



**ALAMO GROUP INC.**  
ANNUAL REPORT

**ALAMO GROUP INC.**

**[WWW.ALAMO-GROUP.COM](http://WWW.ALAMO-GROUP.COM)**

**2020**

# FINANCIAL HIGHLIGHTS

In thousands, except per share data	2020	2019	2018	2017	2016
Net Sales	\$1,163,466	\$1,119,138	\$1,008,822	\$912,380	\$844,748
Gross Margin	\$292,110	\$273,227	\$256,115	\$234,693	\$205,099
Operating Expenses	\$198,945	\$178,579	\$155,027	\$145,955	\$137,479
Income From Operations	\$93,165	\$94,648	\$101,088	\$88,738	\$67,620
Net Income	\$56,630	\$62,906	\$73,486	\$44,315	\$40,045
Earnings Per Share (Diluted)	\$4.78	\$5.33	\$6.25	\$3.79	\$3.46
Depreciation & Amortization	\$44,474	\$30,260	\$23,335	\$20,667	\$21,013
Capital Expenditures	\$17,874	\$31,337	\$26,587	\$13,490	\$9,711
Dividends Paid	\$6,124	\$5,626	\$5,124	\$4,614	\$4,114
Working Capital	\$345,715	\$407,954	\$351,991	\$291,164	\$248,918
Cash Flow From Operations <sup>(1)</sup>	\$102,641	\$100,535	\$95,139	\$79,960	\$67,131
Long-Term Debt <sup>(2)</sup>	\$270,320	\$425,141	\$85,179	\$60,000	\$70,017
Shareholder Equity	\$625,643	\$569,757	\$507,371	\$449,108	\$387,717
Average Shares Outstanding <sup>(3)</sup>	11,845	11,800	11,761	11,682	11,565
Book Value Per Share	\$52.82	\$48.28	\$43.14	\$38.44	\$33.53

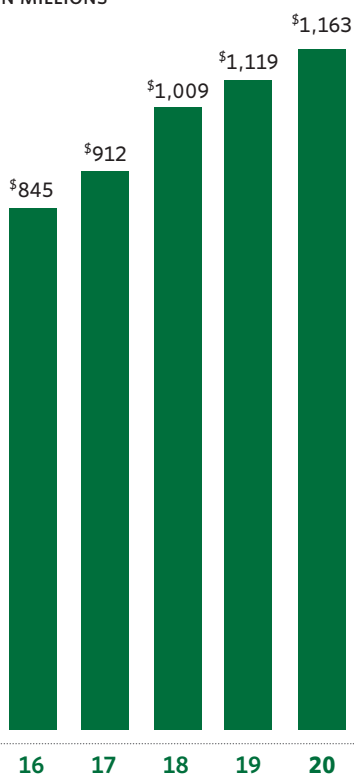
(1) Excludes Changes in Working Capital

(2) Excludes Current Portion

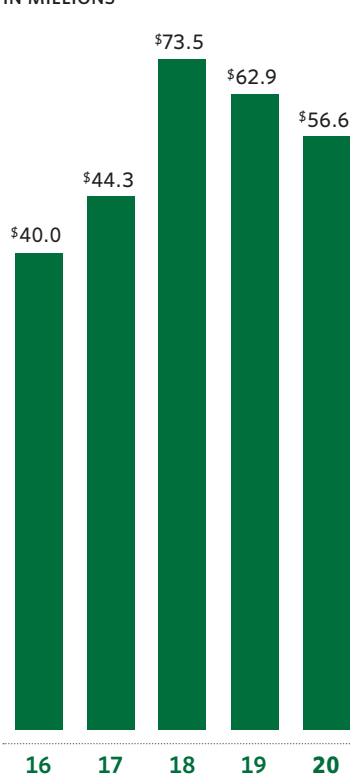
(3) On a Diluted Basis



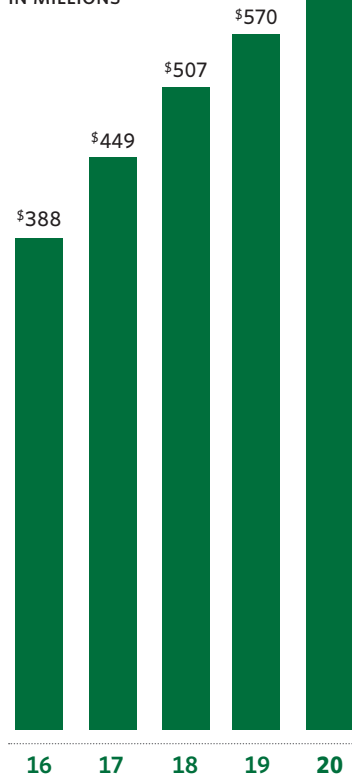
## NET SALES IN MILLIONS



## NET INCOME IN MILLIONS



## SHAREHOLDER EQUITY IN MILLIONS



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## LETTER TO OUR SHAREHOLDERS

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The year 2020 was an extraordinary one by any measurement, but probably the most important things that happened were not ones we measure in dollars and cents. The dramatic double impact from the global pandemic and the economic downturn created an array of challenges, and just being able to function while adhering to a steady stream of new restrictions and requirements took dedicated efforts on behalf of our staff. We are very proud and appreciative of the sacrifices made and the patience demonstrated by all of our employees throughout the year. This situation is still ongoing as is our dedication to continue to meet the needs of our customers while maintaining as safe and healthy an environment as possible for our employees for as long as it takes.

We are also pleased that, despite the challenging environment in which we have been operating, through the tireless efforts of our team members we actually operated our business in a near-normal manner for most of the year. In doing so, we delivered solid financial results that, while being below our original plan, were ahead of our initial expectations at the time of the onset of the pandemic despite the adversity we faced. Nor did we ignore the other aspects of our business in this process. We maintain a strong focus on asset management throughout the year, which allowed us to pay down debt at more than double the rate we anticipated and not only maintain, but improve the strength of our balance sheet. A major focus for us going into 2020, was integrating the three acquisitions we completed in 2019 into our overall operations. We are pleased that we accomplished nearly all of our objectives during 2020 despite the persistent operational challenges and travel restrictions.

Certainly, the pandemic and economic situation affected our suppliers, our dealers, our customers and our markets as well as the overall global economy. We are pleased and thankful that through our combined efforts we were able to effectively serve our infrastructure maintenance and agricultural customers, both of which were deemed essential in nearly all of our major markets. Our Agricultural Division held up remarkably well as most agricultural markets continued to function. This sector also benefitted from stronger than typical levels of government subsidies to farmers as well as lower dealer inventory levels as a result of the soft agricultural market conditions of the previous several years. With help from improved commodity prices, we feel the outlook for the agricultural market should continue to show growth in 2021.

Our Industrial Division's markets faced a few more challenges due to budgetary shortfalls at most governmental entities, which make up the largest market for our range of infrastructure maintenance equipment. But even in this challenging environment, our products held up well since, by and large, our equipment has continued to be used throughout this period and required ongoing maintenance and replacement. In addition, while many of our customers also faced operational challenges as a result of the pandemic, we experienced a steady improvement in their ability to function, which resulted in improved bookings for our type of equipment as the year progressed.

In 2020, Alamo Group also benefitted from the sizable acquisition activity we completed in 2019. Dutch Power, Morbark and Dixie Chopper all contributed to our Company's overall record sales level achieved in the year. While annual sales for the acquired businesses were below our original expectations, as was the case for many of our units in general, each showed good resilience in 2020 as they continued to justify our reasons for having them as part of Alamo Group. We are very appreciative of the dedicated team efforts to not only manage their businesses in a proactive way during the pandemic, but also to stay focused on the many issues involved in integrating their operations into Alamo Group, which allowed us to start taking advantage of the range of synergies identified during our merger due diligence. Having these acquisitions as part of our Company makes us a bigger, stronger business.

Alamo Group also made continuous progress in a number of other areas in 2020. We completed the construction of our new Super Products manufacturing facility in Mukwonago, Wisconsin and were able to fully merge Super Products' various operations into this new, more efficient facility during the first quarter of the year. Furthermore, we have moved ahead with the Company's overall sustainability program that has given us better tools to take

more control in managing our operations in a more environmentally friendly manner and one that is more efficient and produces less waste. We are now initializing plans to undertake larger, more proactive projects to further these efforts. Most recently, we just approved our first solar power project tied to the new Super Products facility. Moreover, we continued other initiatives in 2020 aimed at reducing our number of manufacturing facilities as part of Alamo's overall strategy to have fewer, but bigger and more efficient manufacturing facilities. We consolidated three facilities in the last two years, with two more underway for 2021.

So, while 2020 was an incredibly challenging year, Alamo Group not only managed to produce solid financial results, but also managed to end the year as a bigger, better and stronger company. The COVID-19 pandemic and its repercussions are still ongoing and we will certainly maintain our focus on dealing with the issues as they develop. However, we feel the outlook for Alamo Group is as strong as it has ever been. We are grateful for your support through these challenging times as we take advantage of our current position to realize the long term growth we know we are capable of achieving.



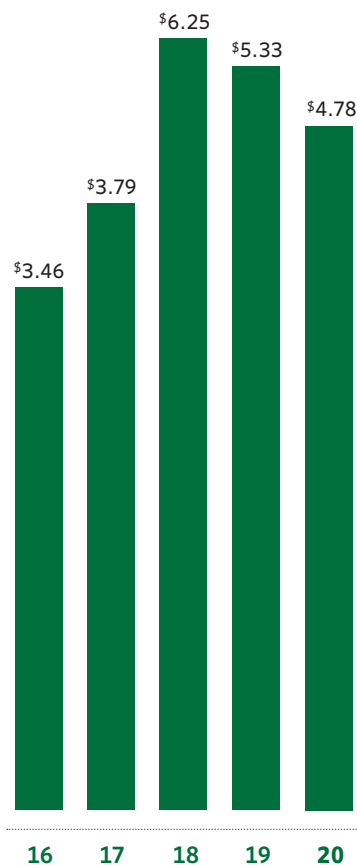
**Roderick R. Baty**  
Chairman of the Board



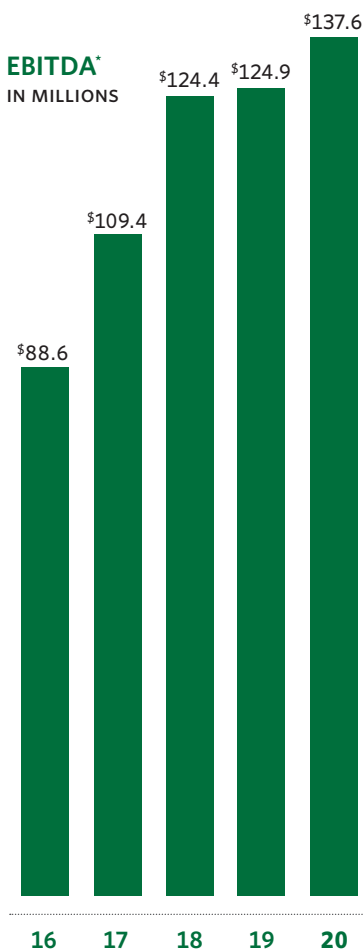
**Ronald A. Robinson**  
President & CEO

Certain statements included herein constitute forward-looking statements. Such statements are subject to various risks and uncertainties which may cause results to differ materially from those anticipated by the forward-looking statements. Among those factors which could cause actual results to differ materially are the following: market demand, COVID-19 impacts, including operational and supply chain disruptions, competition, weather, currency-related issues, and other risk factors listed and described in more detail from time to time in other reports of the Company filed with the Securities and Exchange Commission, including the Company's Form 10-K for 2020 attached hereto.

### EARNINGS PER SHARE DILUTED



### EBITDA\* IN MILLIONS



\* EBITDA is a non-GAAP financial measure, defined for this purpose as income from operations plus depreciation and amortization.



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# ALAMO GROUP CORPORATE PROFILE

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**Alamo Group** is a leader in the design, manufacture, distribution and service of high quality equipment for infrastructure maintenance, agriculture and other applications. Our products include truck- and tractor-mounted mowing and other vegetation maintenance equipment, street sweepers, snow removal equipment, excavators, vacuum trucks, other industrial equipment, agricultural implements, forestry equipment and related after-market parts and services. The Company, founded in 1969, has approximately 3,990 employees and operates 27 plants in North America, Europe, Australia and Brazil as of December 31, 2020. The corporate offices of Alamo Group Inc. are located in Seguin, Texas.

## INDUSTRIAL DIVISION

The Industrial Division produces a wide range of equipment focused on infrastructure maintenance along highways, airports and other right-of-way and public areas as well as forestry equipment. The Division's products are organized into five main units as follows:

### ***Vegetation Control***

Produces tractor-mounted mowers, brush cutters, land clearing equipment and other vegetation maintenance equipment marketed under the Alamo Industrial®, Terrain King®, Tiger®, Herder®, Conver®, Roberine® and Votex® brands.

### ***Excavation/Vacuum Trucks***

Produces grading/excavating equipment, vacuum trucks, sewer cleaners, hydro excavators, high pressure jetters and related equipment marketed under the Gradall®, VacAll®, Super Products® and Rivard® brands.

### ***Sweepers/Debris Collection***

Produces street sweepers for roads, parking lots, airports and other applications, including debris collection marketed under the Schwarze®, NiteHawk® and ODB™ brands.

### ***Snow/Ice Removal***

Produces a wide variety of equipment, such as snow plows, snow blowers, snow brooms, spreaders, ice control equipment and other related equipment marketed under the Henke®, Tenco®, Wausau®, Everest®, H.P. Fairfield™ and R.P.M. Tech™ brands.

### ***Forestry/Tree Care***

Produces a variety of forestry and tree care related equipment, such as mulchers, brush cutters, horizontal grinders, stump cutters and other related equipment marketed under the Morbark®, Rayco®, Denis Cimaf® and Boxer® brands.



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# ALAMO GROUP CORPORATE PROFILE

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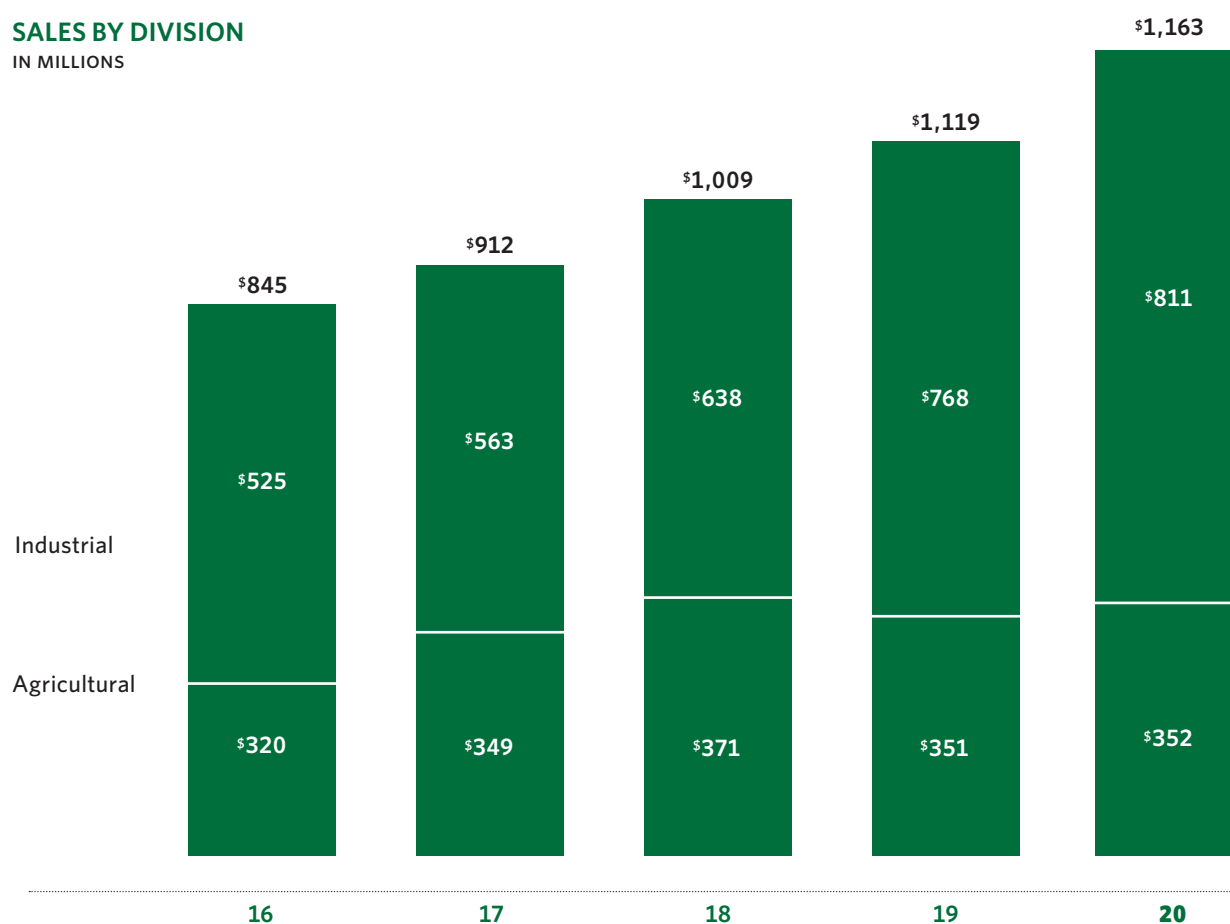
## AGRICULTURAL DIVISION

Alamo's Agricultural Division manufactures a variety of implements for use by farmers and ranchers and, to a lesser extent, contractors, landscapers and various other end-users. Products in this division include tractor-powered rotary and flail mowers, tillage implements, hedge cutters, rock pickers, front-end loaders and backhoes, snow blowers, zero-turn radius mowers, remote control mowers, tillers, landscape tools, hay processing tools, other agricultural implements, as well as an extensive range of agricultural after-market parts. Sales are made primarily through a large network of independent agricultural dealers and distributors. Brands in this division include Bush Hog®, Rhino®, M&W®, RhinoAg®, Dixie Chopper®, Herschel®, Schulte®, Fieldquip®, Santa Izabel™, McConnel®, Bomford®, Spearhead™, Twose™, SMA®, Forges Gorce™, Rousseau® and Herder®.

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## SALES BY DIVISION

IN MILLIONS



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UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D.C. 20549

Form 10-K

- ☒ ANNUAL REPORT PURSUANT TO SECTION 13 OR 15(d)  
OF THE SECURITIES EXCHANGE ACT OF 1934  
FOR THE YEAR ENDED DECEMBER 31, 2020
- ☐ TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d)  
OF THE SECURITIES EXCHANGE ACT OF 1934  
Commission file number 0-21220

**ALAMO GROUP INC.**

(Exact name of registrant as specified in its charter)

Delaware 74-1621248  
(State or other jurisdiction of (I.R.S. Employer  
incorporation or organization) Identification Number)

**1627 East Walnut, Seguin, Texas 78155**  
(Address of principal executive offices, including zip code)

**830-379-1480**  
(Registrant's telephone number, including area code)

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading symbol(s)	Name of each exchange on which registered
Common Stock, par value \$.10 per share	ALG	New York Stock Exchange

SECURITIES REGISTERED PURSUANT TO SECTION 12(g) OF THE ACT: None

Indicate by check mark if the registrant is a well-known seasoned issuer, as defined in Rule 405 of the Securities Act. Yes ☒ No ☐

Indicate by check mark if the registrant is not required to file reports pursuant to Section 13 or Section 15(d) of the Exchange Act. Yes ☐ No ☒

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirement for the past 90 days. Yes ☒ No ☐

Indicate by check mark whether the registrant has submitted electronically every Interactive Data File required to be submitted pursuant to Rule 405 of Regulation S-T during the preceding 12 months (or for such shorter period that the registrant was required to submit such files). Yes ☒ No ☐

Indicate by check mark whether registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, a smaller reporting company or an emerging growth company. See definitions of "large accelerated filer," "accelerated filer," "smaller reporting company," and an "emerging growth company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer	<input checked="" type="checkbox"/>	Accelerated filer	<input type="checkbox"/>
Non-accelerated filer	<input type="checkbox"/>	Smaller reporting company	<input type="checkbox"/>
		Emerging growth company	<input type="checkbox"/>

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. ☐

Indicate by check mark whether the registrant has filed a report on and attestation to its management's assessment of the effectiveness of its internal control over financial reporting under Section 404(b) of the Sarbanes-Oxley Act (15 U.S.C. 7262(b)) by the registered public accounting firm that prepared or issued its audit report. ☒

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes ☐ No ☒

The aggregate market value of the voting stock (which consists solely of shares of common stock) held by non-affiliates of the registrant as of June 30, 2020 (based upon the last reported sale price of \$102.64 per share) was approximately \$1,004,602,446 on such date.

The number of shares of the registrant's common stock, par value \$.10 per share, outstanding as of February 19, 2021 was 11,896,421 shares.

DOCUMENTS INCORPORATED BY REFERENCE

Portions of the registrant's proxy statement relating to the 2021 Annual Meeting of Stockholders have been incorporated by reference herein in response to Part III.



**ALAMO GROUP INC. AND CONSOLIDATED SUBSIDIARIES**

**FORM 10-K**

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## PART I

### Item 1. Business

*Unless the context otherwise requires, the terms “the Company,” “we,” “our” and “us” refer to Alamo Group Inc. and its subsidiaries on a consolidated basis.*

#### **General**

The Company is a leader in the design and manufacture of high quality agricultural equipment and infrastructure maintenance equipment for governmental and industrial use. The Company's products include tractor-mounted mowing and other vegetation maintenance equipment, street sweepers, excavators, vacuum trucks, forestry and tree maintenance equipment, snow removal equipment, leaf collection equipment, pothole patchers, zero turn radius mowers, agricultural implements and related aftermarket parts. The Company emphasizes high quality, cost-effective products for its customers and strives to develop and market innovative products while constantly monitoring and seeking to contain its manufacturing and overhead costs. The Company has a long-standing strategy of supplementing its internal growth through acquisitions of businesses or product lines that currently complement, command, or have the potential to achieve a meaningful share of their niche markets.

The Company has approximately 3,990 employees and operates a total of 27 plants in North America, South America, Europe, and Australia. The Company sells its products primarily through a network of independent dealers and distributors to governmental end-users, related independent contractors, as well as to the agricultural and commercial turf markets. The primary markets for our products are North America, South America, Europe and Australia.

The predecessor corporation to Alamo Group Inc. was incorporated in the State of Texas in 1969, as a successor to a business that began selling mowing equipment in 1955, and Alamo Group Inc. was reincorporated in the State of Delaware in 1987.

#### **History**

Since its founding in 1969, the Company has focused on satisfying customer needs through geographic market expansion, product development and refinement, and selected acquisitions. The Company's first products were based on rotary cutting technology. Through acquisitions, the Company added flail cutting technology in 1983 and sickle-bar cutting technology in 1984. The Company added to its presence in the industrial and governmental vegetation markets with the acquisition of Tiger Corporation (“*Tiger*”) in late 1994.

The Company entered the agricultural mowing markets in 1986 with the acquisition of Rhino Products Inc. (“*Rhino*”), a leading manufacturer in this field. With this acquisition, the Company embarked on a strategy to increase the *Rhino* dealer distribution network during a period of industry contraction. The addition of M&W Gear Company (“*M&W*”) in early 1995 allowed the Company to enter into the manufacturing and distribution of tillage equipment, which complements the *Rhino* distribution network. *M&W* is part of the agricultural marketing group.

In 1991, the Company began its international expansion with the acquisition of McConnel Ltd. (“*McConnel*”), a United Kingdom (“U.K.”) manufacturer of vegetation maintenance equipment, principally hydraulic boom-mounted hedge and grass cutters and related parts. Bomford-Turner Ltd. (“*Bomford*”), also a U.K. company, was acquired in 1993. *Bomford* is a manufacturer of heavy-duty, tractor-mounted grass and hedge mowing equipment. *McConnel* and *Bomford* sell their products to dealers and distributors through their respective sales forces.

In 1994, the Company acquired Signalisation Moderne Autoroutiere S.A. (“*SMA*”) located in Orleans, France. *SMA* manufactures and sells principally a line of heavy-duty, tractor-mounted grass and hedge mowing-equipment and associated replacement parts primarily to departments of the French government. This acquisition, along with the acquisitions of Forges Gorce (“*Forges Gorce*”), a flail blade manufacturer in France, in 1996 and Rousseau Holdings S.A. (“*Rousseau*”), a leading French manufacturer of hedge and verge mowers, in 2004, when combined with *McConnel* and *Bomford*, has made the Company one of the largest manufacturers in the European market for the kind of equipment sold by the Company.

In 1995, the Company expanded its business in the agricultural market with the acquisition of Herschel Corporation (“*Herschel*”), a manufacturer and distributor of aftermarket farm equipment replacement and wear parts.

In 2000, the Company acquired Schwarze Industries, Inc. (“*Schwarze*”). *Schwarze* is a manufacturer of a broad range of street sweeping equipment which is sold to governmental agencies and contractors. The Company believes the *Schwarze* sweeper products fit the Company’s strategy of identifying product offerings with brand recognition in the industrial markets the Company serves. In 2004, the Company purchased the pothole patcher product line from Wildcat Manufacturing, Inc. The product line was merged into the *Schwarze* operation and is complementary to its current product offerings.

In 2000, the Company purchased the product line and associated assets of Twose of Tiverton Ltd. (“*Twose*”) a small regional manufacturer of power arm flail mowers and parts, as well as harrows and rollers, in the U.K. Twose consolidated its operations into the existing facilities at *McConnel* and *Bomford* and its brand name has been merged into the *McConnel* product line.

