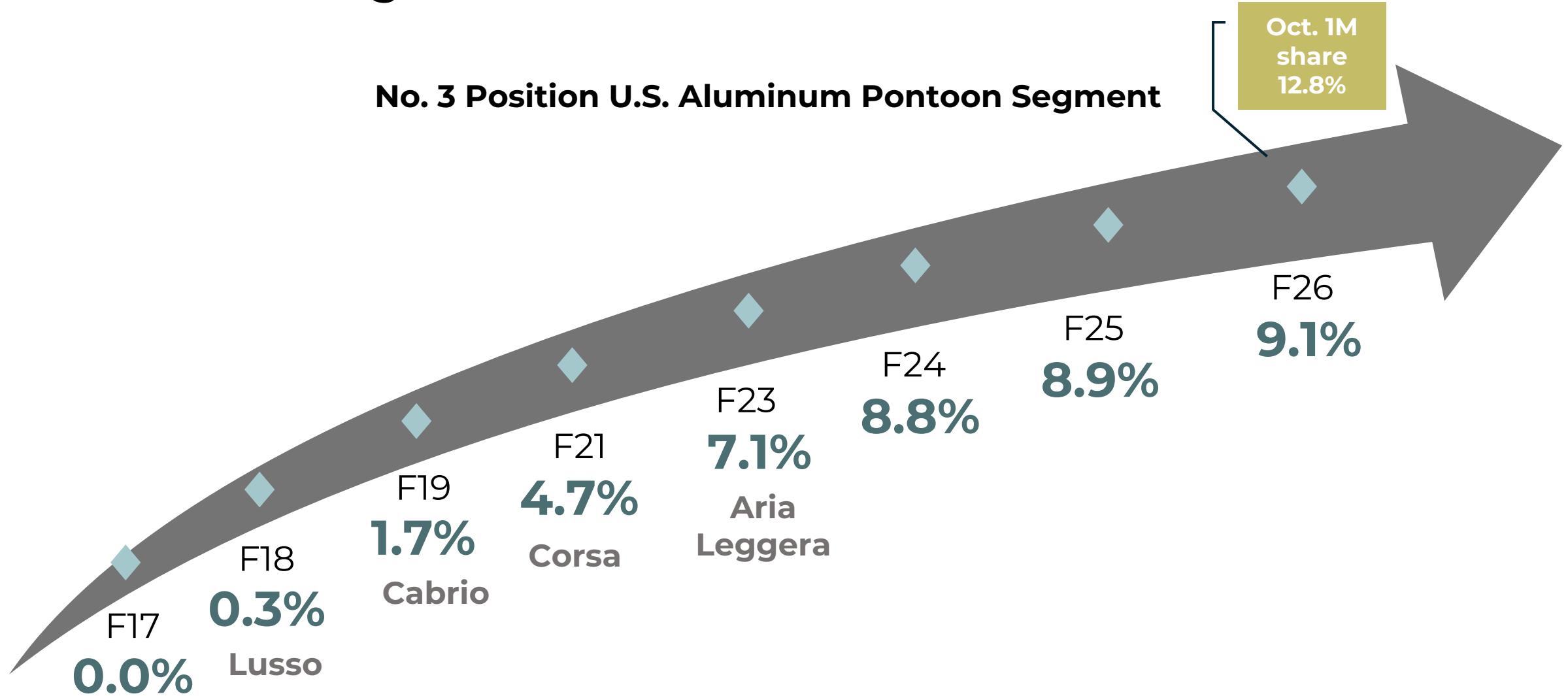
## Wholesale RV Shipment Expectations

**CY 2025:** 335,000 – 345,000 units (up from prior midpoint of ~330,000 units)

**CY 2026:** 315,000 – 345,000 units (unchanged)

# Barletta Continues Share Expansion in U.S. Aluminum Pontoon Segment

## No. 3 Position U.S. Aluminum Pontoon Segment



# Recent RV Industry Awards



**GRAND DESIGN**  
RECREATIONAL VEHICLES



**NEWMAR**<sup>SM</sup>



**Foundation 42GD**



**7 Awards for Grand Design<sup>1</sup>**



**Freedom Aire**



**5 Awards for Newmar<sup>1</sup>**

**WINNEBAGO**<sup>®</sup>



**Thrive**



**8 Awards for Winnebago<sup>1</sup>**

# Corporate Responsibility



## PEOPLE

Embrace inclusion and belonging

### Industry Recognition of Winnebago

Industries Employees in 2025:

- + Women MAKE Honoree
- + RV PRO 40 Under 40
- + RV Women's Alliance Champion of Women Nominee
- + Inductee into the RV/MH Hall of Fame
- + Inductee into the NMMA Hall of Fame

Employee Resource Group memberships **grew by ~38%** in FY25, reflecting increased employee engagement and inclusion.

