

**WINNEBAGO INDUSTRIES**  
**Fiscal 2018 and Fiscal 2017**  
**Reclassified Net Revenue and Adjusted EBITDA**

2017	Q1		Q2		Q3		Q4		Annual	
	Net Revenue	Adj EBITDA	Net Revenue	Adj EBITDA	Net Revenue	Adj EBITDA	Net Revenue	Adj EBITDA	Net Revenue	Adj EBITDA
Motorized	193,361	12,337	196,797	11,756	240,145	16,105	223,056	16,320	853,360	56,518
Towables	50,183	3,828	171,575	18,740	234,694	33,314	228,745	33,852	685,197	89,734
Other	1,764	(1,484)	2,139	(1,426)	1,525	(2,092)	3,134	(2,373)	8,562	(7,375)
Consolidated	245,308	14,681	370,511	29,070	476,364	47,327	454,936	47,799	1,547,119	138,877
2018	Q1		Q2		Q3		Q4		Annual	
	Net Revenue	Adj EBITDA	Net Revenue	Adj EBITDA	Net Revenue	Adj EBITDA	Net Revenue	Adj EBITDA	Net Revenue	Adj EBITDA
Motorized	188,197	4,900	199,081	5,687	244,870	11,677	228,527	13,244	860,675	35,508
Towables	259,665	33,392	266,358	36,296	313,016	45,378	288,684	41,944	1,127,723	157,010
Other	2,158	(2,881)	2,920	(2,601)	4,375	(3,694)	18,978	(1,596)	28,431	(10,772)
Consolidated	450,021	35,411	468,359	39,382	562,261	53,361	536,189	53,592	2,016,829	181,746