In 2000, the Company acquired Schulte Industries Ltd. and its related entities (“*Schulte*”). *Schulte* is a Canadian manufacturer of mechanical rotary mowers, snow blowers, and rock removal equipment. *Schulte* strengthened the Company’s Canadian presence in both marketing and manufacturing. It also expanded the Company’s range of large, heavy-duty rotary mowers.

In 2001, the Company acquired all of the assets of SMC Corporation (“*SMC*”). *SMC* manufactures front-end loaders and backhoes principally for Original Equipment Manufacturer (“OEM”) customers and its own *SMC* brand. This acquisition expanded the product range of our agricultural division and has since been consolidated into the Company’s Gibson City, Illinois location under the *RhinoAg* brand.

In 2002, the Company purchased inventory, fixed assets and certain other assets of Valu-Bilt Tractor Parts (“*Valu-Bilt*”), a subsidiary of Quality Stores, Inc., located in Des Moines, Iowa. *Valu-Bilt* is a distributor of new, used and rebuilt tractor parts and other agricultural spare and wear parts sold directly to customers through its catalog and the internet and on a wholesale basis to dealers. Subsequent to the purchase, the operations of *Valu-Bilt* in Des Moines, Iowa, were consolidated into the Company’s *Herschel* facility in Indianola, Iowa.

In 2005, the Company, through its European subsidiary Alamo Group (EUR) Ltd., acquired 100% of the issued and outstanding stock of Spearhead Machinery Limited (“*Spearhead*”) and subsequently merged its manufacturing operations into *Bomford*’s facility. *Spearhead* manufactures a range of tractor-mounted vegetation maintenance equipment, including reach mowers, flail mowers and rotary cutters. This acquisition extended our product lines and market coverage in Europe.

In 2006, the Company purchased substantially all of the assets of the Gradall excavator business (“*Gradall*”) of JLG Industries, Inc., including their manufacturing plant in New Philadelphia, Ohio. *Gradall* is a leading manufacturer of both wheeled and crawler telescopic excavators in North America. This acquisition enhanced our Industrial Division product offering sold to governmental buyers and related contractors for maintenance along right-of-ways.

In 2006, the Company purchased the vacuum truck and sweeper lines of Clean Earth Environmental Group, LLC and Clean Earth Kentucky, LLC (collectively referred to as “*VacAll*”). This included the product lines, inventory and certain other assets that relate to this business. The production of the vacuum truck and sweeper lines were moved to the *Gradall* facility in New Philadelphia, Ohio.

In 2006, the Company acquired 100% of the ownership interests in Nite-Hawk Sweepers LLC (“*Nite-Hawk*”), a manufacturer of truck mounted sweeping equipment primarily for the contract sweeping market, which expanded our presence in that market and complements our *Schwarze* sweeper line.

In 2007, the Company purchased Henke Manufacturing Corporation (“*Henke*”), a manufacturer of specialty snow removal attachments. *Henke*’s products are mounted on both heavy industrial equipment and medium to heavy-duty trucks. The primary end-users are governmental agencies, related contractors and other industrial users.

In 2008, the Company acquired Rivard Developpement S.A.S. ("*Rivard*"), a leading French manufacturer of vacuum trucks, high pressure cleaning systems and trenchers. The acquisition broadened the Company's product offering to our customers in Europe and other markets we serve.

In 2009, the Company acquired substantially all the assets of Bush Hog, LLC ("*Bush Hog*"), a leading agricultural equipment manufacturer of rotary cutters, finishing mowers, zero turn radius mowers, front-end loaders, backhoes, landscape equipment and a variety of other implements. This acquisition, combined with the Company's existing range of agricultural mowers, created one of the largest manufacturers of agricultural mowers in the world.

In 2011, the Company acquired substantially all of the assets and assumed certain specified liabilities of Tenco Group, Inc. ("*Tenco*") and its subsidiaries. *Tenco* is a Canadian-based manufacturer of snow removal equipment including snow blades, blowers, dump bodies, spreaders and associated parts and service. *Tenco* has operations in Quebec as well as New York and Vermont. The equipment is sold primarily through dealers to governmental end-users as well as snow removal contractors.

In 2013, the Company acquired substantially all of the assets and assumed certain specified liabilities of Superior Equipment Australia PTY LTD ("*Superior*"). *Superior* is a small Australian-based manufacturer of agricultural mowing equipment and other attachments, parts, and services. The equipment is sold through dealers primarily to agricultural end-users with some sold to governmental entities in Australia. The *Superior* operations have been consolidated with the Company's *Fieldquip* location.

In 2014, the Company acquired Kellands Agricultural Ltd. and its subsidiary Multidrive Tractors Ltd. ("*Kellands*"). *Kellands* is a U.K.-based manufacturer of self-propelled sprayers and a range of multi-purpose load-carrying tractor vehicles. This acquisition enhanced our manufacture and distribution of our agricultural machinery in Europe and allowed the Company to enter into the self-propelled sprayer market. The *Kellands* operations were consolidated into the Company's Salford Priors facility and its products are sold under the *McConnel* brand name.

In 2014, the Company acquired Fieldquip Australia PTY LTD ("*Fieldquip*"), a manufacturer of rotary cutters as well as a distributor of various agricultural products. This acquisition allowed the Company to broaden its presence in both the manufacturing and distribution of agricultural machinery in Australia.

In 2014, the Company acquired all of the operating units of Specialized Industries LP. The purchase included the businesses of Super Products LLC ("*Super Products*"), Wausau-Everest LP ("*Wausau*" & "*Everest*") and Howard P. Fairfield LLC ("*H.P. Fairfield*") as well as several related entities ("*Specialized*"), including all brand names and related product names and trademarks. The primary reason for the *Specialized* acquisition was to broaden the Company's existing equipment lines. This acquisition increased our product offering and enhanced our market position both in vacuum trucks and snow removal equipment primarily in North America.

In 2015, the Company acquired Herder Implementos e Maquinas Agricolas Ltda. ("*Herder*"). *Herder* is a manufacturer of flail mowers and other agricultural implements which are sold direct and through dealers to a wide variety of agricultural markets as well as the roadside maintenance market. This acquisition allowed the Company to establish a presence in Brazil, one of the largest agricultural markets in the world. The *Herder* manufacturing operations have been consolidated into our *Santa Izabel* facility.

In 2017, the Company acquired 100% of the outstanding shares of Santa Izabel Agro Industria Ltda. ("*Santa Izabel*"). *Santa Izabel* designs, manufactures and markets a variety of agricultural implements and trailers sold throughout Brazil. This acquisition, along with our existing *Herder* operation in Brazil, augmented our product portfolio and improved our manufacturing capabilities in one of the world's largest agricultural markets.

In 2017, the Company acquired substantially all of the assets and assumed certain specified liabilities of Old Dominion Brush Company, Inc. ("*ODB*"). *ODB* manufactures leaf collection equipment as well as replacement brooms for street sweepers, both of which are sold to municipalities, contractors and commercial landscape markets in North America. *ODB* is based in Richmond, Virginia. This acquisition provided new and complementary products to our existing range of infrastructure maintenance equipment and parts.

In 2017, the Company acquired R.P.M. Tech Inc. ("*RPM*"), a manufacturer of heavy duty snow removal equipment and associated parts. *RPM* primarily sells to governmental agencies, related contractors, airports and other industrial users. This acquisition complemented our existing range of snow removal products with *RPM's*

range of heavy duty snow removal equipment, including their line of mechanical snow blowers. In 2020, RPM's operations were consolidated into the Company's nearby *Tenco* facility and the former RPM facility in Drummondville was sold.

In 2019, the Company acquired 100% of the outstanding capital shares of Dutch Power B.V. ("*Dutch Power*") in the Netherlands. *Dutch Power* designs and manufactures a variety of landscape and vegetation management machines and attachments. This acquisition expanded our existing platform and increased our capabilities in the European market.

In 2019, the Company acquired substantially all of the assets of the Dixie Chopper ("*Dixie Chopper*") business. *Dixie Chopper* manufactures a wide range of commercial and high end residential Zero Turn ("ZT") mowers. This acquisition provided a new channel and increased the Company's exposure in the outdoor power equipment market. *Dixie Chopper* was relocated into the Company's *RhinoAg* facility in Gibson City, Illinois.

In 2019, the Company acquired 100% of the outstanding capital shares of Morbark, LLC ("*Morbark*") which included its subsidiaries Rayco Manufacturing LLC ("*Rayco*") and Denis Cima Inc. ("*Denis Cima*"). *Morbark* is a leading manufacturer of equipment and aftermarket parts for forestry, tree care, biomass, land management and recycling markets. This acquisition expanded the Company's product line and complemented its range of vegetation maintenance equipment in an adjacent market. *Morbark* is based in Winn, Michigan with subsidiary locations in Wooster, Ohio and Roxton Falls, Quebec. At the end of 2020, the Denis Cima manufacturing operations based in Roxton Falls were consolidated into the Rayco facility in Wooster, Ohio.

## **Impact of COVID-19**

In March 2020, the World Health Organization declared the novel coronavirus ("COVID-19") outbreak a global pandemic. COVID-19 continues to spread throughout the U.S. and the rest of the world and has negatively impacted portions of the global economy, disrupted global supply chains, and created volatility in financial markets. COVID-19 caused government authorities around the world to implement stringent measures to attempt to help control the spread of the virus, including business shutdowns and curtailments, travel restrictions, prohibitions on group events and gatherings, quarantines, "shelter-in-place" and "stay-at-home" orders, curfews, social distancing, and other measures. The adverse global economic impact of this pandemic negatively and materially impacted our business, customers and suppliers and caused many challenges for our business and manufacturing operations during 2020. The Company continues to experience negative impacts of COVID-19 on our markets and operations as well as ongoing business uncertainty. The full extent to which COVID-19 will adversely impact the Company's business depends on future developments, potential new virus strains or variations, and the effectiveness of actions globally to contain or limit the spread of the virus, including the impact of vaccines. Additional information regarding the impact of COVID-19 on our business can be found under Part II, Item 7, "Management's Discussion and Analysis of Financial Condition and Results of Operations" of this Annual Report on Form 10-K, and risks related to COVID-19 can be found under Part I, Item 1A, "Risk Factors," of this Annual Report on Form 10-K.

## **Sales and Marketing Strategy**

The Company believes that within the U.S. it is a leading supplier to governmental markets, a leading supplier in the U.S. agricultural market, and one of the largest suppliers in the European market for its key niche product offerings. The Company's products are sold through the Company's various marketing organizations and extensive worldwide dealer and distributor networks under the *Gradall*®, *VacAll*®, *Super Products*®, *Rivard*®, *Alamo Industrial*®, *Terrain King*®, *Tiger*®, *Herder*®, *Conver*®, *Roberine*®, *Vortex*®, *Schwarze*®, *NiteHawk*®, *ODB*™, *Henke*®, *Tenco*®, *Wausau*®, *Everest*®, *H.P. Fairfield*™, *R.P.M. Tech*™, *Morbark*®, *Rayco*®, *Denis Cima*®, *Boxer*®, *Bush Hog*®, *Rhino*®, *RhinoAg*®, *M&W*®, *Dixie Chopper*®, *Herschel*®, *Schulte*®, *Fieldquip*®, *Santa Isabel*™, *McConnel*®, *Bomford*®, *Spearhead*™, *Twose*™, *SMA*®, *Forges Gorce*™, and *Rousseau*® trademarks (some with related designs) as well as other trademarks and trade names.

## Products and Distribution Channels

At the beginning of the fourth quarter of 2019, the Company began reporting operating results on the basis of two segments: the Industrial Division and the Agricultural Division. Prior to the fourth quarter of 2019, the Company had been reporting its operating results on the basis of three segments which included the Company's European Division. The Company's European Division was a mixture of industrial and agricultural products similar to those within our other two segments. We believe that by combining similar products under two reporting segments, each operating globally, we will achieve better alignment of our products along functional lines, which will allow the Company to operate more efficiently.

### *Industrial Division*

*Gradall* produces a range of excavators based on high-pressure hydraulic telescoping booms which are sold through dealers primarily to governmental agencies and related contractors, and to a lesser extent the mining industry, steel mills and other specialty applications in the U.S. and other countries. Many of these products are designed for excavation, grading, shaping and similar tasks involved in land clearing, road building or maintenance. These products are available mounted on various types of undercarriages: wheels for full-speed highway travel, wheels for on/off road use, and crawlers. A portion of *Gradall's* sales includes truck chassis which are not manufactured by *Gradall*.

*VacAll* produces catch basin cleaners and roadway debris vacuum systems. These units are powerful and versatile with uses including, but not limited to, removal of wet and dry debris, spill elimination, and cleaning of sludge beds. *VacAll* also offers a line of sewer cleaners. Its products are primarily sold through dealers to industrial and commercial contractors as well as governmental agencies. A portion of *VacAll's* sales includes truck chassis which are not manufactured by the Company.

*Super Products* produces truck-mounted vacuum machines, combination sewer cleaners and hydro excavators. Its products are sold to municipalities, utilities and contractors through a nationwide distributor network. *Super Products* also operates a network of rental stores that provides short and long-term rental contracts for its products. Rental customers are primarily contractors serving the petrochemical, petroleum production and refining industries. A portion of the sales of *Super Products* includes truck chassis which are not manufactured by the Company.

*Rivard* manufactures vacuum trucks, high pressure cleaning systems and trenchers. *Rivard's* equipment is sold primarily in France and certain other markets, mainly in Europe, the Middle East and North Africa, and to governmental entities and related contractors. This business also complements our product offerings in North America. The majority of *Rivard's* customers provide their own truck chassis.

*Morbark* manufactures a broad range of tree chippers, stump grinders, mulchers, brush cutters, flails and debarkers sold under the *Morbark*, *Rayco*, *Denis Cimar* and *Boxer* brand names. Its products are sold to industrial and commercial contractors mainly through a network of independent dealers and distributors and, to a lesser extent, direct sales to end-users.

*Tenco* and *RPM* both design and manufacture a heavy-duty line of snow removal equipment, including truck-mounted snow plows, snow blowers, dump bodies and spreaders. Their products are primarily sold through independent dealers. End-users are governmental agencies, contractors, airports and other industrial users.

*Wausau* designs and manufactures a comprehensive range of snow removal and ice control products. Products include snowplows, snow blowers, snow throwers, brooms, deicers, brine sprayers and other related accessories and parts. *Wausau* sells its products through its established dealer network to both governmental and non-governmental end-users and sells directly to airports and fixed-base operators.

*Everest* designs and manufactures a range of snow removal and ice control products including snowplows, wing systems, spreader bodies, and other related accessories and parts. *Everest* also manufactures custom-engineered underground construction forms for tunnels.

*Henke* designs and manufactures snow plows and heavy duty snow removal equipment, hitches and attachments for trucks, loaders and graders sold primarily through independent truck and industrial equipment dealers. *Henke's* primary end-users are governmental agencies, related contractors and other industrial users.

*H.P. Fairfield* is a full-service distributor of public works and runway maintenance products, parts and service, whose sales and service outlets are located in the northeastern part of the U.S. *H.P. Fairfield's* offerings include custom municipal snow and ice removal equipment, a range of salt spreaders and truck bodies, street sweepers, a line of industrial rotary, flail and boom mowers, solid waste and recycling equipment, water and sewer maintenance equipment, municipal tractors and attachments, and asphalt maintenance patchers, some of which are sourced from other Alamo Group companies. *H.P. Fairfield* also provides truck up-fitting services as part of its business.

*Schwarze* equipment includes truck-mounted air vacuum, mechanical broom, and regenerative air sweepers, pothole patchers and replacement parts. *Schwarze* sells its products primarily to governmental agencies and independent contractors, either directly or through its independent dealer network. A portion of *Schwarze's* sales includes truck chassis which are not manufactured by *Schwarze*.

*ODB* manufactures and sells leaf collection equipment and replacement brooms for street sweepers, both of which are sold to municipalities, contractors and commercial landscape markets in North America.

*Nite-Hawk* manufactures parking lot sweepers with unique and innovative hydraulic designs. By eliminating the auxiliary engine, *Nite-Hawk* sweepers have proven to be fuel-efficient, environmentally conscious, and cost-effective to operate. *Nite-Hawk* focuses mainly on and sells direct to parking lot contractors. A portion of *Nite-Hawk's* sales includes truck chassis which are not manufactured by *Nite-Hawk*.

*Alamo Industrial* equipment is principally sold through independent dealers to governmental end-users, related independent contractors and, to a lesser extent, utility and other dealers serving infrastructure maintenance operators and other applications in the U.S. and other countries. Governmental agencies and contractors that perform services for such agencies purchase primarily hydraulically-powered, tractor - and off-road chassis mounted mowers, including boom-mounted mowers, other types of cutters and replacement parts for heavy-duty, intensive use applications, including maintenance around highway, airport, recreational and other public areas. A portion of *Alamo Industrial's* sales includes tractors, which are not manufactured by *Alamo Industrial*.

*Tiger* equipment includes heavy duty, tractor- and truck-mounted mowing and vegetation maintenance equipment and replacement parts. *Tiger* sells to state, county and local governmental entities and related contractors, primarily through a network of independent dealers. *Tiger's* dealer distribution network is independent of *Alamo Industrial's* dealer distribution network. A portion of *Tiger's* sales includes tractors, which are not manufactured by *Tiger*.

*Dutch Power* produces a variety of landscape and vegetation maintenance equipment and attachments under several brand names including *Herder*, *Conver*, *Roberine*, and *Votex*. *Dutch Power* primarily sells to contractors who perform infrastructure maintenance for governmental agencies and private landowners.

### ***Agricultural Division***

*Bush Hog* and *Rhino* equipment is generally sold to farmers, ranchers and other end-users to clear brush, mow grass, maintain pastures and unused farmland, shred crops, till fields, and for haymaking and other applications. *Bush Hog* and *Rhino* equipment consists principally of a comprehensive line of tractor-powered equipment, including rotary mowers, finishing mowers, flail mowers, disc mowers, front-end loaders, backhoes, rotary tillers, posthole diggers, scraper blades and replacement parts. The equipment also includes a range of self-propelled zero turn radius mowers.

*Schulte* equipment includes heavy-duty mechanical rotary mowers, snow blowers, rock removal equipment and related replacement parts. *Schulte* serves both the agricultural and governmental markets primarily in Canada and the U.S. It also sells some of the Company's other product lines in its markets and some of its products through independent distributors throughout the world.

*Dixie Chopper* produces a wide range of commercial and high end residential zero turn ("ZT") mowers. It sells its products through its independent dealers in the outdoor power equipment channel throughout the U.S.

*McConnel* equipment principally includes a broad line of hydraulic, boom-mounted hedge and grass cutters, remote control mowers as well as other tractor attachments and implements such as cultivators, subsoilers and other implements and related replacement parts. *McConnel* equipment is sold primarily in the U.K., Ireland and

France and in other parts of Europe and, to a lesser extent, throughout the world, through independent dealers and distributors. McConnel also sells a range of self-propelled sprayers and a variety of multi-drive load-carrying vehicles. These products are sold through its existing dealer network as well as various marketing groups within the European region of the Agricultural Division.

*Bomford* equipment includes hydraulic boom-mounted hedge and hedgerow cutters, industrial grass mowers, agricultural seedbed preparation cultivators and related replacement parts. *Bomford* equipment is sold to governmental agencies, contractors and agricultural end-users in the U.K., Ireland and France and, to a lesser extent, other countries in Europe, North America, Australia and Asia. *Bomford's* sales network is similar to that of *McConnel* in the U.K.

*Spearhead* manufactures a range of tractor-mounted vegetation maintenance equipment, including reach mowers, flail mowers and rotary cutters. These products are manufactured in the Company's Salford Priors facility.

*Rousseau* sells hydraulic and mechanical boom mowers, primarily in France, through its own sales force and dealer distribution network mainly to agricultural and governmental markets. These products have also been introduced into other markets outside of France. These products are manufactured at our facility near Lyon, France.

*SMA* equipment includes hydraulic boom-mounted hedge and hedgerow cutters and related replacement parts. *SMA's* principal customers are French local authorities. *SMA's* product offerings include certain quick-attach boom mowers manufactured by the Company in the U.K. to expand its presence in agricultural dealerships. The Company consolidated its *SMA* operations located in Orleans, France, and production was relocated to its manufacturing facility near Lyon, France.

*Forges Gorce* manufactures cutting blades which are sold to some of the Company's subsidiaries as well as to other third party customers and distributors.

*Herder* and *Santa Izabel* give the Company a presence in the Brazilian agricultural market. *Herder* manufactures and distributes flail and rotary mowers and various other agricultural equipment, direct and through dealers. Its products are used in a wide variety of agricultural and governmental markets. *Santa Izabel* designs, manufactures and markets a variety of agricultural implements, including sugar cane trailers sold throughout Brazil.

*Herschel* aftermarket replacement parts are sold for many types of farm equipment and tractors and certain types of mowing and construction equipment. *Herschel* products include a wide range of cutting parts, plain and hard-faced replacement tillage tools, disc blades and fertilizer application components. *Herschel* replacement tools and parts are sold throughout the United States, Canada and Mexico to five major customer groups: farm equipment dealers; fleet stores; wholesale distributors; OEMs; and construction equipment dealers. *Valu-Bilt* complements the *Herschel* product lines while also expanding the Company's offering of aftermarket agricultural parts and added catalog and internet sales direct to end-users.

*Fieldquip* broadens the Company's presence in Australia. The company sells a variety of agricultural equipment, specifically rotary mowers and tractor attachments. *Fieldquip* sells to customers ranging from large agricultural and commercial operators to small farm hobbyist and residential users, as well as agricultural dealers who serve owners and operators in the turf, golf, park and airport industries and growers with orchards, vineyards and plantations in Australia and the South Pacific.

### ***Replacement Parts***

The Company derives a significant portion of its revenues from sales of replacement parts for each of its wholegoods lines. Replacement parts represented approximately 21%, 19% and 19% of the Company's total sales for the years ended December 31, 2020, 2019 and 2018, respectively. Replacement parts generally are more profitable and less cyclical than wholegoods.



## ***Product Development***

The Company's ability to provide innovative responses to customer needs, to develop and manufacture new products, and to enhance existing product lines is important to its success. The Company continually conducts research and development activities in an effort to improve existing products and develop new products. As of December 31, 2020, the Company employed 261 people in its various engineering departments, 174 of whom are degreed engineers and the balance of whom are support staff. Amounts expended on research and development activities were approximately \$12.4 million in 2020, \$12.0 million in 2019 and \$10.4 million in 2018. As a percentage of sales, research & development was approximately 1.1% in 2020, 1.1% in 2019 and 1.0% in 2018, and is expected to continue at similar levels in 2021.

## ***Seasonality***

The Company's unit sales are fairly constant quarter to quarter. However, replacement part sales are generally higher in the second and third quarters of the year, because a substantial number of the Company's products are used for maintenance activities such as vegetation maintenance, highway right-of-way maintenance, construction, and street and parking lot sweeping. Usage of this equipment is typically lower in harsh weather. The Company utilizes an annual twelve-month sales forecast provided by the Company's marketing departments which is updated quarterly in order to develop a production plan for its manufacturing facilities. In addition, many of the Company's marketing departments attempt to equalize demand for products throughout the calendar year by offering seasonal sales programs which may provide additional incentives, including discounts and extended payment terms.

## ***Competition***

The Company's products are sold in highly competitive markets throughout the world. The principal competitive factors are price, quality, availability, service and reputation. The Company competes with several large national and international companies that offer a broad range of equipment and replacement parts, as well as with numerous small, privately-held manufacturers and suppliers of a limited number of products, mainly on a regional basis. Some of the Company's competitors are significantly larger than the Company and have substantially greater financial and other resources at their disposal. The Company believes that it is able to compete successfully in its markets by effectively managing its manufacturing costs, offering high quality products, developing and designing innovative products and, to some extent, avoiding direct competition with significantly larger potential competitors. There can be no assurance that the Company's competitors will not substantially increase the resources devoted to the development and marketing of products competitive with the Company's products or that new competitors with greater resources will not enter the Company's markets.

## ***Unfilled Orders***

As of December 31, 2020, the Company had unfilled customer orders of \$354.1 million compared to \$261.0 million at December 31, 2019. Management expects that substantially all of the Company's unfilled orders as of December 31, 2020 will be shipped during fiscal year 2021. The amount of unfilled orders at a particular time is affected by a number of factors, including manufacturing and shipping schedules which, in most instances, are dependent on the Company's seasonal sales programs and the requirements of its customers. It is possible that unanticipated effects of the COVID-19 pandemic, including supply chain disruptions or customer issues, could continue to cause delays in delivery or an inability to complete unfilled customer orders. The Company's orders are subject to cancellation at any time before shipment; therefore, a comparison of unfilled orders from period to period is not necessarily meaningful and may not be indicative of future actual shipments. No single customer or group of customers is responsible for 10% or more of the aggregate revenue of the Company or of a segment of the Company.

## ***Sources of Supply***

The principal raw materials used by the Company include steel, other metal components, hydraulic hoses, paint and tires. During 2020, the raw materials needed by the Company were available from a variety of sources in adequate quantities and at prevailing market prices.

While the Company manufactures many of the parts for its products, a significant percentage of parts, including most drivelines, gearboxes, industrial engines, and hydraulic components, are purchased from outside suppliers

which manufacture to the Company's specifications. In addition, the Company, through its subsidiaries, purchases tractors and truck chassis as a number of the Company's products are mounted and shipped with a tractor or truck chassis. Tractors and truck chassis are generally available, but some delays in receiving tractors or truck chassis can occur throughout the year. The Company sources its purchased goods from international and domestic suppliers. No one supplier is responsible for supplying more than 10% of the principal raw materials or purchased goods used by the Company.