**Governance:** Michael E. Pack appointed to the Board of Directors effective January 8, 2025.



## PLANET

Protect and preserve the outdoors

Donated to Habitat for Humanity ReStores, **diverting waste** and supporting Midwest communities.

Piloting an **ESG maturity model assessment** to better track brand and enterprise progress.

Annual Corporate Responsibility Report, **aligned with GRI, TCFD, and SASB frameworks**, will be released on January 14, 2026, reinforcing our commitment to transparent ESG reporting.



## COMMUNITY

Contribute to the places we call home

Over **\$3.9M contributed** by Winnebago Industries, Foundation, and employees in FY25.

**450 team members volunteered 13.6K hours** across our family of brands.

Winnebago brand donated **\$1M in-kind** to Habitat for Humanity ReStore.

**Lithionics CommunityGO** launched, hosting its first Earth Month beach cleanup.

*“One of America’s Most Responsible Companies 2023, 2024, 2025, and 2026” — NEWSWEEK*

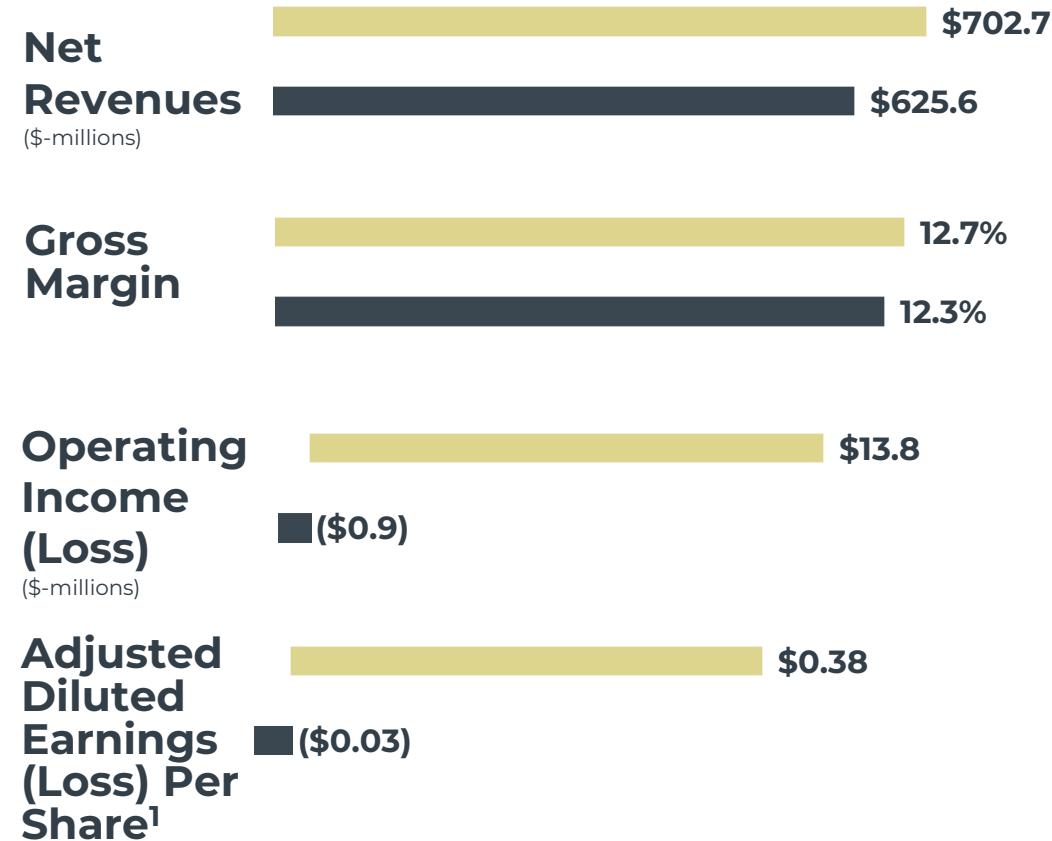
*“One of America’s Most Trustworthy Companies 2024 and 2025” — NEWSWEEK*

