



**The Toro Company**



**2023**  
Corporate Profile

**Worldwide Headquarters**  
Bloomington, MN

**Manufacturing Locations**  
United States  
Australia  
China  
Germany  
Italy  
Mexico  
Poland  
Romania  
United Kingdom

**Global Reach**  
125 Countries

**Founded** 1914

**Web Site**  
www.thetorocompany.com

**Employees**  
11,300 worldwide

**2022 Net Sales**  
\$4.51 billion

At The Toro Company, our world advances through the vision of those who build, shape and care for it. A hard-working group of people who sees opportunities to enrich our world with beauty and utility.

The ambition to turn these possibilities into realities is what unites us — colleagues and customers, partners and communities.

And it is what drives us to transform how a local business can cut and plow its way to growth. How a community can spring to life with revitalized infrastructure. How we make more of our world while demanding less of it. How green spaces can bring generations of families together, host epic sports rivalries, and instill community pride.

We expand what's possible through products and technology that are impeccably engineered and grounded in a century of solving real human needs. And we do it all with breakthroughs that solve bigger, tougher, more impactful challenges — each one uncovered and understood through relationships that endure season after season.

Together, we seize the opportunities that turn aspirations for the world into new realities that impact lives and livelihoods.



**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.



**For Fiscal 2022**

**NET SALES BY  
SEGMENT**

- Professional 76.0%
- Residential 23.7%
- Other 0.3%



**NET SALES BY  
PRODUCT**

- Equipment 89.7%
- Irrigation 10.3%



**NET SALES BY  
GEOGRAPHICAL  
LOCATION**

- United States 80.5%
- International 19.5%



## Strengthening Our Innovation Leadership

Imagine a fairway mower that drives itself or a robotic lawnmower that gives homeowners an always-ready lawn. A GPS-guided sprayer that's so precise it automatically turns individual nozzles on and off to virtually eliminate overlap. A battery-powered commercial mower that can power through the toughest of grass from dawn till dusk. Or software that lets a landscape contractor manage their equipment, staff and invoicing in one convenient place. This isn't just a vision for the future. It's what's happening now at The Toro Company.

Strategic investments in alternative power, smart-connected and autonomous solutions continue to be key growth drivers across our businesses. We are excited about the technology transformations that are happening within our industries and in the next-generation solutions our teams are developing to help customers achieve their emission reduction goals, while addressing their labor challenges and maximizing productivity and efficiency.

Learn more at: [www.thetorocompany.com/innovation](http://www.thetorocompany.com/innovation)

### *We don't just make products, we solve problems*

All of our solutions are engineered, field tested and refined to ensure the highest standards of performance, reliability and safety.

TTC's Center for Technology, Research and Innovation consists of a dedicated team of agronomists and engineers who are a catalyst for holistic innovation across the enterprise.

#### Alternative Power & Electrification

- Zero exhaust emissions
- Quiet operation
- Easier maintenance
- Addressing regulations

#### Smart-Connected Products

- Driving productivity
- Loyal relationships
- Data/customer insights
- Subscription services

#### Autonomous Solutions

- Addressing labor shortages
- Improving consistency

## Our Commitment To Sustainability

At The Toro Company, sustainability is engrained in our purpose, our actions and our approach to doing business. It starts with a genuine desire to help our customers solve their most important challenges in a sustainable way and extends to improving the rapidly changing world we live in. Not only is sustainability at the heart of how we innovate and develop new products and technologies, it also influences daily operations including the way we invest in our people, the way we compete and win in the right way and it is also displayed in our dedication to serving customers and giving back to global communities.

Learn more at: [www.thetorocompany.com/sustainability](http://www.thetorocompany.com/sustainability)



Increase **battery and hybrid product** sales to at least 20% of total adjusted net sales (motorized product sales) by fiscal 2025.



Reduce absolute **Scope 1 and 2 greenhouse gas (GHG) emissions** by at least 15% by fiscal 2025 as compared to fiscal 2019.



Increase the number of **women and racial and ethnic minorities** in leadership positions by at least 20% by fiscal 2025 as compared to fiscal 2021.



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