### ***Patents, Trademarks and Trade Names***

The Company owns various U.S. and international patents, trademarks and trade names. While the Company considers its patents, trademarks and trade names to be advantageous to its business, it is not dependent on any single patent, trademark, trade name or group of patents, trademarks, or trade names. The net book value of patents, trademarks and trade names was \$89.2 million and \$94.0 million as of December 31, 2020 and 2019, respectively.

### ***Environmental and Other Governmental Regulations***

Like other manufacturers, the Company is subject to a broad range of federal, state, local and foreign laws and requirements, including those concerning air emissions, discharges into waterways, and the generation, handling, storage, transportation, treatment and disposal of hazardous substances and waste materials, as well as the remediation of contamination associated with releases of hazardous substances at the Company's facilities and off-site disposal locations, workplace safety and equal employment opportunities. These laws and regulations are constantly changing, and it is impossible to predict with accuracy the effect that changes to such laws and regulations may have on the Company in the future. Like other industrial concerns, the Company's manufacturing operations entail the risk of noncompliance, and there can be no assurance that the Company will not incur material costs or other liabilities as a result thereof.

Certain assets of the Company contain asbestos that may have to be remediated over time. The Company believes that any subsequent change in the liability associated with the asbestos removal will not have a material adverse effect on the Company's consolidated financial position or results of operations.

The Company is subject to various other federal, state, and local laws affecting its business, as well as a variety of regulations relating to such matters as working conditions, equal employment opportunities, and product safety. A variety of state laws regulate the Company's contractual relationships with its dealers, some of which impose restrictive standards on the relationship between the Company and its dealers, including events of default, grounds for termination, non-renewal of dealer contracts, and equipment repurchase requirements. The Company believes it is currently in material compliance with all such applicable laws and regulations.

### ***Human Capital Resources and Management***

We recognize that the success of our Company is dependent upon the talents and dedication of our employees, and we are committed to investing in their success. We focus on attracting, developing and retaining a team of highly talented and motivated employees. We conduct regular assessments of our pay and benefit practices to help ensure that staff members are compensated fairly and competitively. We also devote significant resources to staff training and development, including tuition assistance for career-enhancing academic and professional programs. The Company provides competitive compensation and benefits. In addition to salaries, our compensation programs, which vary by country and region, can include annual bonuses, stock-based compensation awards, company-sponsored retirement savings plans with employee matching opportunities (or similar local retirement benefits), healthcare and insurance benefits, health savings and flexible spending accounts, paid time off, family leave, family care resources, flexible work schedules, employee assistance programs, and tuition assistance.

Employee health and safety is of paramount importance to us. We believe it is our responsibility to maintain a safe and healthy workplace in each of our facilities and to make continuous improvements in this area. We do this by embedding safety into every level of the organization as one of our core values. We ensure that safety performance is tracked, aggregated, and reviewed on an ongoing basis. Our corporate technical affairs and safety team collects data on recordable injury rates, serious injury rates, and near misses from each Alamo Group company, and conducts root cause analysis with corrective action to prevent future occurrences. This data is reviewed monthly by the executive leadership team and shared with the Company's Board of Directors on a

quarterly basis. Regular safety meetings are also held at our facilities on an ongoing basis. With the onset of the COVID-19 pandemic in early 2020, we immediately responded by prioritizing the safety and well-being of our employees, and all of our facilities quickly adapted to the COVID-19 environment by implementing various health and safety measures including COVID-19 case tracking and quarantining where and when necessary, daily temperature checks, mandating face coverings (except where hazardous), regular facility sanitization, widely distributing hand-sanitizer, reconfiguration of workstations to allow for appropriate distancing, expanding the use of internal video meetings and installation of related technology, and implementing remote work policies, among other things.

The Company's focus on supervisor and manager development and a culture of promoting a diverse, inclusive, and respectful workplace supports our ability to attract, engage, and retain industry-leading talent to meet our customer's needs and sustain the Company's growth. Formal welder training, apprenticeships, and local partnerships with vocational training programs, junior colleges, and high schools ensure that our business units continue to attract and grow their critical manufacturing skills. The Company's emphasis on our core competencies, including *Leading People and Leading Change*, continues to favorably impact our employee retention with below industry average annual turnover rates.

Employee engagement and development is another important focus for the Company. We believe in empowering our employees to develop new ideas, create new products, processes, or services, or solve significant organizational or industry problems through continuous improvement and innovation. We continuously offer employees relevant training and learning opportunities for advancement and growth.

We also recognize, value, and respect the individual differences of our employees and believe that a diverse set of backgrounds, experiences, and perspectives is crucial to our ability to continue to innovate, collaborate, and meet the needs of our global workforce and customers. Accordingly, we are committed to encouraging and fostering an inclusive culture where diversity and individual differences are accepted, respected, and valued, and that employees feel empowered to contribute fully to the Company's ongoing success.

As of December 31, 2020, we employed approximately 3,990 employees. In North America, the Company has collective bargaining agreements at its Gradall facility which covers 173 employees and will expire on April 11, 2021, and its *Tenco* facility in Canada which covered 113 employees which expired on December 31, 2020. The Company is currently in negotiations for a new collective bargaining agreement for the Tenco facility. *RPM* in Canada has an agreement covering 4 employees and expires in February 1, 2025. *Everest* has a collective bargaining agreement covering 70 employees which will expire on November 30, 2023. The Company's European locations, *McConnel*, *Bomford*, *Spearhead*, *AMS-UK*, *SMA*, *Forges Gorce*, *Rousseau* and *Rivard* - have various collective bargaining agreements covering 816 employees. The Company considers its employee relations to be satisfactory.

### **Available Information**

The Company files annual, quarterly and current reports, proxy statements and other information with the Securities and Exchange Commission (the "SEC"). The SEC maintains a website that contains annual, quarterly and current reports, proxy and information statements, and other information that issuers (including the Company) file electronically with the SEC. The SEC's website is [www.sec.gov](http://www.sec.gov).

The Company's website is [www.alamo-group.com](http://www.alamo-group.com). The Company makes available free of charge through its website, via a link to the SEC's website at [www.sec.gov](http://www.sec.gov), its annual report on Form 10-K, quarterly reports on Form 10-Q, current reports on Form 8-K and any amendments to those reports filed or furnished pursuant to Section 13(a) or 15(d) of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), as soon as reasonably practicable after such material is electronically filed with, or furnished to, the SEC. The Company also makes available through its website, via a link to the SEC's website, statements of beneficial ownership of the Company's equity securities filed by its directors, officers, 10% or greater shareholders, and others required to file under Section 16 of the Exchange Act.

The Company also makes available free of charge on its website its most recent annual report on Form 10-K, its quarterly reports on Form 10-Q for the current fiscal year, its most recent proxy statement and its most recent annual report to stockholders, although in some cases these documents are not available on our site as soon as they are available on the SEC's site. You will need to have on your computer the Adobe Acrobat Reader® software to view the documents, which are in PDF format. In addition, the Company posts on its website its Charters for its

Audit Committee, Compensation Committee and Nominating/Corporate Governance Committee, as well as its Corporate Governance Policies and its Code of Conduct and Ethics for its directors, officers and employees. You can obtain a written copy of these documents, excluding exhibits, at no cost, by sending your request to the Corporate Secretary, Alamo Group Inc., 1627 E. Walnut Street, Seguin, Texas 78155, which is the principal corporate office of the Company. The telephone number is 830-379-1480. The information on the Company's website is not incorporated by reference into this report.

### ***Forward-Looking Information***

Part I of this Annual Report on Form 10-K and the "Management's Discussion and Analysis of Financial Condition and Results of Operations" included in Part II of this Annual Report contain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. In addition, forward-looking statements may be made in other documents filed or furnished with the SEC, or by management orally or in press releases, conferences, reports or otherwise to analysts, investors, representatives of the media and others, in the future by or on behalf of the Company. Generally, forward-looking statements are not based on historical facts but instead represent the Company's and its management's beliefs regarding future events.

Statements that are not historical are forward-looking. When used by us or on our behalf, the words "expect," "will," "estimate," "believe," "intend," "would," "could," "predict," "should," "anticipate," "continue," "project," "forecast," "plan," "may" and similar expressions generally identify forward-looking statements made by us or on our behalf. Forward-looking statements involve risks and uncertainties. These uncertainties include factors that affect all businesses operating in a global market, as well as matters specific to the Company and the markets we serve. Certain particular risks and uncertainties that continually face us include the following:

- budget constraints and revenue shortfalls which could affect the purchases of our type of equipment by governmental customers and related contractors in both domestic and international markets;
- market acceptance of new and existing products;
- our ability to maintain good relations with our employees;
- our ability to develop and manufacture new and existing products profitably;
- the inability of our suppliers, creditors, public utility providers and financial and other service organizations to deliver or provide their products or services to us;
- legal actions and litigation;
- adverse impacts on our supply chain and other parts of our business resulting from the sudden unrestrained outbreak of human disease including those caused by the coronavirus;
- impairment in the carrying value of goodwill;
- our ability to successfully integrate acquisitions and operate acquired businesses or assets;
- current and changing tax laws in the U.S. and internationally;
- our ability to hire and retain quality skilled employees; and
- changes in the prices of agricultural commodities, which could affect our customers' income levels.

In addition, we are subject to risks and uncertainties facing the industry in general, including the following:

- negative impacts on our business and financial results attributable to the ongoing COVID-19 pandemic which may include a softening of customer demand, operational and supply chain disruptions, or other negative unanticipated effects;
- changes in business and political conditions and the economy in general in both domestic and international markets;
- an increase in unfunded pension plan liability due to financial market deterioration;
- price and availability of energy and critical raw materials, particularly steel and steel products;
- increased competition;
- repercussions resulting from the U.K.'s exit from the European Union;
- increases in input costs on items we use in the manufacturing of our products;
- adverse weather conditions such as droughts, floods, snowstorms, etc., which can affect the buying patterns of our customers and end-users;

- increased costs of complying with governmental regulations which affect corporations including related fines and penalties (such as the European General Data Protection Regulation (GDPR) and the California Consumer Privacy Act);
- the potential effects on the buying habits of our customers due to animal disease outbreaks and other epidemics;
- adverse market conditions and credit constraints which could affect our customers and end-users, such as cutbacks on dealer stocking levels;
- changes in market demand;
- cyber security risks including the potential loss of proprietary data or data security breaches and related fines, penalties and other liabilities;
- financial market changes including changes in interest rates and fluctuations in foreign exchange rates;
- abnormal seasonal factors in our industry;
- changes in domestic and foreign governmental policies and laws, including increased levels of government regulation and changes in agricultural policies, including the amount of farm subsidies and farm payments as well as changes in trade policy that may have an adverse impact on our business;
- government actions, including but not limited to budget levels, change in tax laws, regulations and legislation, relating to the environment, commerce, infrastructure spending, health and safety; and
- risk of governmental defaults and resulting impact on the global economy and particularly financial institutions.

We wish to caution readers not to place undue reliance on any forward-looking statement and to recognize that the statements are not predictions of actual future results. Actual results could differ materially from those anticipated in the forward-looking statements and from historical results, due to the risks and uncertainties described above and under “Risk Factors,” as well as others not now anticipated. The foregoing statements are not exclusive and further information concerning us and our businesses, including factors that could potentially materially affect our financial results, may emerge from time to time. It is not possible for management to predict all risk factors or to assess the impact of such risk factors on the Company’s businesses. Any forward-looking statements made by or on behalf of the Company speak only to the date they are made and we do not undertake to update forward-looking statements to reflect the impact of circumstances or events that arise after the forward-looking statements were made.

## Information About our Executive Officers

Certain information is set forth below concerning the executive officers of the Company (the "Executives"), each of whom has been appointed to serve until the 2021 annual meeting of directors or until their successor is duly appointed and qualified.

Name	Age	Position
Ronald A. Robinson*	68	President and Chief Executive Officer
Dan E. Malone	60	Executive Vice President and Chief Financial Officer
Jeffery A. Leonard	61	Executive Vice President, Alamo Group Inc. and Executive Vice President Alamo Group (USA) Inc., Industrial Division
Richard H. Raborn	55	Executive Vice President, Alamo Group Inc. and Executive Vice President Alamo Group (USA) Inc., Agricultural Division
Richard J. Wehrle	64	Vice President, Controller and Treasurer
Edward T. Rizzuti	51	Vice President, General Counsel and Secretary
Janet S. Pollock	62	Vice President, Human Resources
Lori L. Sullivan	51	Vice President, Internal Audit

\*On December 10, 2020, Mr. Robinson notified the Company's Board of his intention to retire as President and Chief Executive Officer by mid-year 2021 and upon the appointment of his successor

Ronald A. Robinson was appointed President, Chief Executive Officer and a director of the Company on July 7, 1999. Mr. Robinson had previously been President of Svedala Industries, Inc., the U.S. subsidiary of Svedala Industries AB of Malmo, Sweden, a leading manufacturer of equipment and systems for the worldwide construction, mineral processing and materials handling industries. Mr. Robinson joined Svedala in 1992 when it acquired Denver Equipment Company of which he was Chairman and Chief Executive Officer.

Dan E. Malone was appointed Executive Vice President, Chief Financial Officer on January 15, 2007. Prior to joining the Company, Mr. Malone held the position of Executive Vice President, Chief Financial Officer & Corporate Secretary at Igloo Products Corporation, a manufacturer of insulated consumer goods, from 2002 to January 2007. Mr. Malone was Vice President and Chief Financial Officer of The York Group, Inc. from 2000 to 2002, and held various financial positions from 1987 to 2000 with Cooper Industries, Inc. and its various subsidiaries.

Jeffery A. Leonard joined Alamo Group in September 2011 as Executive Vice President of Alamo Group Inc. and Executive Vice President of Alamo Group (USA) Inc., in charge of the Industrial Division. Mr. Leonard previously was Senior Vice President of Metso Minerals Industries Inc., a supplier of technology and services for mining, construction, power generation, automation, recycling, and pulp and paper industries.

Richard H. Raborn was appointed Executive Vice President of Alamo Group Inc. effective April 6, 2015. Mr. Raborn is also Executive Vice President of Alamo Group (USA) Inc. and is in charge of the Agricultural Division. Prior to joining the Company, Mr. Raborn was Vice President and General Manager of the Powertrain Metal Division for Illinois Tool Works (ITW) from 2009 to 2015. ITW is one of the world's leading diversified manufacturers of specialized industrial equipment, consumables and related service business.

Richard J. Wehrle has been Vice President, Controller and Treasurer of the Company since May 2001. He assumed Treasury responsibilities in May of 2018. Prior to his appointment, Mr. Wehrle served in various accounting management capacities within the Company since 1988.

Edward T. Rizzuti was appointed Vice President, General Counsel of Alamo Group Inc. effective July 15, 2015 and assumed the Secretary role in May of 2018. Prior to joining the Company, Mr. Rizzuti served from 2010 to 2015 as Vice President, General Counsel and Secretary for Erickson Incorporated, a publicly traded aircraft manufacturing and operating company based in Portland, Oregon.

Janet S. Pollock was appointed Vice President, Human Resources of Alamo Group Inc. effective May 3, 2018. Ms. Pollock joined Alamo Group in June of 2013 as Vice President of Human Resources for U.S. Operations. Prior to joining the Company, Ms. Pollock was Vice President of Human Resources with CPS Energy in San Antonio, Texas and Vice President of Strategic Initiatives for Coca-Cola Enterprises, Inc.

Lori L. Sullivan was appointed Vice President, Internal Audit of Alamo Group Inc. effective May 2, 2019. Prior to this appointment, Ms. Sullivan was Vice President of Internal Audit for U.S. Operations and Director of Internal Audit for Alamo Group Inc. Ms. Sullivan has held audit positions within various industries including research and development, public utilities, and public accounting prior to joining Alamo Group in July of 2011.

## **Item 1A. Risk Factors**

You should carefully consider each of the risks described below, together with all of the other information contained in this Annual Report on Form 10-K, before making an investment decision with respect to the Company's securities. If any of the following risks develop into actual events, the Company's business, financial condition or results from operations could be materially and adversely affected and you could lose all or part of your investment.

### ***Risks related to our business***

***A sustained market slowdown due to the impacts from the COVID-19 pandemic could have a material and adverse effect on our results of operations, financial condition and cash flows.***

The COVID-19 pandemic caused a significant downturn in our markets globally and these challenging market conditions could continue for an extended period of time. There is still much uncertainty as to when our markets will fully recover. If any or all of our major markets were to endure a sustained slowdown or recession due to the impacts of the COVID-19 pandemic, other public health crises, epidemics or pandemics or otherwise decline, it could have a material adverse effect on our results of operations, financial condition and cash flows. In addition, the impact of COVID-19 on macroeconomic conditions may negatively affect the proper functioning of financial and capital markets, foreign currency exchange rates, commodity and energy prices, and interest rates. Even after the COVID-19 pandemic has subsided, we may continue to experience material adverse impacts to our business as a result of any economic recession or depression that has occurred or may occur in the future. Moreover, the effects of the COVID-19 pandemic will heighten the other risks described throughout this section.

***Our manufacturing and supply chain capabilities may be materially and adversely impacted as a result of the ongoing COVID-19 pandemic which could materially and adversely affect our results of operations, financial condition and cash flows.***

The COVID-19 pandemic triggered a significant downturn in our markets globally, which continued to unfavorably impact market conditions throughout 2020 and these challenging market conditions could continue for an extended period of time. We have experienced ongoing operational interruptions as a result of the pandemic, including the temporary suspension or reduced capacity of operations due to health concerns and government imposed restrictions, which had an adverse effect on the productivity and profitability of such manufacturing facilities, and in turn had an adverse effect on our business and financial results in 2020. We have also experienced various ongoing supply chain disruptions as a result of the pandemic. Despite the partial recovery of our markets in the second half of 2020, the ongoing spread of the virus prior to widespread vaccination presents several risks to our business. The duration of production and supply chain disruptions, and related financial impacts that result from the pandemic, cannot be estimated at this time. Should the reduced manufacturing and distribution capacities continue for an extended period of time or worsen, the impacts on our production and supply chain could have a material adverse effect on our results of operations, financial condition and cash flows.

***Deterioration of industry conditions could harm our business, results of operations and financial condition.***

Our business depends to a large extent upon the prospects for the mowing, infrastructure maintenance and agricultural markets in general. Future prospects of the industry depend largely on factors outside of our control. Any of those factors could adversely impact demand for our products, which could adversely impact our business, results of operations and financial condition. These factors include the following:

- weakness in the worldwide economy;
- the price and availability of raw materials, purchased components and energy;
- budget constraints and revenue shortfalls for our governmental customers;
- changes in domestic and foreign governmental policies and laws, including increased levels of governmental regulation and associated liabilities;
- the levels of interest rates;
- the value of the U.S. dollar relative to the foreign currencies in countries where we sell our products but don't have a manufacturing presence;
- impact of tighter credit markets on the Company, its dealers and end-users;
- impairment in the carrying value of goodwill; and
- increase in unfunded pension plan liability due to financial market deterioration.

In addition, our business is susceptible to a number of factors that specifically affect agricultural customer spending patterns, including the following:

- animal disease outbreaks, epidemics and crop pests;
- weather conditions, such as droughts, floods and snowstorms;
- changes in farm incomes;
- cattle and agricultural commodity prices;
- changes in governmental agricultural policies worldwide;
- the level of worldwide farm output and demand for farm products; and
- limits on agricultural imports/exports.

Some or all of the above factors may be negatively impacted or magnified by the ongoing COVID-19 pandemic.

***A downturn in general economic conditions and outlook in the United States and around the world could adversely affect our net sales and earnings.***

The strength and profitability of our business depends on the overall demand for our products and upon economic conditions and outlook, including but not limited to economic growth rates; consumer spending levels; financing availability, pricing and terms for our dealers and end-users; employment rates; interest rates; inflation; consumer confidence and general economic and political conditions and expectations in the United States and the other economies in which we conduct business. Slow or negative growth rates, inflationary/deflationary pressures, higher commodity costs and energy prices, reduced credit availability or unfavorable credit terms for our dealers and end-user customers, increased unemployment rates, and recessionary economic conditions and outlook could cause consumers to reduce spending, which may cause them to delay or forgo purchases of our products and could have an adverse effect on our net sales and earnings. In addition, the ongoing effects of the COVID-19 pandemic may continue to adversely affect global economic activity which could negatively impact our revenues.

The U.K.'s exit from the European Union ("Brexit") and the impact of the withdrawal may adversely affect business activity, political stability and economic conditions in the U.K., the European Union and elsewhere. Our business in Europe may suffer from shipment delays, supply chain disruptions, tariffs or other effects that could negatively impact our business. The economic conditions and outlook could be further adversely affected by the uncertainty concerning new or modified trading arrangements between the U.K. and other countries. Any of these developments could negatively affect economic growth or business activity in the U.K., the European Union and elsewhere, and could materially and adversely affect our business and results of operations.

***Significant changes in trade policy and related trade wars could have a material adverse impact on our results of operations.***

The U.S. continues to make potentially significant changes in its trade policy and has taken certain actions that have adversely impacted U.S. trade and relationships with China and other trading partners, including imposing tariffs on certain goods imported into the U.S. Any continued actions or further changes in U.S. trade policy could trigger additional retaliatory actions by affected countries, resulting in "trade wars." Trade wars may lead to reduced economic activity, increased costs, reduced demand and changes in purchasing behaviors for some or all of our products, or other potentially adverse economic outcomes. These or other consequences from any trade wars could have a material adverse impact on our sales volumes, prices and our consolidated financial results.



***We depend on governmental sales, and a decrease in such sales could adversely affect our business, results of operations and financial condition.***

A substantial portion of our revenues is derived from sales to federal, state, provincial and local governmental entities and related contractors, both in the U.S. and in other countries in which we sell our products. These sales depend primarily on the levels of budgeted and appropriated expenditures for highway, airport, roadside and parks maintenance by various governmental entities and are affected by changes in local and national economic conditions. Federal, state, provincial and local government budgets have been and will likely continue to be negatively affected by the COVID-19 pandemic and this could have a material negative impact on our business and financial condition.

***Our dependence on, and the price and availability of, raw materials as well as purchased components may adversely affect our business, results of operations and financial condition.***

We are subject to fluctuations in market prices for raw materials such as steel and energy. In addition, although most of the raw materials and purchased components we use are commercially available from a number of sources, we could experience disruptions in the availability of such materials. If we are unable to purchase materials we require or are unable to pass on price increases to our customers or otherwise reduce our cost of goods sold, our business, results of operations and financial condition may be adversely affected. In addition, higher energy costs could negatively affect spending by farmers, including their purchases of our products. In 2020 we experienced delays in obtaining certain important components from our suppliers due to operational disruptions resulting from the COVID-19 pandemic. We may experience delays, shortages, price increases or other supply chain disruptions as a result of the ongoing COVID-19 pandemic which could have a material adverse effect on our business and financial results.

***Impairment in the carrying value of goodwill could negatively impact our consolidated results of operations and net worth.***

The Company has conducted for the last three years an analysis for estimating the fair value of the Company's business enterprise. We have utilized the discounted cash flow income approach and market approach for which we chose to heavily weigh more on the discounted cash flow approach. This analysis requires the Company to make significant assumptions and estimates about the extent and timing of future cash flows, discount rates and growth rates. The cash flows are estimated over a significant future period of time, which makes those estimates and assumptions subject to an even higher degree of uncertainty. The Company also utilizes market valuation models and other financial ratios, which require the Company to make certain assumptions and estimates regarding the applicability of those models to its assets and businesses. As of December 31, 2020, goodwill was \$195.1 million, which represents 18% of total assets.

The Company recognized no goodwill impairment in 2020, 2019 or 2018. During the 2020 impairment analysis review, we performed a sensitivity analysis for goodwill impairment with respect to each of our reporting units and determined that a hypothetical 15% decline in the fair value of each reporting unit as of October 1, 2020 would not result in an impairment of goodwill for any of the reporting units. If we were to have a significant goodwill impairment caused by a greater than 15% decline in fair value, it could impact our results of operations as well as our net worth.

***We are significantly dependent on information technology and our business may suffer from disruptions associated with information technology, cyber-attacks or other catastrophic losses affecting our IT infrastructure.***

We rely on information technology networks and systems, including the Internet, to process, transmit, and store electronic and financial information, to manage a variety of business processes and activities, and to comply with regulatory, legal, and tax requirements. We also depend on our information technology infrastructure for digital marketing activities and for electronic communications among our locations, personnel, customers, and suppliers. These information technology systems (some of which are provided and maintained by third parties) may be susceptible to damage, disruptions, or shutdowns due to hardware failures, computer viruses, hacker attacks, telecommunication failures, user errors, catastrophic events or other factors. In addition, as a result of the COVID-19 pandemic and resulting government actions to restrict movement, a number of our salaried employees are working remotely at various times. This remote working environment may pose a heightened risk for security

breaches or other disruptions of our information technology systems. If our information technology systems suffer severe damage, disruption or shutdown, and our business continuity plans do not effectively resolve the issues in a timely manner, we could experience business disruptions, transaction errors, processing inefficiencies, and the loss of customers and sales, causing our product sales, financial condition, and operating results to be adversely affected and the reporting of our financial results to be delayed.