*“One of America’s Climate Leaders 2024” — USA TODAY*

# F26 Q1 Consolidated Results



- Net revenues increased 12.3% vs. F25 Q1, driven by:
  - Higher unit volume and selective price increases
- Gross margin increased 40 bps vs. F25 Q1, due to:
  - Volume leverage, partially offset by higher warranty expense
- Operating income increased to \$13.8M vs. an operating loss of \$(0.9M) in F25 Q1
- Adjusted diluted earnings (loss) per share<sup>1</sup> increased to \$0.38 vs. \$(0.03) in F25 Q1



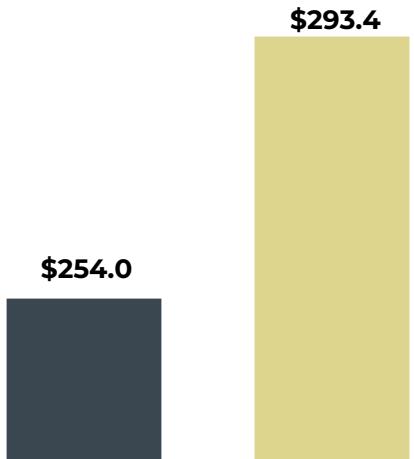
<sup>1</sup> Non-GAAP measure; see reconciliations in Appendix

# Towable RV Segment Results

F25  
Q1

F26  
Q1

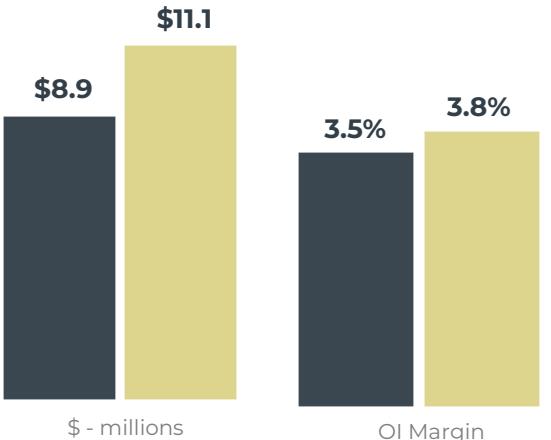
## Net Revenues (\$-millions)



Net revenues increased 15.5% vs. F25 Q1 primarily driven by:

- Higher unit volume
- Selective price increases
- Partially offset by a shift in product mix toward lower price point models

## Operating Income



Operating income increased 24.8% and operating income margin increased 30 bps vs. F25 Q1, primarily driven by:

- Volume leverage
- Partially offset by higher warranty expense

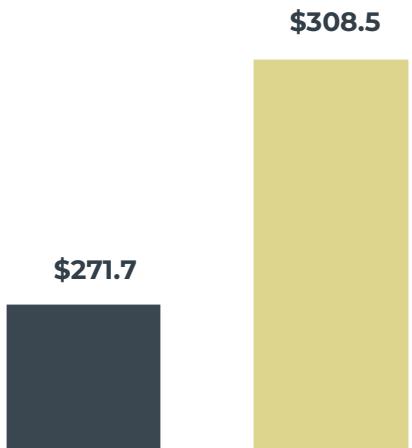


# Motorhome RV Segment Results

F25  
Q1

F26  
Q1

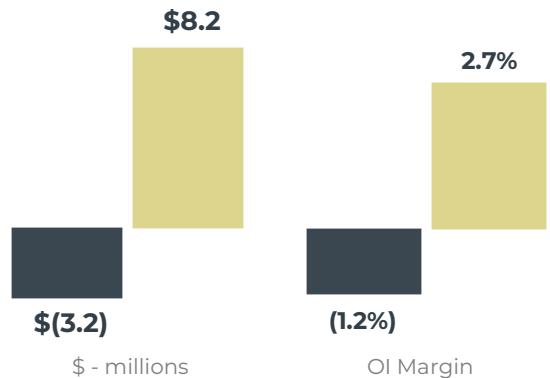
## Net Revenues (\$-millions)



