



BRIGGS & STRATTON
CORPORATION

Corporate Profile Fiscal 2018

Briggs & Stratton Corporation (NYSE: BGG), headquartered in Milwaukee, Wisconsin, is focused on providing power to get work done and make people's lives better. Briggs & Stratton is the world's largest producer of gasoline engines for outdoor power equipment, and is a leading designer, manufacturer and marketer of power generation, pressure washer, lawn and garden, turf care and job site products through its Briggs & Stratton[®], Simplicity[®], Snapper[®], Ferris[®], Vanguard[®], Allmand[®], Billy Goat[®], Murray[®], Branco[®] and Victa[®] brands. Briggs & Stratton products are designed, manufactured, marketed and serviced in over 100 countries on six continents. These products are sold through consumer home centers, department stores, mass merchants, warehouse clubs, independent dealers and online. In fiscal 2018, Briggs & Stratton Corporation reported \$1.88 billion in sales.

Briggs & Stratton's engines are used primarily by the lawn and garden equipment industry, which accounted for about 89 percent of the Engines segment fiscal 2018 engine sales. Major lawn and garden equipment applications include walk-behind lawn mowers, riding lawn mowers, garden tillers and snow throwers. The remaining 11 percent of engine sales to OEMs in Fiscal 2018 was for use on products for industrial, construction, agricultural and other consumer applications that include portable and standby generators, pumps and pressure washers. Many retailers specify Briggs & Stratton's engines on the power equipment they sell and the Briggs & Stratton logo is often featured prominently on a product because of the appeal and reputation of the brand.

In Fiscal 2018, approximately 33 percent of Briggs & Stratton's Engines segment net sales derived from sales in international markets, primarily to customers in Europe. Briggs & Stratton is a leading supplier of gasoline engines in countries where there is an established lawn and garden equipment market. Briggs & Stratton also exports engines to developing nations where its engines are used in agricultural, marine, construction and other applications.

Briggs & Stratton Corporation manufactures replacement engines and service parts and sells them to sales and service distributors. These distributors supply service parts and replacement engines directly to independently owned, authorized service dealers throughout the world. These distributors and service dealers incorporate Briggs & Stratton's commitment to reliability and service.

Briggs & Stratton manufactures engines and parts at the following global locations: Wauwatosa, Wi.; Murray, Ky.; Poplar Bluff, Mo.; Auburn, Al.; Statesboro, Ga.; and Chongqing, China. Briggs & Stratton manufactures and assembles finished products in Munnsville, N.Y.; Lee's Summit, Mo.; Wauwatosa, Wi.; Holdrege, Ne.; Sydney, Australia; and Curitiba, Brazil.

For additional information on Briggs & Stratton Corporation, please visit www.basco.com and www.briggsandstratton.com.

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