In addition, in the ordinary course of our business, we collect and store sensitive data, including our intellectual property, our proprietary business information and that of our customers, suppliers and business partners, and personally identifiable information or other sensitive information of our customers and employees. The secure use, processing, maintenance and transmission of this information is critical to our operations and business strategy. Despite the information security measures we have taken, our information technology and infrastructure may be subjected to attacks by hackers or breached due to employee malfeasance, employee errors, or other disruptions. Cybersecurity threats and sophisticated computer crime pose a potential risk to the security of the Company's information technology systems, networks, and services, as well as the confidentiality and integrity of the Company's data and intellectual property. Cyber-attacks, security breaches, and other cyber incidents could include, among other things, computer viruses, malicious or destructive code, ransomware, social engineering attacks (including phishing and impersonation), hacking, denial-of-service attacks, and other similar attacks. Sensitive information is also stored by our vendors and on the platforms and networks of third-party providers. Cyber-attacks on the Company, our vendors, or our third-party providers could result in inappropriate access to our intellectual property, Company data, or personally identifiable information of our global workforce, suppliers, or customers. Potential consequences of a successful cyber-attack or other cybersecurity breach or incident include remediation costs, legal costs, increased cybersecurity protection costs, lost revenues resulting from the unauthorized use of proprietary information or the failure to retain or attract customers following an attack, litigation and legal risks including governmental or regulatory enforcement actions, increased insurance premiums, reputational damage that adversely affects customer or investor confidence, and damage to the Company's competitiveness, stock price, and long-term shareholder value. While we have taken steps to address these risks by implementing enhanced security technologies, internal controls, and business continuity plans, these measures may not be adequate.

***Changes in the regulatory environment regarding privacy and data protection regulations could have a material adverse impact on our results of operations.***

The EU has recently adopted a comprehensive overhaul of its data protection regime in the form of the General Data Protection Regulation ("GDPR"), which came into effect in May of 2018. GDPR extends the scope of the existing EU data protection law to foreign companies processing personal data of EU residents. The regulation imposes a strict data protection compliance regime with severe penalties of 4% of worldwide turnover or €20.0 million, whichever is greater, and includes new rights such as the right of erasure of personal data. Although the GDPR applies across the EU, as has been the case under the current data protection regime, EU Member States have some national derogations and local data protection authorities ("DPAs") will still have the ability to interpret the GDPR, which has the potential to create inconsistencies on a country-by-country basis. In addition, certain U.S. states have enacted privacy and data protection laws. For example, the State of California enacted the California Consumer Privacy Act ("CCPA") which became effective in 2020. Implementation of, and compliance with, the GDPR, CCPA and other similar laws could increase our cost of doing business and/or force us to change our business practices in a manner adverse to our business. In addition, violations of the GDPR, CCPA and other laws may result in significant fines, penalties and damage to our brand and business which could, individually or in the aggregate, materially harm our business and reputation.

***We operate in a highly competitive industry, and some of our competitors and potential competitors have greater resources than we do.***

Our products are sold in highly competitive markets throughout the world. We compete with several large national and international companies that offer a broad range of equipment and replacement parts that compete with our products, as well as with numerous small, privately-held manufacturers and suppliers of a limited number of products mainly on a regional basis. Some of our competitors are significantly larger than we are and have substantially greater financial and other resources at their disposal. We believe that we are able to compete successfully in our markets by, to some extent, avoiding direct competition with significantly larger potential competitors. There can be no assurance that our competitors will not substantially increase the resources devoted to the development and marketing of products competitive with our products or that new competitors with greater

resources will not enter our markets. Any failure to effectively compete could have an adverse effect on our business, results of operations and financial condition.

***Failure to develop new products or keep pace with technological developments may have a material adverse impact on our results of operations.***

Our industry is affected by future technological developments. The introduction of new products or processes with innovative technologies could render our existing products or processes obsolete or unmarketable. Our success depends, to some extent, upon our ability to develop, market and sell cost-effective new products and applications that keep pace with technological developments in the markets we serve. We may not be successful in identifying, developing and marketing new products and applications or we may experience difficulties that could delay or prevent the successful development, introduction and marketing of such new products and applications, which could have a material adverse impact on our business and results of operations.

***We operate and source internationally, which exposes us to the political, economic and other risks of doing business abroad.***

We have operations in a number of countries outside of the United States and we source raw materials and components globally. Our international operations are subject to the risks normally associated with conducting business in foreign countries, including but not limited to the following:

- limitations on ownership and on repatriation of earnings;
- import and export restrictions, tariffs and quotas;
- additional expenses relating to the difficulties and costs of staffing and managing international operations;
- labor disputes and uncertain political and economic environments and the impact of foreign business cycles;
- changes in laws or policies;
- changes in any international trade agreements, such as any changes in European Union membership;
- delays in obtaining or the inability to obtain necessary governmental permits;
- potentially adverse consequences resulting from the applicability of foreign tax laws;
- cultural differences;
- increased expenses due to inflation;
- weak economic conditions in foreign markets where our subsidiaries distribute their products;
- changes in currency exchange rates;
- disruptions in transportation and port authorities; and
- regulations involving international freight shipments.

Operating in the international marketplace exposes us to a number of risks, including the need to comply with U.S. and foreign laws and regulations applicable to our foreign operations, including anti-corruption laws such as the Foreign Corrupt Practices Act and the U.K. Bribery Act, United States export control laws, and data privacy laws such as the recently enacted European GDPR. The costs of compliance with these various laws, regulations and policies can be significant and penalties for noncompliance could significantly and adversely impact our business. Our international operations may also be adversely affected by laws and policies affecting foreign trade, investment, taxation, and our ability to effectively source components and raw materials internationally. For example, any significant changes in U.S. trade policy, including the introduction of any new or expanded tariffs, could increase the cost of critical materials and supplies that we source internationally or negatively impact international sales of our products, which would have an adverse effect on our net sales and earnings.

In addition, political developments and governmental regulations and policies in the countries in which we operate directly affect the demand for our products. For example, decreases or delays in farm subsidies to our agricultural customers, or changes in environmental policies aimed at limiting mowing activities, could adversely affect our business, results of operations and financial condition.

***Our acquisition strategy may not be successful, which may adversely affect our business, results of operations and financial condition.***

We intend to grow internally and through the acquisition of businesses and assets that will complement our current businesses. To date, a material portion of our growth has come through acquisitions. We cannot be certain

that we will be able to identify attractive acquisition targets, obtain financing for acquisitions on satisfactory terms or successfully acquire identified targets. Competition for acquisition opportunities may also increase our costs of making acquisitions or prevent us from making certain acquisitions. These and other acquisition-related factors may adversely impact our business, results of operations and financial condition.

***We may not be able to realize the potential or strategic benefits of the acquisitions we complete, and the businesses we have acquired, or may acquire in the future, may not perform as expected.***

Acquisitions are an important part of our growth strategy and we have completed a number of acquisitions over the past several years. In 2019, we completed three acquisitions, namely *Dutch Power*, *Dixie Chopper*, and *Morbark*. Acquisitions can be difficult, time-consuming, and pose a number of risks, including:

- potential negative impact on our earnings per share as a result of acquisition costs and related financing costs, among other things;
- the assumption of liabilities that are unknown to us at the time of closing;
- failure of acquired products to achieve projected sales;
- potential downward pressure on operating margins due to lower operating margins of acquired businesses, increased headcount costs and other expenses associated with adding and supporting new products;
- disruption of ongoing business operations, including diversion of management's attention and uncertainty for employees and customers, particularly during the post-acquisition integration process; and
- potential negative impact on our relationships with customers, distributors and vendors.

If we do not manage these risks, the acquisitions that we complete may have an adverse effect on our business, our results of operations or financial condition. In addition, we may not be successful in integrating acquired businesses into our existing operations and achieving projected synergies. We could face many risks in integrating acquired businesses, including but not limited to the following:

- we may incur substantial costs, delays or other operational or financial challenges in integrating acquired businesses, including integrating each company's accounting, information technology, human resource and other administrative systems to facilitate effective management;
- we may be unable to achieve expected cost reductions, to take advantage of cross-selling opportunities, or to eliminate redundant operations, facilities and systems;
- We may encounter problems in integrating the acquired products with our existing and/or new products;
- we may need to implement or improve controls, procedures and policies appropriate for a public company which could take a significant amount of time and expense;
- acquisitions may divert our management's attention from the operation of our existing businesses;
- we may not be able to retain key personnel of acquired businesses;
- there may be cultural challenges associated with integrating management and employees from the acquired businesses into our organization; and
- we may encounter unanticipated events, circumstances and legal risk and associated liabilities.

Our integration of acquired businesses requires significant efforts from the management of each entity, including coordinating existing business plans and research and development efforts. Integrating operations may distract management's attention from the day-to-day operation of the combined companies. Ultimately, our attempts to integrate the operations, technology and personnel of acquired businesses may not be successful. If we are unable to successfully integrate acquired businesses, our future results may be negatively impacted.

***The agricultural industry and the infrastructure maintenance industry are seasonal, and seasonal fluctuations may cause our results of operations and working capital to fluctuate from quarter to quarter.***

In general, agricultural and governmental end-users typically purchase new equipment during the first and second calendar quarters. Other products such as street sweepers, excavators, snow removal equipment, front-end loaders and pothole patchers have different seasonal patterns, as do replacement parts in general. In attempting to achieve efficient utilization of manpower and facilities throughout the year, we estimate seasonal demand months in advance and manufacturing capacity is scheduled in anticipation of such demand. We utilize an annual plan with updated quarterly sales forecasts provided by our marketing divisions and order backlog in order to develop a

production plan for our manufacturing facilities. In addition, many of our marketing departments attempt to equalize demand for their products throughout the calendar year by offering seasonal sales programs which may provide additional incentives, including discounts and extended payment terms, on equipment that is ordered during off-season periods. Because we spread our production and wholesale shipments throughout the year to take into account the factors described above, sales in any given period may not reflect the timing of dealer orders and retail demand.

Weather conditions and general economic conditions may affect the timing of purchases and actual industry conditions might differ from our forecasts. In addition to seasonal factors, the agricultural industry is cyclical in nature with sales largely dependent on the state of the farm economy and, in particular, agriculture commodity prices and farm income. Consequently, sudden or significant declines in industry demand could adversely affect our working capital or results of operations.

***Extreme weather conditions may impact demand for some of our products and impact our business, results of operations and financial condition.***

Extreme weather conditions such as droughts or flooding may adversely affect sales of some of our products including our mowing equipment and other agricultural equipment and related parts. Milder winter conditions with lower snowfall accumulations can have an adverse impact on sales of our snow removal equipment and related parts business in the key markets we serve. In the event unfavorable weather conditions are worsened as a result of global climate change, our business may be adversely affected to a more significant extent.

***If we do not retain key personnel and attract and retain other highly skilled employees, our business may suffer.***

Our continued success will depend on, among other things, the efforts and skills of our executive officers, including our president and chief executive officer, and our ability to attract and retain additional highly qualified managerial, technical, manufacturing, and sales and marketing personnel. We do not maintain “key man” life insurance for any of our employees, and all of our senior management are employed at will. We cannot assure you that we will be able to attract and hire suitable replacements for any of our key employees. We believe the loss of a key executive officer or other key employee could have an adverse effect on our business, results of operations, and financial condition.

***Increasingly stringent engine emission regulations could impact our ability to sell certain of our products into the market and appropriately price certain of our products, which could negatively affect our competitive position and financial results.***

The products we manufacture or sell, particularly engines, are subject to increasingly stringent environmental emission regulations. For instance, the EPA has adopted increasingly stringent engine emission regulations, including Tier 4 emission requirements applicable to diesel engines in specified horsepower ranges that are used in some of our products. Requirements have expanded to additional horsepower categories and, accordingly, apply to more of the products we sell. Our ability to meet the Tier 4 requirements is subject to many variables, some of which are beyond our direct control. If we fail to meet the Tier 4 requirements and any other EPA emission standards that are currently in place or that may be introduced in the future, our ability to sell our products into the market may be limited, which could have a material adverse effect on our competitive position and financial results.

***We are subject to environmental, health and safety and employment laws and regulations and related compliance expenditures and liabilities.***

Like other manufacturers, the Company is subject to a broad range of federal, state, local and foreign laws and requirements, including those concerning air emissions, discharges into waterways, and the generation, handling, storage, transportation, treatment and disposal of hazardous substances and waste materials, as well as the remediation of contamination associated with releases of hazardous substances at the Company’s facilities and offsite disposal locations, workplace safety and equal employment opportunities. These laws and regulations are constantly changing, and it is impossible to predict with accuracy the effect that changes to such laws and regulations may have on the Company in the future. Like other industrial concerns, the Company’s manufacturing operations entail the risk of noncompliance, and there can be no assurance that the Company will not incur material costs or other liabilities as a result thereof.

Changes in environmental laws or new laws relating to climate change and/or the emission of greenhouse gases ("GHG") may cause us to make additional investment in new product designs or could increase our environmental compliance expenditures. The regulation of GHG emissions could result in other additional costs to the Company in the form of tax or emissions allowances, facility improvement costs, and higher input costs. Increased input costs and other costs associated with GHG emissions regulation and related compliance may also negatively impact customer demand. Because the timing and extent of GHG emission regulations or climate change regulations are unknown at this time, we are unable to predict the impact this may have on our overall business.

The Company is subject to various other federal, state, and local laws affecting its business, as well as a variety of regulations relating to such matters as working conditions, equal employment opportunities, and product safety. A variety of state laws regulate the Company's contractual relationships with its dealers, some of which impose restrictive standards on the relationship between the Company and its dealers, including events of default, grounds for termination, non-renewal of dealer contracts, and equipment repurchase requirements.

***We are subject on an ongoing basis to the risk of product liability claims and other litigation arising in the ordinary course of business.***

Like other manufacturers, we are subject to various claims, including product liability claims, arising in the ordinary course of business, and we are a party to various legal proceedings that constitute routine litigation incidental to our business. We may be exposed to product liability claims in the event that the use of our products results, or is alleged to result, in bodily injury, property damage, or both. We cannot assure you that we will not experience any material product liability losses in the future or that we will not incur significant costs to defend the Company against such claims. We cannot assure you that our product liability insurance coverage will be adequate for any liabilities that may ultimately be incurred or that it will continue to be available on terms acceptable to us. A successful claim brought against us in excess of available insurance coverage or a requirement to participate in a product recall may have a materially adverse effect on our business.

***If we are unable to comply with the terms of our credit arrangements, especially the financial covenants, our credit arrangements could be terminated.***

We cannot assure you that we will be able to comply with all of the terms of our credit arrangements, especially the financial covenants. Our ability to comply with such terms depends on the success of our business and our operating results. Various risks, uncertainties, and events beyond our control could affect our ability to comply with the terms of our credit arrangements. If we were out of compliance with any covenant required by our credit arrangements following any applicable cure periods, the banks could terminate their commitments unless we could negotiate a covenant waiver. The banks could condition such waiver on amendments to the terms of our credit arrangements that may be unfavorable to us, including a potential increase to the interest rate we currently pay on outstanding debt under our credit arrangements, which could adversely affect our operating results.

***Fluctuations in currency exchange rates may adversely affect our financial results.***

Our earnings are affected by fluctuations in the value of the U.S. dollar as compared to foreign currencies, predominantly in European countries, Canada and Australia, as a result of the sale of our products in international markets. While we do enter into foreign exchange contracts to protect against such fluctuations to an extent (primarily in the U.K. market), we cannot assure you that we will be able to effectively manage these risks. Significant long-term fluctuations in relative currency values, such as a devaluation of the Euro against the U.S. dollar, could have an adverse effect on our future results of operations or financial condition.

***Changes concerning the availability of the London Interbank Offered Rate ("LIBOR") may have a negative impact on our business.***

Current interest rates on borrowings under our credit facility are variable and include the use of the London Interbank Offered Rate ("LIBOR"). In 2017, the U.K. Financial Conduct Authority announced that it intends to phase out LIBOR by the end of 2021. In addition, other regulators have suggested reforming or replacing other benchmark rates. Although on November 30, 2020, the Intercontinental Exchange's Benchmark Administration ("IBA") announced consultation on the possible extension of the publication of USD LIBOR for key tenors through June 30,

2023, to allow certain legacy LIBOR-indexed contracts to mature without disruption, there is no certainty as to the outcome of such consultation. The discontinuation, reform, or replacement of LIBOR, including with the Secured Overnight Financing Rate identified by the Alternative Reference Rate Committee as the alternative reference rate for US dollar LIBOR, or any other benchmark rates, may result in fluctuating interest rates that may have a negative impact on our interest expense and our profitability.

### **Risks related to investing in our common stock**

***Because the price of our common stock may fluctuate significantly, it may be difficult for you to resell our common stock when desired or at attractive prices.***

The trading price of our common stock has and may continue to fluctuate. The closing prices of our common stock on the New York Stock Exchange during 2020 ranged from \$75.21 to \$143.15 per share, and during 2019 from \$75.12 to \$129.74 per share. Our stock price may fluctuate in response to the risk factors set forth herein and to a number of events and factors, such as quarterly variations in operating and financial results, litigation, changes in financial estimates and recommendations by securities analysts, the operating and stock performance of other companies that investors may deem comparable to us, news reports relating to us or trends in our industry or general economic conditions. The stock price volatility and trading volume may make it difficult for you to resell your shares of our common stock when desired or at attractive prices.

***You may experience dilution of your ownership interests due to the future issuance of additional shares of our common stock.***

We may issue shares of our previously authorized and unissued securities, which will result in the dilution of the ownership interests of our present stockholders. We are currently authorized to issue 20,000,000 shares of common stock. On December 31, 2020, 11,884,321 shares of our common stock were issued and outstanding, and there were outstanding options and restricted stock awards totaling an additional 194,963 shares of our common stock. We also have additional shares available for grant under our 2015 Incentive Stock Option Plan and our 2019 Equity Incentive Plan. Additional stock option or other compensation plans or amendments to existing plans for employees and directors may be adopted. Issuance of these shares of common stock may dilute the ownership interests of our then existing stockholders. We may also issue additional shares of our common stock in connection with the hiring of personnel, future acquisitions, such as the 1,700,000 shares issued as consideration for the acquisition of *Bush Hog* in 2009, future private placements of our securities for capital raising purposes, or for other business purposes. This would further dilute the interests of our existing stockholders.

***There is no assurance that we will continue declaring dividends or have the available cash to make dividend payments.***

On January 4, 2021, the Board of Directors of the Company increased its quarterly dividend from \$0.13 per share to \$0.14 per share. Although we have paid a cash dividend in each quarter since becoming a public company in 1993, there can be no assurance that we will continue to declare dividends or that funds will continue to be available for this purpose in the future. The declaration and payment of dividends are restricted by the terms of our credit facility, are subject to the discretion of our Board of Directors, are not cumulative, and will depend upon our profitability, financial condition, capital needs, future prospects, and other factors deemed relevant by our Board of Directors.

***Provisions of our corporate documents may have anti-takeover effects that could prevent a change in control.***

Provisions of our charter, bylaws and Delaware law could make it more difficult for a third party to acquire us, even if doing so would be beneficial to our stockholders. These provisions include prohibiting stockholders from calling stockholder meetings and prohibiting stockholder actions by written consent. Our Certificate of Incorporation and Bylaws state that any amendment to certain provisions, including those provisions regarding limitations on action by written consent discussed above, be approved by the holders of at least two-thirds of our common stock. We are also afforded the protections of Section 203 of the Delaware General Corporation Law, which would prevent us from engaging in a business combination with a person who becomes a 15% or greater stockholder for a period of three years from the date such person acquired such status unless certain board or stockholder approvals were obtained.

***Future sales, or the possibility of future sales, of a substantial amount of our common stock may depress the price of the shares of our common stock.***

Future sales, or the availability for sale in the public market, of substantial amounts of our common stock could adversely affect the prevailing market price of our common stock and could impair our ability to raise capital through future sales of equity securities. If we or our existing stockholders sell substantial amounts of our common stock in the public market, or if there is a perception that these sales may occur, the market price of our common stock could decline.

***Certain stockholders own a significant amount of our common stock, and their interests may conflict with those of our other stockholders.***

As of December 31, 2020, five investors - BlackRock, Inc., Henry Crown and Company, Dimensional Fund Advisors LP, Victory Capital Management Inc., and The Vanguard Group - beneficially owned approximately 43% of our outstanding common stock. As a result, the major stockholders combined could be able to significantly influence the direction of the Company, the election of our Board of Directors, and the outcome of any other matter requiring stockholder approval, including mergers, consolidations and the sale of all or substantially all of our assets, and together with other beneficially owned investors, to prevent or cause a change in control of the Company. Also, pursuant to contractual obligations, affiliates of Henry Crown and Company were entitled to certain rights with respect to the registration of the common stock owned by them under the Securities Act. Pursuant to such registration rights, on March 12, 2012, we filed a registration statement related to the common stock owned by such entities and such registration statement was declared effective by the SEC. The interests of the major stockholders may conflict with the interests of our other stockholders.

#### **Item 1B. Unresolved Staff Comments**

The Company has no unresolved staff comments to report pursuant to Item 1B.



## Item 2. Properties

As of December 31, 2020, the Company utilized twenty-seven principal manufacturing plants with fifteen located in the United States, eight in Europe, three in Canada, and one in Brazil. The facilities are listed below:

<u>Facility</u>	<u>Square Footage</u>		<u>Principal Types of Products Manufactured And Assembled</u>
Winn, Michigan*	1,100,000	Owned	Tree chippers, Grinders, Brush Cutters, Debarkers, Utility Loaders for <i>Morbark</i> and <i>Boxer</i>
Selma, Alabama*	769,000	Owned	Mechanical Rotary Mowers, Finishing Mowers, Zero Turn Radius Mowers, Backhoes, Front-End Loaders for <i>Bush Hog</i>
New Philadelphia, Ohio*	430,000	Owned	Telescopic Excavators for <i>Gradall</i> and Vacuum Trucks for <i>VacAll</i>
Wooster, Ohio*	400,000	Leased	Stump Cutters, Aerial Trimmers, Mulchers, Crawler Trucks for <i>Rayco</i> and <i>Denis Cimaf</i>
Gibson City, Illinois*	275,000	Owned	Mechanical Mowers, Blades, Post Hole Diggers, Deep Tillage Equipment, front-end loaders, backhoes, and other implements for <i>Rhino</i> , <i>Bush Hog</i> and OEMs
Enschede, The Netherlands*	238,000	Owned	Rotary, Flail and Commercial Mowers for <i>Dutch Power</i>
Seguin, Texas*	230,000	Owned	Hydraulic and Mechanical Rotary and Flail Mowers, Sickle-Bar Mowers, and Boom-Mounted Equipment for <i>Alamo Industrial</i>
Indianola, Iowa*	200,000	Owned	Distribution and Manufacturing of Aftermarket Farm Equipment Replacement and Wear Parts for <i>Herschel/Valu-Bilt</i>
Richmond, Virginia*	197,000	Leased	Leaf Collection Equipment and Replacement Brooms for Street Sweepers for <i>ODB</i>
Neuville, France*	195,000	Owned	Hydraulic and Mechanical Boom-Mounted Hedge and Grass Cutters for <i>Rousseau</i> and <i>SMA</i>
Mukwonago, Wisconsin*	171,000	Owned	Truck-Mounted Vacuum Trucks for <i>Super Products</i>
Ludlow, England*	160,000	Owned	Hydraulic Boom-Mounted Hedge and Grass Cutters and other Equipment for <i>McConnel</i> and <i>Twose</i>
Salford Priors, England*	157,000	Owned	Tractor-Mounted Power Arm Flails and other Equipment for <i>Bomford</i> and <i>Twose</i> and <i>Spearhead</i>
Sao Joao da Boa Vista, Brazil*	138,000	Owned	Agriculture Mowing Equipment and other Attachments for <i>Santa Izabel</i>
Huntsville, Alabama*	135,000	Owned	Air and Mechanical Sweeping Equipment for <i>Schwarze</i>
New Berlin, Wisconsin*	120,000	Owned	Municipal Snow Removal and Ice Control Equipment for <i>Wausau</i>
Middelburg, The Netherlands*	110,000	Owned	Boom Mowers and Stump Grinders for <i>Dutch Power</i>
Englefeld, Saskatchewan, Canada*	105,000	Owned	Mechanical Rotary Mowers, Snow Blowers, and Rock Removal Equipment for <i>Schulte</i>
St. Valerien, Quebec, Canada*	100,000	Owned	Snow and Ice Removal Equipment for <i>Tenco</i>
Daumeray, France*	100,000	Owned	Vacuum Trucks, High Pressure Cleaning Systems and Trenchers for <i>Rivard</i>
Leavenworth, Kansas*	72,000	Owned	Snow Plows and Heavy-Duty Snow Removal Equipment for <i>Henke</i>
Sioux Falls, South Dakota*	66,000	Owned	Hydraulic and Mechanical Mowing Equipment for <i>Tiger</i>
Giessen, The Netherlands*	44,000	Owned	Aquatic Harvesting Boats and Remote Control Mowing Equipment for <i>Dutch Power</i>
Kent, Washington*	43,000	Owned	Truck-Mounted Sweeping Equipment for the contractor market branded <i>NiteHawk</i>
Ayer's Cliff, Quebec, Canada*	41,000	Owned	Municipal Snow Removal and Ice Control Equipment for <i>Everest</i>
Fond du Lac, Wisconsin*	38,000	Owned	Municipal Snow Removal and Ice Control Equipment for <i>Wausau</i>
Peschadoires, France*	22,000	Owned	Replacement Parts for Blades, Knives and Shackles for <i>Forges Gorce</i>
Oakey, Australia	18,000	Leased	Agriculture Mowing Equipment and other Attachments for <i>Fieldquip</i>
Matao, Brazil	12,000	Owned	Agriculture Mowing Equipment and other Attachments for <i>Herder</i>
Installation & Rental Facilities, Warehouses & Sales	309,000	Leased / Owned	Services Parts Distribution, Installation Facilities and Sales and After Market Office
Offices, Seguin, Texas	21,000	Owned	Corporate Office
Total	6,016,000		

\* Principal manufacturing plants

Approximately 86% of the manufacturing, warehouse and office space is owned. The Company considers each of these facilities to be well maintained, in good operating condition and adequate for its present level of operations.