Net revenues increased 13.5% vs. F25 Q1 primarily driven by:

- Favorable product mix
- Selective price increases
- Partially offset by lower unit volume

## Operating Income



Operating income and operating income margin increased vs. F25 Q1, primarily driven by:

- Selective price increases
- Lower discounts and allowances
- Lower warranty expense



# Marine Segment Results

F25  
Q1

F26  
Q1

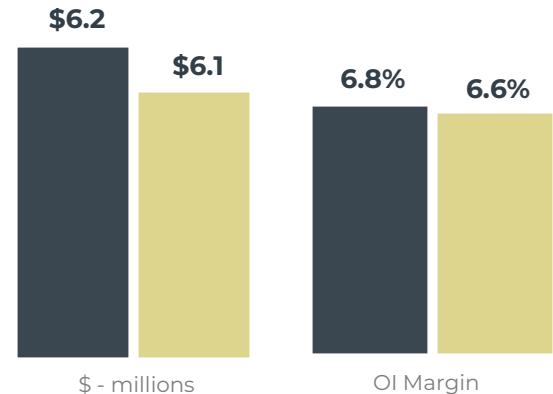
## Net Revenues (\$-millions)



Net revenues increased 2.2% vs. F25 Q1, primarily driven by:

- Selective price increases
- Partially offset by lower unit volume

## Operating Income



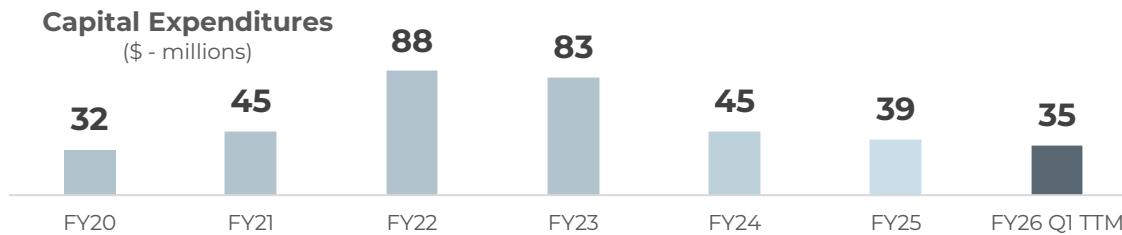
Operating income and operating income margin decreased vs. F25 Q1, primarily driven by:

- Volume deleverage



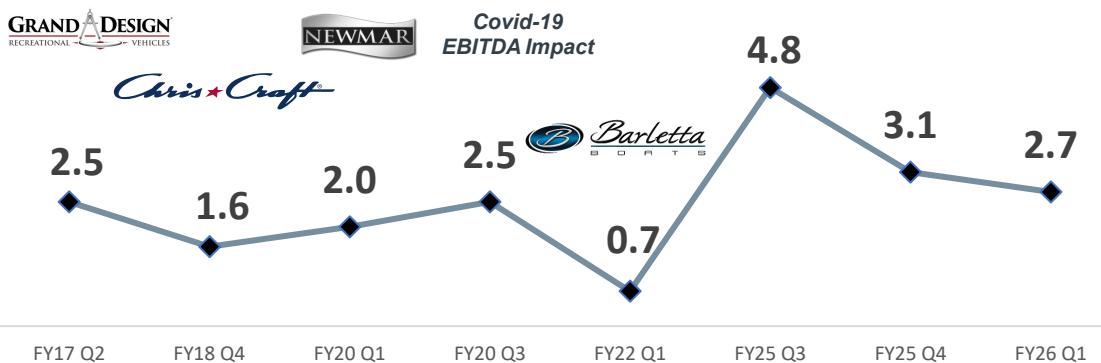
# Balance Sheet and Capital Allocation

**Reinvesting in the profitable growth of our core businesses;** talent, capacity expansion, innovation, process improvements, digital capabilities



