

# **THOR**

## **INDUSTRIES, INC.**

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### **NEWS RELEASE**

Date: October 4, 2004

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#### **THOR REPORTS QUARTER E.P.S. OF \$.56; RECORD QUARTER, 12 MONTHS SALES, NET INCOME, E.P.S., EXCEED ANALYSTS' ESTIMATES FISCAL 2005 STARTS STRONGLY**

Thor Industries, Inc. (NYSE:THO), the largest manufacturer of recreation vehicles and mid-size buses, announced record results which exceed analysts' estimates, for the fourth quarter and 12 months ended July 31, 2004.

Net income for the quarter was a record \$32,078,000, up 44% from \$22,260,000 last year. E.P.S. for the quarter were 56¢, up 44% from 39¢ last year. Included in net income and EPS in the quarter was a charge relating to product liability and property insurance of approximately \$6.5 million pre tax which amounted to approximately 7¢ per share after tax. Sales for the quarter were \$625,142,000, up 48% from \$422,495,000 last year.

Net income for the 12 months was a record \$106,085,000 up 35% from \$78,631,000 last year. E.P.S. for the 12 months were \$1.85, up 34% from \$1.38 last year. Sales for the 12 months were a record \$2,187,739,000, up 39% from \$1,571,404,000 last year.

RV sales in the quarter were \$571,657,000 up 56% from \$367,085,000 last year. Bus sales in the quarter were \$53,485,000 versus \$55,410,000 last year. RV sales in the 12 months were \$1,973,007,000, up 46% from \$1,354,412,000 last year. Bus sales in the 12 months were \$214,732,000 versus \$216,992,000 last year. RV income before tax was \$55,105,000 in the quarter up 65% from \$33,493,000 last year and \$172,971,000 in the 12 months, up 41% from \$122,729,000 last year. Bus income before tax in the quarter was \$2,037,000 versus \$3,854,000 last year and \$9,577,000 in the 12 months, versus \$12,306,000 last year. Corporate costs were \$9,174,000 in the quarter versus \$2,609,000 last year and \$14,329,000 in the 12 months versus \$8,791,000 last year. The increase in corporate costs results from the product liability and insurance charge discussed above. This year's results include Damon since its acquisition on September 2, 2003. Damon had sales of \$52,740,000 in the quarter and \$210,106,000 for the year. Damon's income before tax was \$1,949,000 for the quarter and \$10,929,000 for the year.

Cash and equivalents on July 31, 2004, was a record \$199.2 million, up from \$172.2 million last year and we continue to have zero debt.

"This record performance far surpasses any other company in our businesses. Our E.P.S. increases have averaged nearly 50% for each of the past 3 years," said Wade F. B. Thompson, Thor Chairman. "With sales up 52% and net income up 80% in August 2004, we anticipate another record-breaking year in fiscal 2005, our 25<sup>th</sup> year," he added.

This release includes "forward looking statements" that involve uncertainties and risks. There can be no assurance that actual results will not differ from the Company's expectations. Factors which could cause materially different results include, among others, the success of new product introductions, the pace of acquisitions and cost structure improvements, competitive and general economic conditions, and the other risks set forth in the Company's filings with the Securities and Exchange Commission.

**THOR INDUSTRIES, INC.**  
**STATEMENT OF INCOME FOR THE 3 AND 12 MONTHS ENDED JULY 31, 2004 and 2003**  
**\$000 except per share - unaudited**

	3 MONTHS ENDED JULY 31				12 MONTHS ENDED JULY 31			
	2004	%	2003	%	2004	%	2003	%
<u>Net sales</u>	\$ 625,142		\$ 422,495		\$ 2,187,739		\$ 1,571,404	
Gross profit	\$ 90,872	14.5%	\$ 61,486	14.6%	\$ 300,537	13.7%	\$ 222,267	14.1%
Selling, general and administrative	\$ 43,910	7.0%	\$ 27,725	6.6%	\$ 137,661	6.3%	\$ 97,181	6.2%
Amortization of intangibles	\$ 202	-	\$ 179	-	\$ 799	-	\$ 715	-
Impairment of equity securities	\$ -	-	\$ -	-	\$ -	-	\$ 1,580	.1%
Gains on equity securities	\$ -	-	\$ -	-	\$ 1,801	.1%	\$ -	-
Interest income (net)	\$ 504	.1%	\$ 600	.1%	\$ 1,633	.1%	\$ 1,695	.1%
Other income	\$ 704	.1%	\$ 556	.1%	\$ 2,708	.1%	\$ 1,758	.1%
<u>Income before taxes</u>	\$ 47,968	7.7%	\$ 34,738	8.2%	\$ 168,219	7.7%	\$ 126,244	8.0%
Taxes	\$ 15,890	2.5%	\$ 12,478	2.9%	\$ 62,134	2.8%	\$ 47,613	3.0%
<u>Net income</u>	\$ 32,078	5.1%	\$ 22,260	5.3%	\$ 106,085	4.8%	\$ 78,631	5.0%
<u>E.P.S.</u>	\$ 0.56		\$ 0.39		\$ 1.85		\$ 1.38	
Average common shares outstanding	57,100,814		57,179,420		57,224,404		57,107,584	

**SUMMARY BALANCE SHEETS - JULY 31 (\$000) (unaudited)**

	2004	2003		2004	2003
Cash and equivalents	\$ 136,121	\$ 132,124	Current liabilities	\$ 241,768	\$ 187,943
Investments, short term	63,045	40,109	Other liabilities	9,215	6,177
Accounts receivable	136,921	97,315	Stockholders' equity	511,604	414,821
Inventories	147,588	96,652			
Deferred income tax and other	14,291	12,432			
Total current assets	497,966	378,632			
Fixed assets	98,763	73,415			
Investments - joint ventures	2,514	2,219			
Investments available for sale	-	2,860			
Goodwill	140,857	130,555			
Other assets	22,487	21,260			
Total	\$ 762,587	\$ 608,941		\$ 762,587	\$ 608,941