Our Chartres, France location which was listed for sale, was sold in February of 2021. In the fourth quarter of 2020, the Company announced the future closure of *Dutch Power's* facility in Enschede, The Netherlands.

### **Item 3. Legal Proceedings**

The Company is subject to various legal actions which have arisen in the ordinary course of its business. The most prevalent of such actions relate to product liability, which is generally covered by insurance after various self-insured retention amounts. While amounts claimed might be substantial and the ultimate liability with respect to such litigation cannot be determined at this time, the Company believes that the ultimate outcome of these matters will not have a material adverse effect on the Company's consolidated financial position or results of operations; however, the ultimate resolution cannot be determined at this time.

### **Item 4. Mine Safety Disclosures**

Not applicable.

## **PART II**

### **Item 5. Market for Registrant's Common Equity, Related Stockholder Matters and Issuer Purchases of Equity Securities**

The Company's common stock trades on the New York Stock Exchange under the symbol: ALG. On February 19, 2021, there were 11,896,421 shares of common stock outstanding, held by approximately 83 holders of record, but the total number of beneficial owners of the Company's common stock exceeds this number. On February 19, 2021, the closing price of the common stock on the New York Stock Exchange was \$155.92 per share.

On January 4, 2021, the Board of Directors of the Company declared a quarterly dividend of \$0.14 per share which was paid on January 29, 2021 to holders of record as of January 19, 2021. The Company expects to continue its policy of paying regular cash dividends, although there is no assurance as to future dividends as they depend on future earnings, capital requirements and financial condition. In addition, the payment of dividends is subject to restrictions under the Company's bank revolving credit agreement. See "Management's Discussion and Analysis of Financial Condition and Results of Operations - Liquidity and Capital Resources" in Item 7 of Part II of this Annual Report on Form 10-K for a further description of the bank revolving credit agreement.

Information relating to compensation plans under which equity securities of the Company are authorized for issuance is set forth in Part III, Item 12 of this Annual Report on Form 10-K.

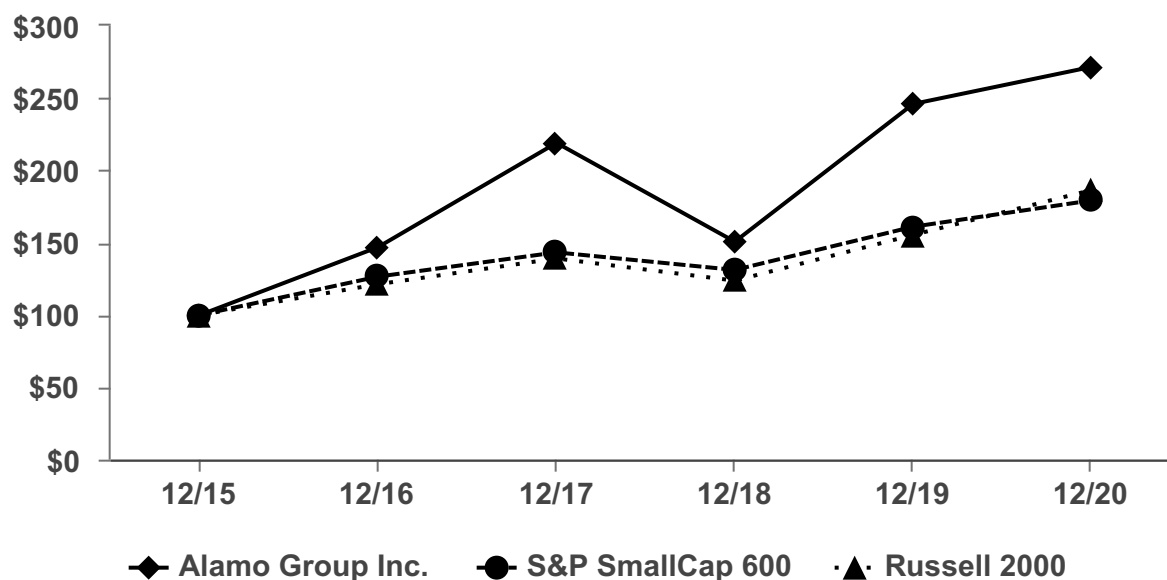
## Stock Price Performance Graph

The information contained in this Stock Performance Graph section shall not be deemed to be “soliciting material” or “filed” with the SEC or subject to the liabilities of Section 18 of the Exchange Act except to the extent that Alamo Group Inc. specifically incorporates it by reference into a document filed under the Securities Act or the Exchange Act.

The following graph and table set forth the cumulative total return to the Company’s stockholders of our Common Stock during a five-year period ended December 31, 2020, as well as the performance of an overall stock market index (the S&P SmallCap 600 Index) and the Company’s selected peer group index (the Russell 2000 Index).

The Company believes a representative industry peer group of companies with a similar business segment profile does not exist. The SEC has indicated that companies may use a base other than industry or line of business for determining its peer group index, such as an index of companies with similar market capitalization. Accordingly, the Company has selected the Russell 2000 Index, a widely used small market capitalization index, to use as a representative peer group.

**COMPARISON OF 5 YEAR CUMULATIVE TOTAL RETURN\***  
**Among Alamo Group Inc., the S&P SmallCap 600 Index and the Russell**  
**2000 Index**



\*\$100 invested on 12/31/15 in stock or index, including reinvestment of dividends.

Fiscal year ending December 31.

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	12/15	12/16	12/17	12/18	12/19	12/20
<b>Alamo Group Inc.</b>	<b>100.00</b>	<b>146.97</b>	<b>218.99</b>	<b>150.69</b>	<b>245.89</b>	<b>271.48</b>
<b>S&amp;P SmallCap 600</b>	<b>100.00</b>	<b>126.56</b>	<b>143.30</b>	<b>131.15</b>	<b>161.03</b>	<b>179.20</b>
<b>Russell 2000</b>	<b>100.00</b>	<b>121.31</b>	<b>139.08</b>	<b>123.76</b>	<b>155.35</b>	<b>186.36</b>

## Purchase of Equity Securities

Due to the COVID-19 pandemic, in April of 2020, the Company announced that it had temporarily suspended its share repurchase program for the year.

### Item 6. Selected Financial Data

The following selected financial data is derived from the consolidated financial statements of Alamo Group Inc. and its subsidiaries. The data should be read in conjunction with the consolidated financial statements, related notes and other financial information included herein, including in "Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations."

	Fiscal Year Ended December 31, <sup>(1)</sup>				
(in thousands, except per share amounts)	2020	2019	2018	2017	2016
<b>Operations:</b>					
Net sales	\$ 1,163,466	\$ 1,119,138	\$ 1,008,822	\$ 912,380	\$ 844,748
Income before income taxes	78,137	84,335	94,531	82,367	62,189
Net income	56,630	62,906	73,486	44,315	40,045
Percent of sales	4.9 %	5.6 %	7.3 %	4.9 %	4.7 %
Earnings per share					
Basic	4.81	5.36	6.30	3.84	3.50
Diluted	4.78	5.33	6.25	3.79	3.46
Dividends per share	0.52	0.48	0.44	0.40	0.36
Average common shares					
Basic	11,782	11,729	11,660	11,549	11,434
Diluted	11,845	11,800	11,761	11,682	11,565
<b>Financial Position:</b>					
Total assets	\$ 1,109,329	\$ 1,212,763	\$ 721,633	\$ 639,671	\$ 552,776
Short-term debt and current maturities	15,066	18,840	119	82	73
Long-term debt, excluding current maturities	270,320	425,141	85,179	60,000	70,017
Stockholders' equity	\$ 625,643	\$ 569,757	\$ 507,371	\$ 449,108	\$ 387,717

<sup>(1)</sup> Includes the results of operations of companies acquired from the closing dates of acquisitions.

## Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations

### Outlook

*This report contains forward-looking statements that are based on Alamo Group's current expectations. Actual results in future periods may differ materially from those expressed or implied because of a number of risks and uncertainties which are discussed below and in the Forward-Looking Information section beginning on page 13.*

In 2020, the COVID-19 pandemic triggered a worldwide recession that caused a significant downturn in our markets globally and negatively affected our expected results. These unfavorable market conditions continued throughout much of 2020 and could continue for an extended period of time. In an effort to contain the spread of COVID-19, maintain the health and safety of our employees, meet reduced demand from our customers, and in accordance with governmental requirements, we closed or partially shut down certain office and manufacturing facilities around the world at different times in early 2020. Although most of our facilities re-opened in the second quarter of 2020, some operated at reduced capacities depending on fluctuations in customer demand and measures taken at our facilities to protect employees which included quarantining of personnel as needed.

Despite some of our markets showing signs of recovery in the second half of 2020, the ongoing spread of the virus presents several risks to our business, especially for the first half of 2021. In the fourth quarter of 2020 we experienced some operational and supply chain disruptions caused by the pandemic. We continue to experience varying levels of disruption, particularly in our supply chain, and it is hard to predict the extent to which these disruptions may continue. COVID-19 vaccines are currently being administered around the world with the hope that the majority of the population will have access to the vaccine by the second half of 2021. If vaccine effectiveness is consistent with current government and health organization estimates, we believe the vaccine will mitigate the spread of the virus and allow a return to more normal operations in the second half of the year. However, we recognize that case surges or new strains of the virus or other unanticipated events could lead to new restrictions or lockdowns, which may limit our operational capabilities and/or lead to a renewed softening of customer demand. All of this is dependent on future developments relating to the pandemic, which are highly uncertain and unpredictable at this time. In addition, certain input costs, most notably steel, have recently increased, while international trade disputes, shipping delays, a changing political landscape in the U.S., and a continuing tight labor market are also of concern. Given the current level of business uncertainty, we remain cautious in terms of our outlook for the year. Despite the challenges faced in 2020, we will continue our focus on ongoing operational improvement initiatives and, as we did in 2020, will monitor capital expenditures in 2021 in line with depreciation levels of the last several years. Of course, we may also be negatively affected by several other unanticipated factors, such as a weakness in the overall economy; significant changes in currency exchange rates; further changes in trade or tax policy; Brexit integration impacts; increased levels of government regulation; weakness in the agricultural sector; acquisition integration issues; budget constraints or revenue shortfalls in governmental entities; and other risks and uncertainties as described in "Risk Factors."

### 2020 Performance

In 2020, the Company's net sales increased by 4.0%, but net income decreased by 10.0% compared to 2019. The increase in net sales was due to the acquisitions of *Morbark* and *Dutch Power* in 2019 which was offset by market declines due to COVID-19. The decrease in net income was attributable to the COVID-19 pandemic which began to materially affect our operations in March 2020 and continued to negatively impact the Company's overall financial performance during the year.

The Company's Industrial Division experienced a 5.6% increase in sales for 2020 compared to 2019 due to the acquisitions of *Morbark* and *Dutch Power*. Without factoring in contributions from *Morbark* and *Dutch Power*, sales across all legacy Industrial product groups (with the exception of vegetation control, which was up) were down in 2020 compared to 2019, mostly attributable to the adverse impacts of the COVID-19 pandemic which included temporary plant closures in the U.S., France, and Canada during the second quarter of 2020, as well as other operational disruptions across the Industrial Division and softness in customer demand which occurred over the course of the year. The Division's new orders showed signs of improvement, though not evenly across product lines. Some areas, such as forestry, increased above historical average while others, such as excavators and vacuum trucks, continued to be soft.

The Company's Agricultural Division sales were up less than 1% in 2020 compared to 2019 but were negatively affected by the COVID-19 pandemic, and to a lesser extent ongoing global trade tensions, which began to hurt Agricultural sales as well as operations in late March of this year. During the second quarter of 2020 however, North American sales and profitability in the Agricultural Division showed some improvement and continued to show signs of recovery for the remainder of 2020. Likewise, soft market conditions in the Agricultural Division's operations in the U.K. and France during the first half of 2020 as well as experiencing temporary plant closures and operational disruptions during the months of March and April due to COVID-19, also showed signs of improvement during the second half of 2020.

Consolidated income from operations was \$93.2 million in 2020, which included \$4.8 million of non-cash inventory step-up expense related to the *Morbark* acquisition and redundancy costs in the amount of \$2.7 million related to the Company's plan to close the *Dutch Power* facility located in Enschede, in The Netherlands. Without these one-time charges, consolidated income from operations was \$100.7 million, an increase of 6.4% when compared to 2019, mainly the result of contributions to operating income from the *Morbark* and *Dutch Power* acquisitions. The Company's backlog increased 35.6% to \$354.1 million at the end of 2020 versus the backlog of \$261.0 million at the end of 2019. The increase in the Company's backlog was primarily attributable to improved market conditions in the second half of 2020, specifically in the Agricultural Division, offset by adverse effects from the COVID-19 pandemic, which has hurt the Company's overall sales and profitability.

*The following discussion should be read in conjunction with the consolidated financial statements of the Company and the notes thereto included elsewhere in this Annual Report on Form 10-K.*

The following tables set forth, for the periods indicated, certain financial data:

Net sales (data in thousands):	Fiscal Year Ended December 31,		
	2020	2019	2018
Industrial	\$ 811,161	\$ 768,454	\$ 638,198
Agricultural	352,305	350,684	370,624
Total net sales	\$1,163,466	\$1,119,138	\$1,008,822

Cost and profit margins, as percentages of net sales:

Cost of sales	74.9 %	75.6 %	74.6 %
Gross profit	25.1 %	24.4 %	25.4 %
Selling, general, administrative, and amortization expenses	17.1 %	16.0 %	15.4 %
Income from operations	8.0 %	8.5 %	10.0 %
Income before income taxes	6.7 %	7.5 %	9.4 %
Net income	4.9 %	5.6 %	7.3 %

## Results of Operations

### *Fiscal 2020 compared to Fiscal 2019*

The Company's net sales in the fiscal year ended December 31, 2020 ("2020") were \$1,163.5 million, an increase of \$44.4 million or 4.0% compared to \$1,119.1 million for the fiscal year ended December 31, 2019 ("2019"). The increase was attributable to the acquisitions of *Morbark* and *Dutch Power*, which year over year contributed net sales of \$160.5 million. Negatively affecting sales in 2020 was the outbreak of the COVID-19 pandemic which began to affect the Company's operations late in the first quarter of 2020.

Net Industrial sales were \$811.2 million in 2020 compared to \$768.5 million in 2019, an increase of \$42.7 million or 5.6%, coming from the acquisitions of *Dutch Power* and *Morbark* mentioned above, which were offset by the impacts from the COVID-19 pandemic that began to materially affect the Division late in the first quarter of 2020. This included temporary plant closures in the U.S., France and Canada along with other operational disruptions throughout our global markets resulting from health concerns and

governmental directives, reduced governmental spending, and customer delivery restrictions, among other things.

Net Agricultural sales were \$352.3 million in 2020 compared to \$350.7 million in 2019, representing an increase of \$1.6 million or 0.5%. Despite the COVID-19 pandemic, agricultural market conditions began to improve during the second quarter of 2020 as demand for our products continued to outpace last year. Sales in this Division's North American operations did reasonably well and benefited from the contributions of *Dixie Chopper* but the ongoing pandemic affected supply chain and logistics across the entire Division as well as sales and operations, particularly in our U.K. and French agricultural businesses, as they experienced temporary plant closures and soft markets.

Gross profit for 2020 was \$292.1 million (25.1% of net sales) compared to \$273.2 million (24.4% of net sales) in 2019, an increase of \$18.9 million. The increase in gross profit mainly came from the acquisitions of *Dutch Power* and *Morbark*. Gross margin percentage improved year over year primarily due to a favorable mix of parts sales and pricing actions which more than offset the negative impact of higher steel prices and lower factory utilization. Also, negatively affecting the gross margin and gross margin percentage during the first nine months of 2020 were \$4.8 million of charges on sales of inventory that had been previously stepped-up related to the *Morbark* acquisition.

Selling, general and administrative expenses ("SG&A") were \$184.2 million (15.8% of net sales) in 2020 compared to \$172.9 million (15.5% of net sales) in 2019, an increase of \$11.3 million. *Morbark* and *Dutch Power* accounted for \$23.6 million of net additional SG&A expense in 2020 offset by \$12.3 million in expense savings related to the COVID-19 pandemic. 2019 included \$1.9 million of acquisition expenses related to *Morbark* and *Dutch Power*. Amortization expense in 2020 was \$14.7 million compared to \$5.7 million in 2019, an increase of \$9.0 million. The increased amortization expense in 2020 was primarily from the acquisitions of *Morbark* and *Dutch Power*.

Interest expense for 2020 was \$15.8 million compared to \$10.7 million in 2019, an increase of \$5.1 million or 47.4%. The increase in interest expense in 2020 came from increased borrowings due to the *Morbark* acquisition in 2019 offset by a decrease in interest rates.

Other income (expense), net was expense of \$0.6 million during 2020 compared to expense of \$0.8 million in 2019. The expense in 2020 and the expense in 2019 were primarily the result of changes in exchange rates.

Provision for income taxes was \$21.5 million (27.5% of income before income taxes) for 2020 compared to \$21.4 million (25.4% of income before income taxes) in 2019. The increase in the tax rate for 2020 was due to the reversal of a FIN 48 benefit recognized in 2019 partially offset by the benefit of the final GILTI regulations issued in July of 2020.

Net income for 2020 was \$56.6 million compared to \$62.9 million in 2019, due to the factors described above.

### ***Fiscal 2019 compared to Fiscal 2018***

The Company's net sales in the fiscal year ended December 31, 2019 ("2019") were \$1,119.1 million, an increase of \$110.3 million or 10.9% compared to \$1,008.8 million for the fiscal year ended December 31, 2018 ("2018"). The increase in net sales was mainly due to the acquisition of *Dutch Power*, which contributed \$36.4 million in net sales, and the *Morbark* acquisition, which added \$35.1 million in net sales. Also contributing to the increase in sales for 2019 was relatively strong demand for our products in the Company's Industrial Division. These positive net sales impacts more than offset lower sales in our Agricultural Division due to weak market conditions as well as unfavorable currency translation effects in our European operations.

Net Industrial sales were \$768.5 million in 2019 compared to \$638.2 million in 2018, an increase of \$130.3 million or 20.4%, primarily resulting from the acquisitions of *Dutch Power* and *Morbark* which together accounted for \$71.5 million of the increase in net sales. Also contributing to the increase were higher sales of vacuum trucks, sweepers, excavators and snow equipment. To a lesser extent, negatively affecting sales in this division were lower mowing equipment sales.

Net Agricultural sales were \$350.7 million in 2019 compared to \$370.6 million in 2018, representing a decrease of \$19.9 million or 5.4%. Negatively affecting sales in the Agricultural Division were weak market conditions and lower farm incomes, which have been impacted by lower commodity prices as well as

ongoing trade disputes. A first quarter 2019 shutdown in this Division's largest manufacturing facility to install an upgrade to its paint system in addition to heavy rains and flooding throughout the midwest part of the U.S. during the second quarter of 2019 also negatively hampered sales. Also negatively affecting sales were weak agricultural conditions in the U.K. during the second half of 2019.

Gross profit for 2019 was \$273.2 million (24.4% of net sales) compared to \$256.1 million (25.4% of net sales) in 2018, an increase of \$17.1 million. The increase in gross profit for 2019 came from the acquisitions of *Dutch Power* and *Morbark* and higher equipment sales in the Company's Industrial Division. Negatively affecting the gross margin and margin percentage for 2019 as compared to 2018 were the step-up inventory charge of \$3.3 million at *Morbark* due to the acquisition, the effects of lower production in our Agricultural Division and unfavorable product mix, partially offset by lower material costs and improvements in the *Rivard* vacuum truck business.

Selling, general and administrative expenses ("SG&A") were \$172.9 million (15.5% of net sales) in 2019 compared to \$151.5 million (15.0% of net sales) in 2018, an increase of \$21.4 million. To a large extent, the increase in SG&A was a result of the acquisitions of *Dutch Power* and *Morbark* which accounted for \$12.5 million of the increase. Also contributing to the higher SG&A costs were increased spending in research and development projects, higher commissions and other selling expenses as well as acquisition expenses, in the amount of \$1.9 million. Amortization expense in 2019 was \$5.7 million compared to \$3.5 million in 2018, an increase of \$2.2 million. The increased amortization expense in 2019 was primarily from the acquisitions of *Dutch Power* and *Morbark*.

Interest expense for 2019 was \$10.7 million compared to \$5.5 million in 2018, an increase of \$5.2 million or 95.6%. The increase in interest expense in 2019 came from increased borrowings due to the *Dutch Power* and *Morbark* acquisitions.

Other income (expense), net was expense of \$0.8 million during 2019 compared to expense of \$1.5 million in 2018. The expense in 2019 and the expense in 2018 were primarily the result of changes in exchange rates.

Provision for income taxes was \$21.4 million (25.4% of income before income taxes) for 2019 compared to \$21.0 million (22.3% of income before income taxes) in 2018. The lower effective tax rate in 2018 as compared to 2019 was a result of the Company recording a net benefit to income taxes of \$3.3 million in 2018 relating to the adjustment in the provisional amounts recorded in the fourth quarter of 2017 upon enactment of Tax Cuts and Jobs Act ("TCJA"), as more fully described in Note 14 of the Notes to the Consolidated Financial Statements. This factor reduced the Company's effective income tax rate for 2018 to 22.3%.

Net income for 2019 was \$62.9 million compared to \$73.5 million in 2018, due to the factors described above.

### ***Liquidity and Capital Resources***

In addition to normal operating expenses, the Company has ongoing cash requirements which are necessary to conduct the Company's business, including inventory purchases and capital expenditures. The Company's accounts receivable, inventory and accounts payable levels, particularly in its Agricultural Division, build in the first quarter and early spring and, to a lesser extent, in the fourth quarter in anticipation of the spring and fall selling seasons. Accounts receivable historically build in the first and fourth quarters of each year as a result of pre-season sales and year-round sales programs. These sales, primarily in the Agricultural Division, help balance the Company's production during the first and fourth quarters.

As of December 31, 2020, the Company had working capital of \$345.7 million, which represents a decrease of \$62.3 million from working capital of \$408.0 million as of December 31, 2019. The decrease in working capital was primarily due to reductions of accounts receivable and inventory levels which created excess cash used to reduce debt levels. This was done in response to the COVID-19 pandemic.

Capital expenditures were \$17.9 million for 2020, compared to \$31.3 million for 2019. The decrease was related to the COVID-19 pandemic. In the first quarter of 2020, we began to limit new capital expenditures; however, any previously approved projects and related spending carried over. The Company will fund any future expenditure from operating cash flows or through our revolving credit facility, described below.

Net cash provided by operating activities was \$184.3 million for 2020, compared to \$88.8 million for 2019. The increase of cash from operating activities came primarily from working capital due to reductions in accounts



receivable and inventory levels as well as a decrease in the Company's investment in rental equipment in the Industrial Division.

Net cash used in investing activities was \$14.2 million for 2020, compared to \$429.9 million for 2019. The decrease in cash used in investing activities was primarily due to repayment of debt related to the acquisitions in 2019 of *Morbark*, *Dutch Power* and to a lesser extent *Dixie Chopper*.

Net cash used by financing activities was \$164.2 million for 2020, compared to \$349.2 million of net cash provided for 2019. The majority of the net cash provided by financing activities in 2019 was due to borrowings to finance the acquisitions of *Morbark*, *Dutch Power*, and to a lesser extent *Dixie Chopper*.

The Company had \$44.7 million in cash and cash equivalents held by its foreign subsidiaries as of December 31, 2020. The majority of these funds are at our European and Canadian facilities. The Company will continue to repatriate European and Canadian cash and cash equivalents in excess of amounts needed to fund operating and investing activities, but will need to monitor exchange rates to determine the appropriate timing of such repatriation given the current relative strength of the U.S. dollar. Repatriated funds will initially be used to reduce funded debt levels under the Company's current credit facility and subsequently used to fund working capital, capital investments and acquisitions company-wide.

On October 24, 2019, the Company, as Borrower, and each of its domestic subsidiaries as guarantors, entered into a Second Amended and Restated Credit Agreement (the *Credit Agreement*) with Bank of America, N.A., as Administrative Agent. The Credit Agreement provides the Company with the ability to request loans and other financial obligations in an aggregate amount of up to \$650.0 million and, subject to certain conditions, the Company has the option to request an increase in aggregate commitments of up to an additional \$200.0 million. Pursuant to the Credit Agreement, the Company has borrowed \$300.0 million pursuant to a Term Facility repayable with interest quarterly at a percentage of the initial principal amount of the Term Facility of 5.0% per year with the remaining principal due in 5 years. Up to \$350.0 million is available under the Credit Agreement pursuant to a Revolver Facility which terminates in 5 years. The Agreement requires the Company to maintain two financial covenants, a maximum leverage ratio and a minimum asset coverage ratio. The Agreement also contains various covenants relating to limitations on indebtedness, limitations on investments and acquisitions, limitations on sale of properties and limitations on liens and capital expenditures. The Agreement also contains other customary covenants, representations and events of defaults. The expiration date of the Term Facility and the Revolver Facility is October 24, 2024. As of December 31, 2020, \$285.2 million was outstanding under the Credit Agreement, \$280.2 million on the Term Facility and \$5.0 million on the Revolver Facility. On December 31, 2020, \$2.2 million of the revolver capacity was committed to irrevocable standby letters of credit issued in the ordinary course of business as required by vendors' contracts resulting in \$176.7 million in available borrowings. The Company is in compliance with the covenants under the Agreement.

Management believes the Agreement and the Company's ability to internally generate funds from operations should be sufficient to meet the Company's cash requirements for the foreseeable future. However, future challenges affecting the banking industry and credit markets in general could potentially cause changes to credit availability, which creates a level of uncertainty.