**Maintain adequate liquidity;** optimize capital structure

Leverage Ratio<sup>1</sup>

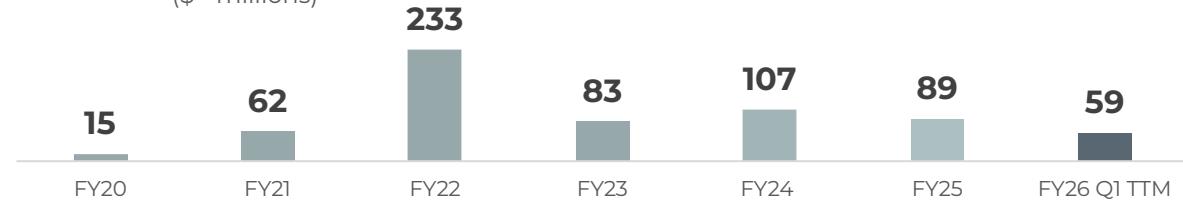


**Continue to invest inorganically;** strategic and cultural fit, financially accretive



**Return cash to shareholders;** grow dividends & share repurchases

Cash Returned to Shareholders<sup>2</sup> (\$ - millions)



- 46<sup>th</sup> consecutive quarter of dividend payments
- \$180M remaining on repurchase authorization at quarter end Q1 F26

# Fiscal 2026 Guidance

Metric	FY25 Actual	FY26 Estimate	Midpoint vs. FY25
Net Revenues	\$2.80B	\$2.8B - \$3.0B	\$2.9B (+4%)
Reported earnings per share (GAAP)	\$0.91	\$1.40 - \$2.10	\$1.75 (+92%)
Adjusted earnings per share	\$1.67	\$2.10 - \$2.80	\$2.45 (+47%)

# Key Success Drivers for FY 2026

## Winnebago Motorhomes

- Sunflyer and upcoming new product innovations
- Strengthened **dealer partnerships**
- Improved **operational efficiency**

## Winnebago Towables

- New Thrive leads revitalized product lineup
- **Reinvigorated dealer channel**

## Grand Design RV

- Transcend, Imagine and innovative new towable RV offerings including Foundation
- **Sustained** momentum in motorized, including expansion of **Lineage** (e.g., Series VP)
- Strong **brand** preference

## Newmar

- Freedom Aire, Grand Star and strategic product enhancements
- **Competitiveness** in lower-price segments

## Barletta

- Cabrio and new products in the pipeline
- Innovative lineup with **access to value segments**
- **Sustained share growth** in a highly competitive segment

## Operational Initiatives

- **Streamlined** manufacturing footprint
- **Coordinated** sourcing

- Focus on **quality**
- **Efficient** working capital management

# What Differentiates Winnebago Industries

**Uniquely positioned to drive long-term profitable growth as a trusted leader in premium outdoor recreation:**

- **Portfolio of premium outdoor recreation brands** support strong profitability and margin expansion over the long-term
- **Enterprise-wide centers of excellence** promote synergies for accelerated growth and profitability
- **Robust technology engine** generates continuous product innovation, competitive differentiation, and margin enhancement
- **Flexible integrated operating model** and highly variable cost structure enable durable profitability through economic cycles
- **Disciplined capital allocation strategy** and historically strong balance sheet provide foundation for long-term value creation
- **Proven management team** brings deep operational experience and a track record of accretive M&A



# WINNEBAGO INDUSTRIES

**WINNEBAGO**

**GRAND DESIGN**  
RECREATIONAL VEHICLES

*Chris-Craft*

**NEWMAR**

 **Barletta**  
BOATS

# Appendix

# Winnebago Industries Adjusted EBITDA Reconciliation

(\$ - millions)	F26 Q1	F25 Q1
Net income (loss)	\$5.5	\$(5.2)
Interest expense, net	5.5	5.8
Income tax provision (benefit)	2.9	(1.5)
Depreciation & amortization	15.2	15.3
<b>EBITDA</b>	<b>\$29.1</b>	<b>\$14.4</b>
Restructuring and related costs	1.2	--
Non-operating income	(0.1)	--
<b>Adjusted EBITDA</b>	<b>\$30.2</b>	<b>\$14.4</b>
<b>Adjusted EBITDA Margin<sup>1</sup></b>	<b>4.3%</b>	<b>2.3%</b>

<sup>1</sup> Adjusted EBITDA Margin reflects Adjusted EBITDA as a percentage of revenue.

Revenue for Q1 FY26 and Q1 FY25 was \$703M and \$626M, respectively

Note: EBITDA and Adj. EBITDA numbers may not foot due to rounding

# Winnebago Industries Pro Forma Adjusted EBITDA Reconciliation

(\$ - millions)	TTM F26 Q1	TTM F25 Q4	TTM F22 Q1	TTM F20 Q3	TTM F20 Q1	TTM F18 Q4	TTM F17 Q2
Net income	<b>\$36.4</b>	\$25.7	\$324.1	\$50.9	\$103.7	\$102.4	\$54.6
Interest expense, net	25.6	25.9	40.7	27.8	19.5	18.2	6.3
Provision for income taxes	8.8	4.4	98.2	12.2	24.3	40.3	25.8
Depreciation & amortization	60.5	60.6	38.3	36.7	24.7	19.2	18.8
<b>EBITDA</b>	<b>\$131.3</b>	<b>\$116.6</b>	<b>\$501.2</b>	<b>\$127.5</b>	<b>\$172.2</b>	<b>\$180.1</b>	<b>\$105.5</b>
Acquisition-related costs	--	--	4.1	9.8	10.0	2.2	6.3
Contingent consideration fair value adjustment	--	--	6.4	--	--	--	--
Litigation reserves (settlement/adjustment)	--	--	4.0	--	--	--	(3.4)
Restructuring and related costs	4.1	2.9	--	1.0	0.9	--	--
Acquisition-related fair value inventory step-up	--	--	--	4.8	1.2	--	--
Gain on sale of property, plant and equipment	--	--	(1.2)	--	--	--	--
Postretirement health care benefit income	--	--	--	--	--	--	(28.0)
Loss on note repurchase	2.0	2.0	--	--	--	--	--
Asset Impairment	1.2	1.2	--	--	--	--	--
Non-operating income	(0.9)	(0.8)	(0.5)	(0.7)	(0.9)	(0.5)	(0.4)
<b>Adjusted EBITDA</b>	<b>\$137.7</b>	<b>\$121.9</b>	<b>\$514.0</b>	<b>\$142.4</b>	<b>\$183.2</b>	<b>\$181.7</b>	<b>\$80.0</b>
Acquisition Adjustments	--	--	16.8	15.9	47.2	--	51.5
<b>Pro Forma Adj EBITDA</b>	<b>\$137.7</b>	<b>\$121.9</b>	<b>\$530.8</b>	<b>\$158.3</b>	<b>\$230.4</b>	<b>\$181.7</b>	<b>\$131.4</b>

# Winnebago Industries Adjusted EPS Reconciliation

	F26 Q1	F25 Q1
<b>Diluted earnings (loss) per share (GAAP)</b>	<b>\$0.19</b>	<b>\$(0.18)</b>
Amortization <sup>1</sup>	0.19	0.20
Restructuring and related costs <sup>1</sup>	0.05	--
Tax impact of adjustments <sup>2</sup>	(0.05)	(0.05)
<b>Adjusted diluted earnings (loss) per share (non-GAAP)<sup>3</sup></b>	<b>\$0.38</b>	<b>\$(0.03)</b>

1 Represents a pre-tax adjustment.

2 Income tax impact calculated using the statutory tax rate for the U.S. of 22.0% for Fiscal 2026 and 23.0% Fiscal 2025.

3 Per share numbers may not foot due to rounding.

# Winnebago Industries Free Cash Flow Reconciliation

(\$ - millions)	F26 Q1	F25 Q1	FY26 Q1 TTM	FY25 Q1 TTM
Net cash provided by operating activities	\$25.4	\$(16.7)	\$171.0	\$148.6
Purchases of property, plant, and equipment	(5.6)	(10.0)	(35.0)	(43.2)
<b>Free Cash Flow</b>	<b>\$19.8</b>	<b>\$(26.7)</b>	<b>\$136.0</b>	<b>\$105.4</b>

An aerial photograph of a winding asphalt road through a dense forest. The road curves through the center of the frame, with white dashed lines marking the lanes. The surrounding trees are a mix of dark evergreens and lighter deciduous species, creating a textured pattern of green and brown. The lighting suggests a bright day with shadows cast by the trees.

# WINNEBAGO INDUSTRIES

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