### ***Inflation***

The Company believes that inflation generally has not had a material impact on its operations or liquidity. The Company is exposed to the risk that the price of energy, steel and other purchased components may increase and the Company may not be able to increase the price of its products correspondingly. If this occurs, the Company's results of operations would be adversely impacted.

### ***New Accounting Pronouncements***

As discussed in Note 2 of Notes to Consolidated Financial Statements, certain new financial accounting pronouncements became effective January 1, 2020, or will become effective in the future. The effect on our financial statements upon adoption of these pronouncements is discussed in the above- referenced note.

### ***Off-Balance Sheet Arrangements***

There are currently no off-balance sheet arrangements that have or are likely to have a current or future material effect on our financial condition.

## Contractual and Other Obligations

The following table shows the Company's approximate obligations and commitments to make future payments under contractual obligations as of December 31, 2020:

(in thousands)	Payment due by period				
Contractual Obligations	Total	Less than 1 Year	1-3 Years	3-5 Years	More than 5 Years
Long-term debt obligations	\$ 285,233	\$ 15,000	\$ 30,000	\$ 240,233	\$ —
Capital lease obligations	153	66	55	32	—
Interest obligations	21	6	11	4	—
Operating lease obligations	15,555	4,072	5,152	2,709	3,622
Purchase obligations	158,880	158,880	—	—	—
Total	\$ 459,842	\$ 178,024	\$ 35,218	\$ 242,978	\$ 3,622

### Definitions:

- A. *Long-term debt obligation* means a principal payment obligation under long-term borrowings.
- B. *Capital lease obligation* means a principal payment obligation under a lease classified as a capital lease.
- C. *Interest obligation* represents interest due on long-term debt and capital lease obligations. Interest on long-term debt assumes all floating rates of interest remain the same as those in effect at December 31, 2020.
- D. *Operating lease obligation* means a payment obligation under a lease classified as an operating lease.
- E. *Purchase obligation* means an agreement to purchase goods or services that is enforceable and legally binding on the registrant that specifies all significant terms, including: fixed or minimum quantities to be purchased; fixed, minimum or variable price provisions; and the approximate timing of the transactions.

## Critical Accounting Estimates

Management's Discussion and Analysis of Financial Condition and Results of Operations are based upon our Consolidated Financial Statements, which have been prepared in accordance with U.S. Generally Accepted Accounting Principles ("GAAP"). The preparation of these financial statements requires management to make estimates and assumptions that affect the reported amounts of assets, liabilities, revenue and expenses, and related disclosure of contingent assets and liabilities. Management bases its estimates on historical experience and on various other assumptions that are believed to be reasonable under the circumstances, the results of which form the basis for making judgments about the carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates under different assumptions or conditions.

## Critical Accounting Policies

An accounting policy is deemed to be critical if it requires an accounting estimate to be made based on assumptions about matters that are highly uncertain at the time the estimate is made, and if different estimates that reasonably could have been used, or changes in the accounting estimates that are reasonably likely to occur periodically, could materially impact the financial statements. Management believes the following critical accounting policies reflect its more significant estimates and assumptions used in the preparation of the Consolidated Financial Statements. For further information on the critical accounting policies, see [Note 1](#) of our Notes to Consolidated Financial Statements.

## Business Combinations

We account for the acquisition of a business in accordance with the accounting standards codification guidance for business combinations, whereby the total consideration transferred is allocated to the assets acquired and liabilities assumed, including amounts attributable to intangible assets based on their respective estimated fair values as of the date of acquisition. Goodwill represents the excess of consideration transferred over the estimated fair value of the net assets acquired in a business combination.

Assigning estimated fair values to the assets acquired and liabilities assumed requires the use of significant estimates, judgments, inputs, and assumptions regarding the fair value of intangible assets that are separately identifiable from goodwill, inventory step-up, and property, plant, and equipment, and are based on available historical information, future expectations, and assumptions determined to be reasonable but are inherently uncertain with respect to future events, including economic conditions, competition, the useful life of the acquired assets and other factors. Such significant estimates, judgments, inputs, and assumptions include, when applicable, the selection of an appropriate valuation method depending on the nature of the respective asset, such as the income approach, the market or sales comparison approach, or the cost approach; estimating future cash flows based on projected revenues and/or margins that we expect to generate subsequent to an acquisition; applying an appropriate discount rate to estimate the present value of those projected cash flows we expect to generate subsequent to an acquisition; selecting an appropriate royalty rate or estimating a customer attrition or technological obsolescence factor where necessary and appropriate given the nature of the respective asset; assigning the appropriate contributory asset charge where needed; determining an appropriate useful life and the related depreciation or amortization method for the respective asset; and assessing the accuracy and completeness of other historical financial metrics of the acquiree used as standalone inputs or as the basis for determining estimated projected inputs such as margins, customer attrition, and costs to hold and sell product.

In determining the estimated fair value of intangible assets that are separately identifiable from goodwill, we typically utilize the income approach, which discounts the projected future cash flows using an appropriate discount rate that reflects the risks associated with the projected cash flows. However, in certain instances, particularly in relation to developed technology or patents, we may utilize the cost approach depending on the nature of the respective intangible asset and the recency of the development or procurement of such technology. In determining the estimated fair value of acquired inventory, we typically utilize the cost approach for raw materials and the sales comparison approach for finished goods, work in process and component parts. In determining the estimated fair value of acquired property, plant, and equipment, we typically utilize the sales comparison approach or the cost approach depending on the nature of the respective asset and the recency of the construction or procurement of such asset.

We may refine the estimated fair values of assets acquired and liabilities assumed, if necessary, over a period not to exceed one year from the date of acquisition by taking into consideration new information that, if known at the date of acquisition, would have affected the estimated fair values ascribed to the assets acquired and liabilities assumed. The judgments made in determining the estimated fair value assigned to assets acquired and liabilities assumed, as well as the estimated useful life and depreciation or amortization method of each asset, can materially impact the net earnings of the periods subsequent to an acquisition through depreciation and amortization, and in certain instances through impairment charges, if the asset becomes impaired in the future. During the measurement period, any purchase price allocation changes that impact the carrying value of goodwill will affect any measurement of goodwill impairment taken during the measurement period, if applicable.

## **Item 7A. Quantitative and Qualitative Disclosures about Market Risk**

The Company is exposed to various financial market risks. Market risk is the potential loss arising from adverse changes in market prices and rates. The Company does not enter into derivative or other financial instruments for trading or speculative purposes.

### **Foreign Currency Risk**

#### ***International Sales***

A portion of the Company's operations consists of manufacturing and sales activities in international jurisdictions. The Company manufactures its products primarily in the United States, the U.K., France, Canada, Brazil and Australia. The Company sells its products primarily within the markets where the products are produced, but certain of the Company's sales from its U.K. and Canadian operations are denominated in other currencies. As a result, the Company's financials, specifically the value of its foreign assets, could be affected by factors such as changes in foreign currency exchange rates in the U.K. and Canada or weak economic conditions in the other markets in which the subsidiaries of the Company distribute their products.

## ***Exposure to Exchange Rates***

The Company's earnings are affected by fluctuations in the value of the U.S. dollar as compared to foreign currencies, predominantly in European countries and Canada and, to a lesser extent, Australia and Brazil, as a result of the sale of its products in international markets. Foreign currency forward exchange contracts in the U.K. are used to offset the earnings effects of such fluctuations. On December 31, 2020, the result of a uniform 10% strengthening in the value of the U.S. dollar relative to the currencies in which the Company's sales are denominated would have been a decrease in gross profit of \$8.2 million. Comparatively, on December 31, 2019, the result of a uniform 10% strengthening in the value of the dollar relative to the currencies in which the Company's sales are denominated would have been a decrease in gross profit of approximately \$8.6 million. This calculation assumes that each exchange rate would change in the same direction relative to the U.S. dollar. In addition to the direct effects of changes in exchange rates, which are a changed dollar value of the resulting sales, changes in exchange rates may also affect the volume of sales or the foreign currency sales price as competitors' products become more or less attractive. The Company's sensitivity analysis of the effects of changes in foreign currency exchange rates does not factor in a potential change in sales levels or local currency prices. The translation adjustment during 2020 was a gain of \$8.9 million. On December 31, 2020, the British pound closed at 0.7318 relative to the U.S. dollar, and the Euro closed at 0.8187 relative to the U.S. dollar. By comparison, on December 31, 2019, the British pound closed at 0.7541 relative to the U.S. dollar, and the Euro closed at 0.8917 relative to the U.S. dollar. No assurance can be given as to future valuation of the British pound or Euro or how further movements in those or other currencies could affect future earnings or the financial position of the Company.

## **Interest Rate Risk**

The majority of the Company's long-term debt bears interest at variable rates. Accordingly, the Company's net income is affected by changes in interest rates. Assuming the average level of borrowings at variable rates and a two hundred basis point change in the 2020 average interest rate under these borrowings, the Company's 2020 interest expense would have changed by approximately \$8.6 million. In the event of an adverse change in interest rates, management could take actions to mitigate its exposure. Further, this analysis does not consider the effects of the change in the level of overall economic activity that could exist in such an environment. However, challenges affecting the banking industry and credit markets in general can potentially cause changes to credit availability and cost of borrowing, which creates a level of uncertainty.

## **Item 8. Financial Statements and Supplementary Data**

The financial statements and supplementary data described in Item 15 of this report and included on pages 49 through 84 of this report are incorporated herein by reference.

## **Item 9. Changes in and Disagreements with Accountants on Accounting and Financial Disclosure**

None.

## **Item 9A. Controls and Procedures**

***Disclosure Controls and Procedures.*** An evaluation was carried out, under the supervision and with the participation of the Company's management, including our President and Chief Executive Officer, Executive Vice President and Chief Financial Officer (Principal Financial Officer), and Vice President and Corporate Controller (Principal Accounting Officer), of the effectiveness of the design and operation of our disclosure controls and procedures (as defined in Rule 13a-15(e) under the Securities Exchange Act of 1934). Based upon the evaluation, the President & Chief Executive Officer, Executive Vice President & Chief Financial Officer (Principal Financial Officer), and Vice President & Corporate Controller (Principal Accounting Officer) concluded that the Company's disclosure controls and procedures were effective at the end of the period covered by this report.

***Management's Annual Report on Internal Control over Financial Reporting.*** Management's report on the Company's internal control over financial reporting is included on page 45 of this Annual Report on Form 10-K and incorporated by reference herein. The Company's independent registered public accounting firm has audited and issued a report on the Company's internal control over financial reporting which is included on page 48 of this Annual Report on Form 10-K and incorporated by reference herein.

The effectiveness of our internal control over financial reporting as of December 31, 2020 has been audited by KPMG LLP, an independent registered public accounting firm, and the firm's report on this matter is included in Item 8 of this annual report on Form 10-K.

***Changes in Internal Controls over Financial Reporting.*** There have not been any changes in the Company's internal control over financial reporting (as such term is defined by paragraph (d) of Rule 13a-15 under the Securities Exchange Act) during the fourth fiscal quarter that have materially affected, or are reasonably likely to materially affect, the Company's internal control over financial reporting.

#### **Item 9B. Other Information**

(a) On February 27, 2020, the Board of Directors (the "Board") of the Company adopted forms of restricted stock award agreements, restricted stock unit agreements, and performance share unit agreements under the Company's 2019 Equity Incentive Plan (the "Plan"), which was approved by stockholders at the Company's 2019 annual meeting of stockholders. The form of restricted stock award agreement, restricted stock unit agreement and form of performance share unit agreement are attached to this Annual Report on Form 10-K as exhibit 10.23, 10.24 and 10.25, respectively, and the terms thereof are incorporated herein by reference.

### **PART III**

#### **Item 10. Directors, Executive Officers and Corporate Governance**

There are incorporated in this Item 10, by reference, those portions of the Company's definitive proxy statement for the 2021 Annual Meeting of Stockholders which appear therein under the captions "Proposal 1 - Election of Directors," "Nominees for Election to the Board of Directors," "Information Concerning Directors," "Meetings and Committees of the Board," "The Audit Committee," and "The Nominating/Corporate Governance Committee." See also the information under the caption "Information About Our Executive Officers" in Part I of this Report.

The Board of Directors has delegated certain responsibilities to three Committees of the Board. The Committees are the Audit Committee, Compensation Committee and Nominating/Corporate Governance Committee. The Board of Directors has also adopted Corporate Governance guidelines and a Code of Business Conduct and Ethics for all employees, including the Chief Executive Officer, Principal Financial Officer, Principal Accounting Officer and those individuals performing similar functions.

The Committee Charters, Code of Business Conduct and Ethics, and Corporate Governance Guidelines may be found on the Company's website ([www.alamo-group.com](http://www.alamo-group.com)) under the "Our Commitment" tab and are also available in printed form at no charge by sending a request to the Corporate Secretary, Alamo Group Inc., 1627 E. Walnut Street, Seguin, Texas 78155, which is the principal executive office of the Company. The telephone number is (830) 379-1480. The Company will post any amendments to the Code of Conduct and Ethics, and any waivers that are required to be disclosed by the rules of either the SEC or the New York Stock Exchange, on the Company's website.

## Item 11. Executive Compensation

There are incorporated in this Item 11, by reference, those portions of the Company's definitive proxy statement for the 2021 Annual Meeting of Stockholders which appear therein under the captions "Executive Compensation," "The Compensation Committee," "Compensation Discussion and Analysis," "Compensation Committee Report" and "Director Compensation during 2020."

## Item 12. Security Ownership of Certain Beneficial Owners and Management and Related Stockholder Matters

There is incorporated in this Item 12, by reference, that portion of the Company's definitive proxy statement for the 2021 Annual Meeting of Stockholders which appears under the caption "Beneficial Ownership of our Common Stock."

### Information on Alamo Group Inc.'s Equity Compensation Plans

The following table provides information on the shares that are available under the Company's stock compensation plans and, in the case of plans where stock options may be granted, the number of shares of common stock issuable upon exercise of those stock options. The Company currently does not have an Equity Compensation Plan not approved by the Stockholders.

The numbers in the table are as of December 31, 2020, the last day of Alamo Group Inc.'s 2020 fiscal year.

	A	B	C
Equity Compensation Plan Category	Number of Securities to be issued upon exercise of outstanding options, warrants and rights	Weighted-average exercise price of outstanding options, warrants and rights	Number of Securities that remain available for future issuance under equity compensation plans (excluding securities reflected in column A)
<b>Plans approved by stockholders</b>			
2005 Incentive Stock Option Plan	36,170	\$41.73	—
2009 Equity Incentive Plan	50,480	\$95.55	—
2015 Incentive Stock Option Plan	64,750	\$83.59	314,750
2019 Equity Incentive Plan	43,563	\$111.94	455,549
<b>Plans not approved by stockholders</b>	—	—	—
<b>Total</b>	<b>194,963</b>		<b>770,299</b>

**Item 13. Certain Relationships, Related Transactions and Director Independence**

Information regarding certain relationships and related transactions is set forth under the caption “Certain Relationships and Related Transactions” in the Company’s definitive proxy statement for the 2021 Annual Meeting of Stockholders, and such information is incorporated by reference herein. There were no such reportable relationships or related party transactions in the fiscal year ended December 31, 2020.

Information regarding director independence is set forth under the caption “Information Concerning Directors” in the Company’s definitive proxy statement for the 2021 Annual Meeting of Stockholders, and such information is incorporated by reference herein.

**Item 14. Principal Accountant Fees and Services**

Information regarding principal accountant fees and services is set forth under the caption “Proposal 3 – Ratification of Appointment of Independent Auditors” in the Company’s definitive proxy statement for the 2021 Annual Meeting of Stockholders, and such information is incorporated by reference herein.

## PART IV

### Item 15. Exhibits and Financial Statement Schedules

#### Financial Statements

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#### Financial Statement Schedules

All schedules for which a provision is made in the applicable accounting regulation of the Securities and Exchange Commission are omitted because they are not required or because the required information is included in the consolidated financial statements or notes thereto.

### Item 16. Summary

None.

#### Exhibits

Exhibits – The following exhibits are incorporated by reference to the filing indicated or are included following the index to Exhibits.

#### INDEX TO EXHIBITS

Exhibits	Exhibit Title	Incorporated by Reference
		From the Following Documents
3.1	Certificate of Incorporation, as amended, of Alamo Group Inc.	Filed as Exhibit 3.1 to Form S-1, February 5, 1993
3.2	Certificate of Amendment of Certificate of Incorporation of Alamo Group Inc.	Filed as Exhibit 3.1 to Form 8-K, May 10, 2016
3.3	By-Laws of Alamo Group Inc. as amended	Filed as Exhibit 3.2 to Form 8-K, May 10, 2016
3.4	By-Laws of Alamo Group Inc. as amended	Filed as Exhibit 3.1 to Form 8-K, March 30, 2020
4.1	Description of Securities Registered Pursuant to Section 12 of the Securities Exchange Act of 1934	Filed as Exhibit 4.1 to Form 10-K, February 28, 2020
10.1	Form of indemnification agreements with Directors of Alamo Group Inc.	Filed as Exhibit 10.1 to Form 10-Q, May 15, 1997
10.2	Form of indemnification agreements with certain executive officers of Alamo Group Inc.	Filed as Exhibit 10.2 to Form 10-Q, May 15, 1997
*10.3	401(k) Restoration Plan for Highly Compensated Employees, adopted on December 9, 1997	Filed as Exhibit 10.15 to Form 10-K, March 31, 1998



*10.4 —	First Amended and Restated 1999 Non-Qualified Stock Option Plan, adopted by the Board of Directors on February 13, 2001	<a href="#">Filed as Exhibit B to Schedule 14A, March 30, 2001</a>
*10.5 —	2005 Incentive Stock Option Plan, adopted by the Board of Directors on May 4, 2005	<a href="#">Filed as Appendix E to Schedule 14A, March 29, 2005</a>
*10.6 —	2009 Equity Incentive Plan, adopted by the Board of Directors on May 7, 2009	<a href="#">Filed as Exhibit 10.1 to Form 8-K, May 13, 2009</a>
10.7 —	Second Amended and Restated Credit Agreement, dated as of October 24, 2019, by and among Alamo Group Inc., Bank of America, N.A. as administrative agent, Wells Fargo Bank, National Association, and BBVA USA as co-syndication agents, and the other lenders party thereto.	<a href="#">Filed as Exhibit 10.1 to Form 8-K, October 29, 2019</a>
10.8 —	Securities Purchase Agreement, dated as of September 11, 2019, by and among Alamo Acquisition Corporation, a Delaware corporation, Alamo Group Inc., a Delaware corporation, Stellex Capital Partners, LP, a Delaware limited partnership, and in its capacity as the initial representative of the other Sellers and Morbark Holdings Group, LLC, a Delaware limited liability company.	<a href="#">Filed as Exhibit 10.1 to Form 8-K, September 17, 2019</a>
10.9 —	First Amendment to Securities Purchase Agreement, dated as of October 22, 2019, by and among Alamo Acquisition Corporation, a Delaware corporation, Alamo Group Inc., a Delaware corporation, Stellex Capital Partners, LP, a Delaware limited partnership, and in its capacity as the initial representative of the other Sellers pursuant to Section 10.6 of the Securities Purchase Agreement.	<a href="#">Filed as Exhibit 10.2 to Form 10-Q, October 31, 2019</a>
*10.10 —	Form of Restricted Stock Award Agreement under the 2009 Equity Incentive Plan	<a href="#">Filed as Exhibit 10.2 to Form 8-K, May 13, 2009</a>
*10.11 —	Form of Restricted Stock Unit Award Agreement under the 2009 Equity Incentive Plan	<a href="#">Filed as Exhibit 10.3 to Form 8-K, May 13, 2009</a>
*10.12 —	Form of Nonqualified Stock Option Agreement under the 2009 Equity Incentive Plan	<a href="#">Filed as Exhibit 10.4 to Form 8-K, May 13, 2009</a>
*10.13 —	Form of Nonqualified Stock Option Agreement under the First Amended and Restated 1999 Nonqualified Stock Option Plan	<a href="#">Filed as Exhibit 10.5 to Form 8-K, May 13, 2009</a>
*10.14 —	Form of Stock Option Agreement under the 2005 Stock Option Plan	<a href="#">Filed as Exhibit 10.6 to Form 8-K, May 13, 2009</a>
10.15 —	Investor Rights Agreement, dated October 22, 2009, between Alamo Group Inc. and Bush Hog, LLC	<a href="#">Filed as Exhibit 10.25 to Form 10-K, March 12, 2012</a>
*10.16 —	Supplemental Executive Retirement Plan	<a href="#">Filed as Exhibit 10.1 to Form 8-K, January 18, 2011</a>
*10.17 —	Amended and Restated Executive Incentive Plan	<a href="#">Filed as Exhibit 10.26 to Form 10-K, March 1, 2018</a>
*10.18 —	2015 Incentive Stock Option Plan, adopted by the Board of Directors on May 7, 2015	<a href="#">Filed as Appendix A to Schedule 14A, March 19, 2015</a>
*10.19	Alamo Group Inc. 2019 Equity Incentive Plan	<a href="#">Filed as Exhibit 10.1 to Form 8-K, May 7, 2019</a>
*10.20	Form of Restricted Stock Award Agreement under the Alamo Group Inc. 2019 Equity Incentive Plan	<a href="#">Filed as Exhibit 10.23 to Form 10-K, February 28, 2020</a>
*10.21	Form of Restricted Stock Unit Agreement under the Alamo Group Inc. 2019 Equity Incentive Plan	<a href="#">Filed as Exhibit 10.24 to Form 10-K, February 28, 2020</a>
*10.22	Form of Performance Share Unit Agreement under the Alamo Group Inc. 2019 Equity Incentive Plan	<a href="#">Filed Herewith</a>

10.23	Executive Change in Control Agreement	<a href="#">Filed as Exhibit 10.1 to Form 8-K, March 10, 2020</a>
21.1	— Subsidiaries of the Registrant	<a href="#">Filed Herewith</a>
23.1	— Consent of KPMG LLP	<a href="#">Filed Herewith</a>
31.1	— Certification by Ronald A. Robinson under Section 302 of the Sarbanes-Oxley Act of 2002	<a href="#">Filed Herewith</a>
31.2	— Certification by Dan E. Malone under Section 302 of the Sarbanes-Oxley Act of 2002	<a href="#">Filed Herewith</a>
31.3	— Certification by Richard J. Wehrle under Section 302 of the Sarbanes-Oxley Act of 2002	<a href="#">Filed Herewith</a>
32.1	— Certification by Ronald A. Robinson under Section 906 of the Sarbanes-Oxley Act of 2002	<a href="#">Filed Herewith</a>
32.2	— Certification by Dan E. Malone under Section 906 of the Sarbanes-Oxley Act of 2002	<a href="#">Filed Herewith</a>
32.3	— Certification by Richard J. Wehrle under Section 906 of the Sarbanes-Oxley Act of 2002	<a href="#">Filed Herewith</a>
101.INS	— XBRL Instance Document	<a href="#">Filed Herewith</a>
101.SCH	— XBRL Taxonomy Extension Schema Document	<a href="#">Filed Herewith</a>
101.CAL	— XBRL Taxonomy Extension Calculation Linkbase Document	<a href="#">Filed Herewith</a>
101.LAB	— XBRL Taxonomy Extension Label Linkbase Document	<a href="#">Filed Herewith</a>
101.PRE	— XBRL Taxonomy Extension Presentation Linkbase Document	<a href="#">Filed Herewith</a>
101.DEF	— XBRL Taxonomy Extension Definition Linkbase Document	<a href="#">Filed Herewith</a>
104	— Cover Page Interactive Data File (formatted as Inline XBRL and contained in Exhibit 101)	<a href="#">Filed Herewith</a>

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\*Compensatory Plan

## SIGNATURES

Pursuant to the requirements of Section 13 or 15(d) of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

ALAMO GROUP INC.

Date: February 25, 2021

/s/ Ronald A. Robinson  
 \_\_\_\_\_  
 Ronald A. Robinson  
 President & Chief Executive Officer

Pursuant to the requirements of the Securities Exchange Act of 1934, this report has been signed below by the following persons on behalf of the registrant and in their capacities and on the 25th day of February, 2021.

Signature	Title
/s/RODERICK R. BATY Roderick R. Baty	Chairman of the Board & Director
/s/RONALD A. ROBINSON Ronald A. Robinson	President, Chief Executive Officer (Principal Executive Officer)
/s/DAN E. MALONE Dan E. Malone	Executive Vice President & Chief Financial Officer (Principal Financial Officer)
/s/RICHARD J. WEHRLE Richard J. Wehrle	Vice President, Controller & Treasurer (Principal Accounting Officer)
/s/ROBERT P. BAUER Robert P. Bauer	Director
/s/ERIC P. ETCHART Eric P. Etchart	Director
/s/TRACY C. JOKINEN Tracy C. Jokinen	Director
/s/RICHARD W. PAROD Richard W. Parod	Director
/s/LORIE L. TEKORIUS Lorie L. Tekorius	Director

## Report of Management on Internal Control over Financial Reporting

The Company's management is responsible for establishing and maintaining adequate internal control over financial reporting, as such term is defined in Rules 13a-15(f) and 15d-15(f) under the Securities Exchange Act of 1934. The Company's internal control over financial reporting is designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with U.S. Generally Accepted Accounting Principles.

Because of its inherent limitations, internal controls over financial reporting may not prevent or detect misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

The Company's management assessed the effectiveness of the Company's internal control over financial reporting as of December 31, 2020 using the criteria established in Internal Control – Integrated Framework (2013) issued by the Committee of Sponsoring Organizations of the Treadway Commission (COSO). Based on this assessment, the Company's management concludes that, as of December 31, 2020, the Company's internal controls over financial reporting were effective based on these criteria.

KPMG LLP, an independent registered public accounting firm, has issued an attestation report on the effectiveness of internal control over financial reporting, which is included herein.

Date: February 25, 2021

/s/Ronald A. Robinson

Ronald A. Robinson

President, Chief Executive Officer & Director  
(Principal Executive Officer)

/s/Dan E. Malone

Dan E. Malone

Executive Vice President & Chief Financial Officer  
(Principal Financial Officer)

/s/Richard J. Wehrle

Richard J. Wehrle

Vice President, Controller & Treasurer  
(Principal Accounting Officer)

## Report of Independent Registered Public Accounting Firm

To the Stockholders and Board of Directors  
Alamo Group Inc.:

### *Opinion on the Consolidated Financial Statements*

We have audited the accompanying consolidated balance sheets of Alamo Group Inc. and subsidiaries (the Company) as of December 31, 2020 and 2019, the related consolidated statements of income, comprehensive income, stockholders' equity, and cash flows for each of the years in the three-year period ended December 31, 2020, and the related notes (collectively, the consolidated financial statements). In our opinion, the consolidated financial statements present fairly, in all material respects, the financial position of the Company as of December 31, 2020 and 2019, and the results of its operations and its cash flows for each of the years in the three-year period ended December 31, 2020, in conformity with U.S. generally accepted accounting principles.

We also have audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States) (PCAOB), the Company's internal control over financial reporting as of December 31, 2020, based on criteria established in *Internal Control – Integrated Framework (2013)* issued by the Committee of Sponsoring Organizations of the Treadway Commission, and our report dated February 25, 2021 expressed an unqualified opinion on the effectiveness of the Company's internal control over financial reporting.

### *Basis for Opinion*

These consolidated financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We are a public accounting firm registered with the PCAOB and are required to be independent with respect to the Company in accordance with the U.S. federal securities laws and the applicable rules and regulations of the Securities and Exchange Commission and the PCAOB.

We conducted our audits in accordance with the standards of the PCAOB. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement, whether due to error or fraud. Our audits included performing procedures to assess the risks of material misstatement of the consolidated financial statements, whether due to error or fraud, and performing procedures that respond to those risks. Such procedures included examining, on a test basis, evidence regarding the amounts and disclosures in the consolidated financial statements. Our audits also included evaluating the accounting principles used and significant estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements. We believe that our audits provide a reasonable basis for our opinion.

### *Critical Audit Matter*

The critical audit matter communicated below is a matter arising from the current period audit of the consolidated financial statements that was communicated or required to be communicated to the audit committee and that: (1) relates to accounts or disclosures that are material to the consolidated financial statements and (2) involved our especially challenging, subjective, or complex judgments. The communication of a critical audit matter does not alter in any way our opinion on the consolidated financial statements, taken as a whole, and we are not, by communicating the critical audit matter below, providing a separate opinion on the critical audit matter or on the accounts or disclosures to which it relates.

#### *Sufficiency of evidence over the existence of inventory*

As discussed in Note 6 to the consolidated financial statements, the value of inventory was \$230 million as of December 31, 2020. To facilitate the global delivery of goods to customers, the Company operates across North America, South America, Europe and Australia. Within these locations, the Company has 27 principal manufacturing plants located in seven countries.

We identified the assessment of the sufficiency of evidence over the existence of inventory as a critical audit matter. The geographical dispersion of inventory required especially subjective auditor judgment in determining the sufficiency of audit evidence obtained over the existence of inventory.

The following are the primary procedures we performed to address this critical audit matter. We applied auditor judgment to determine the nature and extent of procedures to be performed over the existence of inventory including determining where we would perform procedures. We evaluated the design and tested the operating effectiveness of certain internal controls over the Company's inventory process at certain manufacturing plants. This included controls related to the physical inspection of inventories at certain plants. We performed independent test counts for a sample of items and compared them to the Company's records to evaluate the inventory at those specific plants. We selected a sample of inventory transactions that were made by the Company near the Company's fiscal year-end and evaluated the accounting period in which they were recorded. We evaluated the sufficiency of audit evidence obtained by assessing the results of the procedures performed.

/s/KPMG LLP

We have served as the Company's auditor since 2009.

San Antonio, Texas

February 25, 2021

## Report of Independent Registered Public Accounting Firm

To the Stockholders and Board of Directors  
Alamo Group Inc.:

### *Opinion on Internal Control Over Financial Reporting*

We have audited Alamo Group Inc. and subsidiaries' (the Company) internal control over financial reporting as of December 31, 2020, based on criteria established in *Internal Control – Integrated Framework (2013)* issued by the Committee of Sponsoring Organizations of the Treadway Commission. In our opinion, the Company maintained, in all material respects, effective internal control over financial reporting as of December 31, 2020, based on criteria established in *Internal Control – Integrated Framework (2013)* issued by the Committee of Sponsoring Organizations of the Treadway Commission.

We also have audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States) (PCAOB), the consolidated balance sheets of the Company as of December 31, 2020 and 2019, the related consolidated statements of income, comprehensive income, stockholders' equity, and cash flows for each of the years in the three-year period ended December 31, 2020, and the related notes (collectively, the consolidated financial statements), and our report dated February 25, 2021 expressed an unqualified opinion on those consolidated financial statements.

### *Basis for Opinion*

The Company's management is responsible for maintaining effective internal control over financial reporting and for its assessment of the effectiveness of internal control over financial reporting, included in the accompanying Report of Management on Internal Control over Financial Reporting. Our responsibility is to express an opinion on the Company's internal control over financial reporting based on our audit. We are a public accounting firm registered with the PCAOB and are required to be independent with respect to the Company in accordance with the U.S. federal securities laws and the applicable rules and regulations of the Securities and Exchange Commission and the PCAOB.

We conducted our audit in accordance with the standards of the PCAOB. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether effective internal control over financial reporting was maintained in all material respects. Our audit of internal control over financial reporting included obtaining an understanding of internal control over financial reporting, assessing the risk that a material weakness exists, and testing and evaluating the design and operating effectiveness of internal control based on the assessed risk. Our audit also included performing such other procedures as we considered necessary in the circumstances. We believe that our audit provides a reasonable basis for our opinion.

### *Definition and Limitations of Internal Control Over Financial Reporting*

A company's internal control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. A company's internal control over financial reporting includes those policies and procedures that (1) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the company; (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the company are being made only in accordance with authorizations of management and directors of the company; and (3) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use, or disposition of the company's assets that could have a material effect on the financial statements.

Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

/s/KPMG LLP

San Antonio, Texas  
February 25, 2021

**Alamo Group Inc. and Subsidiaries**  
**Consolidated Balance Sheets**

	Year Ended December 31,	
(in thousands, except per share amounts)	2020	2019
<b>ASSETS</b>		
Current assets:		
Cash and cash equivalents	\$ 50,195	\$ 42,311
Accounts receivable, net	209,276	237,837
Inventories, net	229,971	267,674
Prepaid expenses and other current assets	7,382	10,099
Income tax receivable	6,186	12,907
Total current assets	503,010	570,828
Rental equipment, net	42,266	56,467
Property, plant and equipment	312,362	302,113
Less: Accumulated depreciation	(156,928)	(141,388)
Total property, plant and equipment, net	155,434	160,725
Goodwill	195,132	198,022
Intangible assets, net	193,172	206,272
Deferred income taxes	1,203	1,078
Other non-current assets	19,112	19,371
Total assets	\$ 1,109,329	\$ 1,212,763
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>		
Current liabilities:		
Trade accounts payable	\$ 75,317	\$ 81,986
Income taxes payable	2,278	2,362
Accrued liabilities	64,634	59,686
Current maturities of long-term debt and finance lease obligations	15,066	18,840
Total current liabilities	157,295	162,874
Long-term debt and finance lease obligations, net of current maturities	270,320	425,141
Long-term tax liability	3,954	7,432
Deferred pension liability	1,731	1,844
Other long-term liabilities	30,744	19,254
Deferred income taxes	19,642	26,461
Stockholders' equity:		
Common stock, \$.10 par value, 20,000,000 shares authorized; 11,809,926 and 11,752,509 outstanding at December 31, 2020 and December 31, 2019, respectively	1,181	1,175
Additional paid-in capital	118,528	113,666
Treasury stock, at cost; 82,600 shares at December 31, 2020 and December 31, 2019	(4,566)	(4,566)
Retained earnings	550,826	500,320
Accumulated other comprehensive loss	(40,326)	(40,838)
Total stockholders' equity	625,643	569,757
Total liabilities and stockholders' equity	\$ 1,109,329	\$ 1,212,763

See accompanying notes.



**Alamo Group Inc. and Subsidiaries**  
**Consolidated Statements of Income**

	<b>Year Ended December 31,</b>		
(in thousands, except per share amounts)	<b>2020</b>	<b>2019</b>	<b>2018</b>
Net sales:			
Industrial	\$ 811,161	\$ 768,454	\$ 638,198
Agricultural	352,305	350,684	370,624
Total net sales	1,163,466	1,119,138	1,008,822
Cost of sales	871,356	845,911	752,707
Gross profit	292,110	273,227	256,115
Selling, general and administrative expenses	184,199	172,921	151,522
Amortization expense	14,746	5,658	3,505
Income from operations	93,165	94,648	101,088
Interest expense	(15,837)	(10,747)	(5,493)
Interest income	1,366	1,229	410
Other income	(557)	(795)	(1,474)
Income before income taxes	78,137	84,335	94,531
Provision for income taxes	21,507	21,429	21,045
Net income	\$ 56,630	\$ 62,906	\$ 73,486
Net income per common share:			
Basic	\$ 4.81	\$ 5.36	\$ 6.30
Diluted	\$ 4.78	\$ 5.33	\$ 6.25
Average common shares:			
Basic	11,782	11,729	11,660
Diluted	11,845	11,800	11,761

See accompanying notes.

**Alamo Group Inc. and Subsidiaries**  
**Consolidated Statements of Comprehensive Income**

(in thousands, except per share amounts)	Year Ended December 31,		
	2020	2019	2018
Net income	\$ 56,630	\$ 62,906	\$ 73,486
Other comprehensive income (loss):			
Foreign currency translation adjustment	8,862	3,363	(13,347)
Unrealized (loss) gains on derivative instruments	(9,326)	610	—
Net loss on pension and other post-retirement benefits	(1,096)	(683)	(1,667)
Other comprehensive (loss) income before income tax (expense) benefit	(1,560)	3,290	(15,014)
Income tax benefit related to items of other comprehensive income (loss)	2,072	703	349
Other comprehensive income (loss)	\$ 512	\$ 3,993	\$ (14,665)
Comprehensive income	\$ 57,142	\$ 66,899	\$ 58,821

See accompanying notes.

**Alamo Group Inc. and Subsidiaries**  
**Consolidated Statements of Stockholders' Equity**

(in thousands)	<u>Common Stock</u>		<u>Additional</u>	<u>Treasury</u>	<u>Retained</u>	<u>Accumulated</u>	<u>Total</u>
	<u>Shares</u>	<u>Amount</u>	<u>Paid-in</u>	<u>Stock</u>	<u>Earnings</u>	<u>Other</u>	<u>Stock-</u>
			<u>Capital</u>			<u>Comprehensive</u>	<u>holders'</u>
						<u>Income</u>	<u>Equity</u>
Balance at December 31, 2017	11,534	\$ 1,158	\$ 103,864	\$ (426)	\$ 374,678	\$ (30,166)	\$ 449,108
Other comprehensive income	—	—	—	—	73,486	(14,665)	58,821
Stock-based compensation expense	—	—	2,450	—	—	—	2,450
Stock-based compensation transactions	86	8	2,108	—	—	—	2,116
Dividends paid (\$0.44 per share)	—	—	—	—	(5,124)	—	(5,124)
Balance at December 31, 2018	11,620	\$ 1,166	\$ 108,422	\$ (426)	\$ 443,040	\$ (44,831)	\$ 507,371
Other comprehensive income	—	—	—	—	62,906	3,993	66,899
Stock-based compensation expense	—	—	3,269	—	—	—	3,269
Stock-based compensation transactions	90	9	1,975	—	—	—	1,984
Repurchased shares	(40)	—	—	(4,140)	—	—	(4,140)
Dividends paid (\$0.48 per share)	—	—	—	—	(5,626)	—	(5,626)
Balance at December 31, 2019	11,670	\$ 1,175	\$ 113,666	\$ (4,566)	\$ 500,320	\$ (40,838)	\$ 569,757
Other comprehensive income	—	—	—	—	56,630	512	57,142
Stock-based compensation expense	—	—	4,119	—	—	—	4,119
Stock-based compensation transactions	57	6	743	—	—	—	749
Dividends paid (\$0.52 per share)	—	—	—	—	(6,124)	—	(6,124)
Balance at December 31, 2020	11,727	\$ 1,181	\$ 118,528	\$ (4,566)	\$ 550,826	\$ (40,326)	\$ 625,643

See accompanying notes.

**Alamo Group Inc. and Subsidiaries**  
**Consolidated Statements of Cash Flows**

(in thousands)	Year Ended December 31,		
	2020	2019	2018
<b>Operating Activities</b>			
Net income	\$ 56,630	\$ 62,906	\$ 73,486
Adjustments to reconcile net income to cash provided by operating activities:			
Provision for doubtful accounts	860	575	71
Depreciation - PP&E	19,264	14,934	12,884
Depreciation - Rental	9,830	9,373	6,725
Amortization of intangibles	14,746	5,658	3,505
Amortization of debt issuance	634	295	221
Stock-based compensation expense	4,119	3,269	2,450
Provision for deferred income tax (benefit) expense	(1,301)	3,316	2,052
Gain on sale of property, plant and equipment	(1,094)	(912)	(361)
Changes in operating assets and liabilities, net of acquisitions:			
Accounts receivable	28,064	11,447	(27,029)
Inventories	39,895	657	(25,991)
Rental equipment	4,542	(20,729)	(22,424)
Prepaid expenses and other	6,373	(4,633)	(583)
Trade accounts payable and accrued liabilities	(3,783)	6,397	4,130
Income taxes payable	6,601	(4,861)	(10,332)
Long term tax payable	(3,478)	(1,082)	(6,196)
Other assets and liabilities, net	2,431	2,203	302
Net cash provided by operating activities	184,333	88,813	12,910
<b>Investing Activities</b>			
Acquisitions, net of cash acquired	—	(400,784)	—
Purchase of property, plant and equipment	(17,874)	(31,337)	(26,587)
Proceeds from sale of property, plant and equipment	3,703	2,277	1,341
Purchase of patents	—	(96)	(112)
Net cash used in investing activities	(14,171)	(429,940)	(25,358)
<b>Financing Activities</b>			
Borrowings on bank revolving credit facility	115,000	217,000	159,000
Repayment on bank revolving credit facility	(255,000)	(157,000)	(134,000)
Principal payments on long-term debt and capital leases	(18,867)	(122)	216
Proceeds from issuance of long-term debt	—	300,002	—
Debt issuance cost	—	(2,875)	—
Dividends paid	(6,124)	(5,626)	(5,124)
Proceeds from exercise of stock options	1,459	2,573	2,552
Treasury stock repurchased	—	(4,140)	—
Common stock repurchased	(710)	(589)	(436)
Net cash (used in) provided by financing activities	(164,242)	349,223	22,208
Effect of exchange rate changes on cash	1,964	172	(1,090)
Net change in cash and cash equivalents	7,884	8,268	8,670
Cash and cash equivalents at beginning of the year	42,311	34,043	25,373
Cash and cash equivalents at end of the year	\$ 50,195	\$ 42,311	\$ 34,043
Cash paid during the year for:			
Interest	\$ 17,049	\$ 9,455	\$ 5,199
Income taxes	\$ 17,140	\$ 23,099	\$ 30,295

See accompanying notes.

**Alamo Group Inc. and Subsidiaries**  
**Notes to Consolidated Financial Statements**

**1. SIGNIFICANT ACCOUNTING POLICIES**

***Description of the Business and Segments***

The Company manufactures, distributes and services high quality tractor-mounted mowing and other vegetation maintenance equipment, street sweepers, excavators, vacuum trucks, forestry and tree maintenance equipment, snow removal equipment, leaf collection equipment, pothole patchers, zero turn radius mowers, agricultural implements and related aftermarket parts and services.

The Company manages its business through two principal reporting segments: Industrial and Agricultural which are discussed in [Note 18](#).

***Basis of Presentation and Principles of Consolidation***

The accompanying consolidated financial statements include the accounts of Alamo Group Inc. and its subsidiaries (the “Company” or “Alamo Group”), all of which are wholly owned. All intercompany accounts and transactions have been eliminated in consolidation.

***Reclassifications***

At the beginning of the fourth quarter of 2019, the Company began reporting operating results on the basis of two segments, the Industrial Division and the Agricultural Division. Prior to the fourth quarter of 2019, the Company had been reporting its operating results on the basis of three segments which included the Company's European Division. The Company's European Division was a mixture of industrial and agricultural products similar to those within the other two segments. The prior period segment information has been retrospectively adjusted to reflect the current segment presentation in [Note 18](#) to the Consolidated Financial Statements.

***Use of Estimates***

The preparation of financial statements in conformity with U.S. Generally Accepted Accounting Principles requires management to make estimates and assumptions that affect the amount of assets, liabilities, revenues, and expenses reported in the financial statements and accompanying notes. Judgments related to asset impairment and certain reserves are particularly subject to change. Actual results could differ from those estimates. Such estimates include, but are not limited to, allowance for doubtful accounts, reserve for sales discounts, estimated realizable value on obsolete and slow-moving inventory, warranty reserve, estimates related to pension accounting, estimates related to fair value for purposes of assessing goodwill, long-lived assets and intangible assets for impairment, estimates related to income taxes, and estimates related to contingencies.

***Foreign Currency***

The Company translates the assets and liabilities of foreign-owned subsidiaries at rates in effect at the end of the year. Revenues and expenses are translated at average rates in effect during the reporting period. Translation adjustments are included in Accumulated other comprehensive income (loss).

***Cash Equivalents***

The Company considers all highly liquid investments with original maturities of three months or less from the date of purchase to be cash equivalents. As of December 31, 2020 and December 31, 2019, there was no restricted cash.

### ***Concentrations of Credit Risk***

Financial instruments which potentially subject the Company to concentrations of credit risk consist principally of accounts receivable. The credit risk is limited because of the large numbers and types of customers and their geographic dispersion.

### ***Inventories***

Inventories of U.S. operating subsidiaries are stated at the lower of cost (last-in, first-out method) ("LIFO") or market, and the Company's international subsidiaries' inventories are stated at the lower of cost (first-in, first-out) ("FIFO") or market. Inventory costs include those costs directly attributable to products, including raw materials, labor and overhead.

### ***Property, Plant and Equipment***

Property, plant, and equipment are stated on the basis of cost. Major renewals and betterments are charged to the property accounts while replacements, maintenance and repairs, which do not improve or extend the lives of the respective assets, are expensed to the current period. Depreciation is provided at amounts calculated to amortize the cost of the assets over their estimated useful economic lives using the straight-line method.

### ***Impairment of Long-Lived Assets***

Long-lived assets, such as property, plant and equipment, rental equipment, and purchased intangibles subject to amortization, are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. If circumstances require a long-lived asset or asset group to be tested for possible impairment, the Company first compares non-discounted cash flows expected to be generated by that asset group to its carrying amount. If the carrying amount of the long-lived asset or asset group is not recoverable on a non-discounted cash flow basis, an impairment is recognized to the extent that the carrying amount exceeds fair value. Fair value is determined through various valuation techniques including discounted cash flow models, quoted market values and third-party independent appraisals, as considered necessary.

### ***Goodwill***

Goodwill represents the excess of the purchase price over the estimated fair value of the identifiable net assets acquired. Goodwill is not amortized but is instead tested for impairment at least annually, or whenever events or circumstances change between the annual impairment tests that make it likely that an impairment may have occurred, such as a significant adverse change in the business climate or a decision to sell all or a portion of a reporting unit. The Company performs its annual test for goodwill impairment related to its reporting units on October 1 of each fiscal year. Impairment testing for goodwill is done at the reporting unit level. A reporting unit is an operating segment or one level below an operating segment (also known as a component). A component of an operating segment is a reporting unit if the component constitutes a business for which discrete financial information is available, and segment management regularly reviews the operating results of that component.

We perform a qualitative assessment for all of our reporting units to determine whether it is more likely than not that an impairment exists. Factors considered include macroeconomic, industry and competitive conditions, legal and regulatory environment, historical financial performance and significant changes in the reporting unit. If the qualitative assessment indicates that it is more likely than not that an impairment exists, then a quantitative assessment is performed. Alternatively, we may also bypass the qualitative assessment and go ahead and perform step 1 to determine if the carrying amount exceeds the reporting unit's fair value. If the fair value of the reporting unit is lower than its carrying amount, goodwill is written down for the amount by which the carrying amount exceeds the fair value. However, the loss recognized cannot exceed the carrying amount of goodwill. We typically use discounted cash flow models to determine the fair value of a reporting unit. The assumptions used in these models are consistent with those we believe a hypothetical marketplace participant would use.

See [Note 8](#) to the Consolidated Financial Statements for more information regarding goodwill.

## ***Intangible Assets***

The Company has intangible assets with both definite and indefinite useful lives. The definite-lived assets are trade names and trademarks, customer and dealer relationships, and patents and drawings that are subject to amortization with useful lives ranging from 3 years to 25 years. Impairment of definite-lived assets is discussed as part of the *Impairment of Long-Lived Assets* paragraph above.

The indefinite-lived assets not subject to amortization consist of trade names. The Company tests its indefinite-lived intangible assets for impairment on an annual basis at year-end, or more frequently if an event occurs or circumstances change that indicate that the fair value of an indefinite-lived intangible asset could be below its carrying amount. The impairment test consists of comparing the fair value of the indefinite-lived intangible asset, determined using the relief from royalty method, with its carrying amount. An impairment loss would be recognized for the carrying amount in excess of its fair value.

See [Note 9](#) to the Consolidated Financial Statements for more information regarding intangible assets.

## ***Leases***

We determine if an arrangement is a lease at inception. Operating leases are included in other non-current assets, accrued liabilities, and other long-term liabilities on our consolidated balance sheets. Finance leases are included in property, plant and equipment, accrued liabilities, and other long-term liabilities on our consolidated balance sheets.

ROU assets represent our right to use an underlying asset for the lease term and lease liabilities represent our obligation to make lease payments arising from the lease. Operating lease ROU assets and liabilities are recognized at commencement date based on the present value of lease payments over the lease term. As most of our leases do not provide an implicit rate, we use our incremental borrowing rate based on the information available at commencement date in determining the present value of lease payments. The operating lease ROU asset also includes any lease payments made and excludes lease incentives. Our lease terms may include options to extend or terminate the lease when it is reasonably certain that we will exercise that option. Lease expense for lease payments is recognized on a straight-line basis over the lease term.

We have elected to not account for the lease and non-lease components separately for most of our asset classes with the exception of real-estate. We have also elected to exclude all lease agreements with an initial term of 12 months or less from the lease recognition requirements as allowed by ASC.

See [Note 10](#) to the Consolidated Financial Statements for more information regarding leases.

## ***Pensions***

The Company records annual amounts relating to its pension and post-retirement plans based on calculations that incorporate various actuarial and other assumptions, including discount rates, mortality, assumed rates of return, compensation increases, turnover rates and health care cost trend rates. The Company reviews its assumptions on an annual basis and makes modifications to the assumptions based on current rates and trends when it is appropriate to do so. The effect of modifications to those assumptions is recorded in Accumulated other comprehensive income (loss) and amortized to net periodic cost over future periods using the corridor method. The Company believes that the assumptions utilized in recording its obligations under its plans are reasonable based on its experience and market conditions. The net periodic costs are recognized as employees render the services necessary to earn the post-retirement benefits.

## ***Revenue Recognition***

The majority of the Company's revenue is recognized from product sales under contracts with customers. The Company presents two reportable operating segments within its financial statements: Industrial and Agricultural. Contract terms and performance obligations within each contractual agreement are generally consistent for both divisions, with small differences that do not have a significant impact on the revenue recognition considerations under Topic 606. Revenues are recognized when we satisfy our performance obligation to transfer product to our customers, which typically occurs at a point in time upon shipment or delivery of the product, and for an amount that reflects the transaction price that is allocated to the performance obligation. Our contracts with customers state the

final terms of sale, including the description, quantity and price for goods sold. In the normal course of business, we generally do not accept product returns.

The transaction price is the consideration that we expect to be entitled to in exchange for our products. Some of our contracts contain variable consideration in the form of sales incentives to our customers, such as discounts and rebates. For contracts that include variable consideration, we estimate the factors that determine the variable consideration in order to establish the transaction price.

We have elected that any taxes collected from customers and remitted to government authorities (i.e., sales tax, use tax, etc.) are excluded from the measurement of the transaction price and therefore are excluded from net sales in the consolidated statements of operations.

There are instances where we provide shipping services in relation to the goods sold to our customers. Shipping and handling costs that occur before the customer obtains control of the goods are deemed to be fulfillment activities and are included in cost of goods sold. We have elected to account for shipping and handling activities that occur after the customer has obtained control of a good as fulfillment activities (i.e., an expense) rather than as a promised service.

### ***Rental Equipment***

The Company enters into operating lease agreements with customers related to the rental of certain equipment. In accounting for these leases, the cost of the equipment purchased or manufactured by the Company is recorded as an asset, and is depreciated over its estimated useful life. Accumulated depreciation relating to the rental equipment was \$18.0 million and \$14.6 million on December 31, 2020 and December 31, 2019, respectively.

### ***Shipping and Handling Costs***

The Company's policy is to include shipping and handling costs in costs of goods sold.

### ***Advertising***

We charge advertising costs to expense as incurred. Advertising and marketing expense related to operations for fiscal years 2020, 2019, and 2018 was approximately \$10.1 million, \$12.2 million and \$11.8 million, respectively. Advertising and marketing expenses are included in Selling, General and Administrative expenses ("SG&A").

### ***Research and Development***

Product development and engineering costs charged to SG&A amounted to \$12.4 million, \$12.0 million, and \$10.4 million for the years ended December 31, 2020, 2019, and 2018, respectively.

### ***Commitments and Contingencies***

Liabilities for loss contingencies arising from claims, assessments, litigation, fines and penalties and other sources are recorded when it is probable that a liability has been incurred and the amount can be reasonably estimated. The Company's policy is to accrue for legal costs expected to be incurred in connection with loss contingencies.

### ***Income Taxes***

Deferred tax assets and liabilities are determined based on differences between the financial reporting basis and tax basis of assets and liabilities, and are measured by applying enacted statutory tax rates applicable to the future years in which deferred tax assets or liabilities are expected to be settled or realized. In assessing the realizability of deferred tax assets, management considers whether it is more likely than not that some portion or all of the deferred tax assets will be realized. The ultimate realization of deferred tax assets is dependent upon the generation of future taxable income during the periods in which those temporary differences become deductible. Management considers the scheduled reversals of deferred tax liabilities, projected future taxable income, available tax carrybacks and tax planning strategies in making this assessment other than those which we have reserved. We have elected to treat the global intangible low-taxed income (GILTI) tax as a period expense.



## **Stock-Based Compensation**

The Company has granted options to purchase its common stock, restricted stock awards, restricted stock units, and performance stock units to certain employees and directors of the Company and its affiliates under various stock option plans at no less than the fair market value of the underlying stock on the date of grant. These options are granted for a term not exceeding ten years and are forfeited in the event that the employee or director terminates his or her employment or relationship with the Company or one of its affiliates other than by retirement or death. These options generally vest over five years. All option plans contain anti-dilutive provisions that permit an adjustment of the number of shares of the Company's common stock represented by each option for any change in capitalization. Excess tax benefits or awards that are recognized in equity related to stock option exercises are reflected as cash flows from financing activities in the statement of cash flows.

The fair value of each stock option is estimated on the date of grant using the Black-Scholes valuation method with the following assumptions noted:

1. The risk-free rate is based on the U.S. Treasury rate over the expected life of the option at the time of the grant.
2. The dividend yield is calculated as the ratio of dividends paid per share of common stock to the stock price on the date of the grant.
3. The expected volatility factors are based on the historical movement of the Company's common stock price over the expected life of the option.
4. The expected life is the average length of time in which officers, other employees, and non-employee directors are expected to exercise their options, and which are primarily based on historical experience.

The Company calculated the fair value for options with the following weighted-average assumptions for 2020, 2019, and 2018:

### **Fair Value Calculation Assumptions for Stock Compensation**

	December 31,		
	2020	2019	2018
Risk-free interest rate	1.22 %	2.43 %	2.94 %
Dividend yield	0.5 %	0.5 %	0.5 %
Volatility factors	30.0 %	31.2 %	34.5 %
Weighted-average expected life	8.0 years	8.0 years	8.0 years

## **Earnings per Common Share ("EPS")**

Basic EPS is computed using the weighted-average number of common shares outstanding during the year. The treasury stock method is used to compute diluted EPS which gives effect to the potential dilution of earnings that could have occurred if additional shares were issued for awards granted under the Company's incentive stock option plans. The treasury stock method assumes that proceeds obtained upon exercise of awards granted under the incentive stock option plans are used to purchase outstanding common stock at the average market price during the period.

## **2. ACCOUNTING PRONOUNCEMENTS**

### **Accounting Pronouncements Adopted on January 1, 2020**

In August 2018, the FASB issued Accounting Statement Update (ASU) No. 2018-13, "Fair Value Measurement (Topic 820): Disclosure Framework—Changes to the Disclosure Requirements for Fair Value Measurement," which modifies the disclosure requirements on fair value measurements. Among other things, the amendments added disclosures for changes in unrealized gains and losses on Level 3 fair value measurements and required additional disclosures on unobservable inputs associated with Level 3 assets. The guidance became effective for us on January 1, 2020. The adoption of this ASU did not have a material impact on the Company's consolidated financial statements.

In June 2016, the FASB issued ASU No. 2016-13, "Financial Instruments - Credit Losses," to improve information on credit losses for financial instruments. The ASU replaces the previous incurred loss impairment methodology with a methodology that reflects expected credit losses. This guidance became effective for us on January 1, 2020. The adoption of this ASU did not have a material impact on the Company's consolidated financial statements.

### ***Accounting Pronouncements Not Yet Adopted***

In August 2018, the FASB issued Accounting Statement Update (ASU) No. 2018-14, "Compensation, Defined Benefit Plans," which modifies the disclosure requirements for employers that sponsor defined benefit pension or other postretirement plans. The update removes certain disclosures that are no longer considered cost beneficial and adds disclosure requirements identified as relevant. We have elected to adopt this accounting guidance as of January 1, 2021.

In December 2019, the FASB issued ASU No. 2019-12, "Income Taxes" to simplify the accounting for income taxes. The amendments in this Update simplify the accounting for income taxes by removing certain exceptions to the general principles in Topic 740. The amendments also improve consistent application of and simplify GAAP for other areas of Topic 740 by clarifying and amending existing guidance. We have elected to adopt this accounting guidance as of January 1, 2021.

## **3. BUSINESS COMBINATIONS**

### ***Morbark, LLC.***

On October 24, 2019, the Company completed the acquisition of 100% of the outstanding capital shares of Morbark, LLC. ("*Morbark*") a former portfolio company of Stellex Capital Management. *Morbark* manufactures equipment and aftermarket parts for forestry, tree maintenance, biomass, land management and recycling markets. These products are marketed under the *Morbark*, *Rayco*, *Denis Cima* and *Boxer* Equipment brand names. The total consideration for the purchase was approximately \$354.0 million on a debt-free basis and subject to certain post-closing adjustments.

The primary reason for the acquisition is to expand and complement our range of vegetation maintenance equipment in an adjacent market along with accelerating *Morbark's* international growth using the Company's existing presence in Europe, Brazil and Australia.

The acquisition was accounted for in accordance with ASC Topic 805 *Business Combinations* ("ASC Topic 805"). The total purchase price has been allocated to assets acquired and liabilities assumed, including deferred taxes, as of October 24, 2019. The Company completed its review of the valuation of the purchase price allocation for *Morbark* during the fourth quarter of 2020. The Company found that no additional changes were necessary and that the values disclosed in the Company's 2020 third quarter 10-Q were final.

The valuation of *Morbark* resulted in goodwill of \$98.6 million, all of which has been assigned to the Company's Industrial reporting segment, \$93.0 million of goodwill is tax deductible, the remaining balance is not.

In the period between the date of acquisition and December 31, 2019, *Morbark* generated approximately \$35.1 million of net sales and \$1.5 million of net loss. The Company has included the operating results of *Morbark* in its consolidated financial statements since the date of acquisition.

The following table reflects the estimated fair value of the assets acquired and liabilities assumed as of the acquisition date (in thousands):

Accounts receivable	\$	13,966
Inventory		72,972
Prepaid and other assets		5,180
Rental equipment		1,133
Property, plant and equipment		42,969
Intangible assets		149,790
Deferred tax liability		(4,982)
Other liabilities assumed		(30,056)
Net assets assumed	\$	250,972
Goodwill		98,604
Total Acquisition Price net cash		349,576
Plus: Cash		4,735
Total Consideration	\$	354,311

#### ***Dutch Power Company B.V.***

On March 4, 2019, the Company acquired 100% of the issued and outstanding equity interests of Dutch Power Company B.V. ("*Dutch Power*"). *Dutch Power* designs, manufactures and sells a variety of landscape and vegetation management machines primarily in Europe. The primary reason for the *Dutch Power* acquisition was to enhance the Company's platform for growth by increasing both the Company's product portfolio and capabilities in the European market. The acquisition price was approximately \$53.0 million.

The Company completed its review of the valuation of the purchase price allocation for *Dutch Power* during the first quarter of 2020. The Company found that no additional changes were necessary and that the values disclosed in the 2019 10-K were final.

#### **4. EARNINGS PER SHARE**

The following table sets forth the reconciliation from basic to diluted average common shares and the calculations of net income per common share. Net income for basic and diluted calculations does not differ.

(in thousands, except per share amounts)	2020	2019	2018
Net income	\$ 56,630	\$ 62,906	\$ 73,486
Average common shares:			
Basic (weighted-average outstanding shares)	11,782	11,729	11,660
Dilutive potential common shares from stock options	63	71	101
Diluted (weighted-average outstanding shares)	11,845	11,800	11,761
Basic earnings per share	\$ 4.81	\$ 5.36	\$ 6.30
Diluted earnings per share	\$ 4.78	\$ 5.33	\$ 6.25

Stock options totaling 9,864 shares in 2020, 4,244 shares in 2019, and 4,850 shares in 2018 were not included in the diluted earnings per share calculation because the effect would have been anti-dilutive.

## 5. VALUATION AND QUALIFYING ACCOUNTS

Valuation and qualifying accounts included the following:

(in thousands)	Balance Beginning of Year	Net Charged to Costs and Expenses	Translations, Reclassifications and Acquisitions	Net Write- Offs or Discounts Taken	Balance End of Year
<b>2020</b>					
Reserve for sales discounts	\$ 16,883	\$ 93,398	\$ 15	\$ (96,747)	\$ 13,549
Reserve for inventory obsolescence	8,233	4,609	1,471	(2,286)	12,027
Reserve for warranty	10,249	8,466	247	(9,866)	9,096
<b>2019</b>					
Reserve for sales discounts	\$ 18,123	\$ 91,962	\$ 39	\$ (93,241)	\$ 16,883
Reserve for inventory obsolescence	7,194	5,711	6,467	(11,139)	8,233
Reserve for warranty	4,992	8,273	4,343	(7,359)	10,249
<b>2018</b>					
Reserve for sales discounts	\$ 15,652	\$ 91,082	\$ (48)	\$ (88,563)	\$ 18,123
Reserve for inventory obsolescence	6,932	3,773	(116)	(3,395)	7,194
Reserve for warranty	5,335	5,815	(144)	(6,014)	4,992

### **Sales Discounts**

On December 31, 2020, the Company had \$13.5 million in reserves for sales discounts compared to \$16.9 million on December 31, 2019 on product shipped to our customers under various promotional programs. The most common programs provide a discount when the customer pays within a specified period of time.

The Company reviews the reserve quarterly based on analysis made on each program outstanding at the time. The cost of these discounts is estimated based on historical experience and known changes in promotional programs and is reported as a reduction to sales when the product sale is recognized. The reserve is adjusted if discounts paid differ from those estimated. Historically, those adjustments have not been material.

### **Inventories – Obsolete and Slow Moving**

The Company had a reserve of \$12.0 million on December 31, 2020 and \$8.2 million on December 31, 2019 to cover obsolete and slow moving inventory. The increase in the reserve was primarily attributable to the Company's Industrial Division. The obsolete and slow moving inventory reserve is calculated as follows: 1) no inventory usage over a three-year period is deemed obsolete and reserved at 100%; and 2) slow moving inventory with little usage requires a 100% reserve on items that have a quantity greater than a three-year supply. There are exceptions to the obsolete and slow moving classifications if approved by an officer of the Company, based on specific identification of an item or items that are deemed to be either included or excluded from this classification. In cases where there is no historical data, management makes a judgment based on a specific review of the inventory in question to determine what reserves, if any, are appropriate. New products or parts are generally excluded from the reserve until a three-year history has been established.

### **Warranty**

The Company's warranty policy is generally to provide its customers warranty for up to one year on all wholegood units and 90 days on parts, though some components can have warranty for longer terms.

Warranty reserve, as a percentage of sales, is generally calculated by looking at the current twelve months' expenses and prorating that amount based on twelve months' sales with a 90-day to six-month lag period. The Company's historical experience is that an end-user takes approximately 90 days to six months from the receipt of the unit to file a warranty claim. A warranty reserve is established for each different marketing group.

The current liability warranty reserve balance was \$9.1 million on December 31, 2020 and \$10.2 million on December 31, 2019 and is included in [Note 11](#).

## 6. INVENTORIES

Inventories valued at LIFO represented 41% and 42% of total inventory for the years ended December 31, 2020 and 2019, respectively. The excess of current costs (market value) over LIFO-valued inventories was \$12.5 million and \$10.9 million on December 31, 2020 and December 31, 2019, respectively. Inventories consisted of the following on a cost basis, net of reserves for obsolescence and LIFO:

(in thousands)	December 31,	
	2020	2019
Finished goods and parts	\$ 196,126	\$ 227,823
Work in process	21,225	21,918
Raw materials	12,620	17,933
Inventory, net	\$ 229,971	\$ 267,674

## 7. PROPERTY, PLANT AND EQUIPMENT

Property, plant and equipment consist of the following:

(in thousands)	December 31,		Useful Lives
	2020	2019	
Land	\$ 14,908	\$ 13,876	
Buildings and improvements	149,048	135,474	5-20 yrs.
Machinery and equipment	116,825	121,870	3-10 yrs.
Office furniture and equipment	11,743	10,749	3-7 yrs.
Computer software	12,276	12,665	3-7 yrs.
Transportation equipment	7,562	7,479	3 yrs.
Property, plant and equipment, at cost	312,362	302,113	
Accumulated depreciation	(156,928)	(141,388)	
Property, plant and equipment, net	\$ 155,434	\$ 160,725	

## 8. GOODWILL

The changes in the carrying amount of goodwill for the year ended December 31, 2018, 2019, and 2020 are as follows:

	Industrial	Agricultural	Consolidated
(in thousands)			
Balance at December 31, 2017	\$ 69,504	\$ 15,257	\$ 84,761
Translation adjustment	(916)	(1,460)	(2,376)
Goodwill adjustment	84	774	858
Balance at December 31, 2018	\$ 68,672	\$ 14,571	\$ 83,243
Translation adjustment	(124)	144	20
Goodwill acquired	114,759	—	114,759
Balance at December 31, 2019	\$ 183,307	\$ 14,715	\$ 198,022
Translation adjustment	2,089	(921)	1,168
Goodwill adjustment	(4,058)	—	(4,058)
Balance at December 31, 2020	\$ 181,338	\$ 13,794	\$ 195,132

## 9. DEFINITE- AND INDEFINITE-LIVED INTANGIBLE ASSETS

The following is a summary of both the Company's definite- and indefinite-lived intangible assets net of the accumulated amortization:

(in thousands)	Estimated Useful Lives	December 31, 2020	December 31, 2019
Definite:			
Trade names and trademarks	15-25 years	\$ 67,770	\$ 67,222
Customer and dealer relationships	8-15 years	122,470	121,508
Patents and developed technologies	3-12 years	28,764	28,485
Favorable leasehold interests	7 years	4,200	4,200
Total at cost		223,204	221,415
Less accumulated amortization		(35,532)	(20,643)
Total net		187,672	200,772
Indefinite:			
Trade names and trademarks		5,500	5,500
Total Intangible Assets		\$ 193,172	\$ 206,272

The Company's net carrying value at December 31, 2020 of intangible assets with definite useful lives consists of trade names and trademarks at \$59.4 million, customer and dealer relationships at \$100.5 million, patents and drawings at \$24.3 million, and favorable leasehold interests at \$3.5 million. As of December 31, 2020, the related accumulated amortization balance for the definite-lived assets were \$8.4 million for trade names and trademarks, \$21.9 million for customer and dealer relationships, \$4.5 million for patents and drawings, and \$0.7 million for favorable leasehold interests. The Company estimates amortization expense to be \$14.5 million for each of the next five years.

Indefinite-lived trade names and trademarks consisted of the *Gradall* trade name with a carrying value of \$3.6 million and the *Bush Hog* trade name with a carrying value of \$1.9 million.

## 10. LEASES

### Leases

The Company leases office space and equipment under various operating and capital leases, which generally are expected to be renewed or replaced by other leases. As of December 31, 2020, the components of lease cost were as follows:

Components of Lease Cost		
(in thousands)	Twelve Months Ended December 31,	
	2020	2019
Finance lease cost:		
Amortization of right-of-use assets	\$ 89	\$ 125
Interest on lease liabilities	7	10
Operating lease cost	4,824	4,457
Short-term lease cost	818	594
Variable lease cost	487	464
Total lease cost	\$ 6,225	\$ 5,650

As of December 31, 2020, future minimum lease payments under these non-cancelable leases are:

Future Minimum Lease Payments		
(in thousands)	December 31, 2020	
	Operating Leases	Finance Leases
2021	\$ 4,072	\$ 69
2022	3,063	40
2023	2,089	17
2024	1,465	17
2025	1,244	16
Thereafter	3,622	—
Total minimum lease payments	\$ 15,555	\$ 159
Less imputed interest	(1,310)	(6)
Total lease liabilities	\$ 14,245	\$ 153

As of December 31, 2019, future minimum lease payments under these non-cancelable leases are:

December 31, 2019		
(in thousands)	Operating Leases	Finance Leases
2020	\$ 4,305	\$ 97
2021	2,718	83
2022	2,051	45
2023	1,459	22
2024	941	19
Thereafter	2,587	14
Total minimum lease payments	\$ 14,061	\$ 280
Less imputed interest	(1,100)	(16)
Total lease liabilities	\$ 12,961	\$ 264

Rental expense for operating leases was \$6.1 million for 2020, \$5.5 million for 2019, and \$5.1 million for 2018.

### **Future Lease Commencements**

As of December 31, 2020, we have additional operating leases that have not yet commenced in the amount of \$0.9 million. These operating leases will commence in fiscal year 2021.

Supplemental balance sheet information related to leases was as follows:

<b>Operating Leases</b>			
(in thousands)	<b>December 31,</b>		
	<b>2020</b>	<b>2019</b>	
Other non-current assets	\$ 14,144	\$ 12,858	
Accrued liabilities	3,680	3,972	
Other long-term liabilities	10,565	8,989	
Total operating lease liabilities	\$ 14,245	\$ 12,961	

<b>Finance Leases</b>			
(in thousands)	<b>December 31,</b>		
	<b>2020</b>	<b>2019</b>	
Property, plant and equipment, gross	\$ 331	\$ 524	
Accumulated depreciation	(211)	(265)	
Property, plant and equipment, net	\$ 120	\$ 259	
Current maturities of long-term debt and finance lease obligations	\$ 66	\$ 90	
Long-term debt and finance lease obligations, net of current maturities	87	174	
Total finance lease liabilities	\$ 153	\$ 264	

<b>Weighted average remaining lease term</b>		
Operating leases	5.83 years	5.10 years
Finance leases	2.62 years	3.47 years
<b>Weighted average discount rate</b>		
Operating leases	3.04 %	3.29 %
Finance leases	3.38 %	3.39 %

Supplemental cash flow information related to leases was as follows:

(in thousands)	<b>Twelve Months Ended December 31,</b>	
	<b>2020</b>	<b>2019</b>
<b>Cash paid for amounts included in the measurement of lease liabilities:</b>		
Operating cash flows from finance leases	\$ 6	\$ 10
Operating cash flows from operating leases	4,487	4,507
Financing cash flows from finance leases	88	122



## 11. ACCRUED LIABILITIES

Accrued liabilities consist of the following balances:

(in thousands)	December 31,	
	2020	2019
Salaries, wages and bonuses	\$ 31,658	\$ 28,296
Taxes	5,907	5,130
Warranty	9,096	10,249
Retirement provision	3,252	2,795
Customer deposits	1,385	2,430
Other	13,336	10,786
Accrued liabilities	\$ 64,634	\$ 59,686

## 12. FAIR VALUE OF FINANCIAL INSTRUMENTS

U.S. GAAP requires or permits certain assets or liabilities to be measured at fair value on a recurring or non-recurring basis in our balance sheets. U.S. GAAP also requires the disclosure of the fair values of financial instruments when an option to elect fair value accounting has been provided but such election has not been made. A debt obligation is an example of such a financial instrument.

Fair value is defined as the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants. There is a three-tier fair value hierarchy based upon the observability of inputs used in valuation techniques. Observable inputs (highest level) reflect market data obtained from independent sources, while unobservable inputs (lowest level) reflect internally developed market assumptions. In fair value, measurements are classified under the following hierarchy:

**Level 1** – Quoted prices for identical assets or liabilities in active markets.

**Level 2** – Quoted prices for similar instruments in active markets; quoted prices for identical or similar instruments in markets that are not active; and model-derived valuations in which all significant inputs or significant value-drivers are observable in active markets.

**Level 3** – Model-derived valuations in which one or more significant inputs or significant value-drivers are unobservable.

When measuring fair value, the Company maximizes use of observable inputs and minimizes the use of unobservable inputs.

Fair value measurements are classified to the lowest level input or value-driver that is significant to the valuation. A measurement may therefore be classified within Level 3 even though there may be significant inputs that are readily observable.

The carrying values of certain financial instruments, including cash and cash equivalents, accounts receivable, accounts payable, and accrued expenses, approximate fair value because of the short-term nature of these items. The carrying value of our debt approximates the fair value as of December 31, 2020 and 2019, as the floating rates on our outstanding balances approximate current market rates. This conclusion was made based on Level 2 inputs. Fair values determined by Level 2 utilize inputs that are observable for the asset or liability, either directly or indirectly. These include quoted prices for similar assets or liabilities in active markets and quoted prices for identical or similar assets or liabilities in markets that are not active. Other than the investments held by the retirement benefit plans, as described in [Note 17](#) to the Consolidated Financial Statements, the Company does not have any other significant financial assets or liabilities measured at fair value on a recurring basis.

The Company has no recurring or nonrecurring valuations that fall under Level 3 of the fair value hierarchy as of December 31, 2020 and 2019.

### 13. LONG-TERM DEBT

The components of long-term debt are as follows:

(in thousands)	December 31,	
	2020	2019
Bank revolving credit facility	\$ 5,000	\$ 145,000
Term debt	280,233	298,717
Capital lease obligations	153	264
Total debt	285,386	443,981
Less current maturities	15,066	18,840
Total long-term debt	\$ 270,320	\$ 425,141

On October 24, 2019, the Company, as Borrower, and each of its domestic subsidiaries as guarantors, entered into a Second Amended and Restated Credit Agreement (the *Credit Agreement*) with Bank of America, N.A., as Administrative Agent. The Credit Agreement provides the Company with the ability to request loans and other financial obligations in an aggregate amount of up to \$650.0 million and, subject to certain conditions, the Company has the option to request an increase in aggregate commitments of up to an additional \$200.0 million. Pursuant to the Credit Agreement, the Company has borrowed \$300.0 million pursuant to a Term Facility repayable with interest quarterly at a percentage of the initial principal amount of the Term Facility of 5.0% per year with the remaining principal due in 5 years. Up to \$350.0 million is available under the Credit Agreement pursuant to a Revolver Facility which terminates in 5 years. The Agreement requires the Company to maintain two financial covenants - a maximum leverage ratio and a minimum asset coverage ratio. The Agreement also contains various covenants relating to limitations on indebtedness, limitations on investments and acquisitions, limitations on sale of properties and limitations on liens and capital expenditures. The Agreement also contains other customary covenants, representations and events of defaults. The expiration date of the Term Facility and the Revolver Facility is October 24, 2024. As of December 31, 2020, \$285.2 million was outstanding under the Credit Agreement. Of the total outstanding, \$280.2 million was on the Term Facility at a rate of 1.90% and \$5.0 million was on the Revolver Facility at a rate of 4.00%. On December 31, 2020, \$2.2 million of the revolver capacity was committed to irrevocable standby letters of credit issued in the ordinary course of business as required by vendors' contracts resulting in \$176.7 million in available borrowings. The Company is in compliance with the covenants under the Credit Agreement.

The aggregate maturities of long-term debt, as of December 31, 2020, are as follows: \$15.1 million in 2021; \$15.0 million in 2022; \$15.0 million in 2023; \$240.2 million in 2024; \$0.02 million in 2025; and zero thereafter.

### 14. INCOME TAXES

#### *Income Statement Components*

The jurisdictional components of income before taxes consist of the following:

(in thousands)	December 31,		
	2020	2019	2018
Income before income taxes:			
Domestic	\$ 49,357	\$ 54,566	\$ 66,858
Foreign	28,780	29,769	27,673
	\$ 78,137	\$ 84,335	\$ 94,531

The components of income tax expense (benefit) consist of the following:

(in thousands)	December 31,		
	2020	2019	2018
Current:			
Domestic	\$ 10,823	\$ 6,403	\$ 6,771
Foreign	8,759	8,419	7,391
State	3,226	3,291	4,831
	22,808	18,113	18,993
Deferred:			
Domestic	674	3,800	2,542
Foreign	(1,199)	(280)	(390)
State	(776)	(204)	(100)
	(1,301)	3,316	2,052
Total income taxes	\$ 21,507	\$ 21,429	\$ 21,045

The difference between income tax expense (benefit) for financial statement purposes and the amount of income tax expense computed by applying the domestic statutory income tax rate of 21% to income before income taxes consists of the following:

(in thousands)	December 31,		
	2020	2019	2018
Income tax expense at statutory rates	\$ 16,409	\$ 17,710	\$ 19,851
Increase (reduction) from:			
Jurisdictional rate differences	1,034	988	719
Valuation allowance	(63)	460	(267)
Stock based compensation	(366)	(358)	(205)
U.S. state taxes	2,450	3,125	3,917
Foreign tax expense	704	—	—
R&D credit	(415)	(699)	(531)
GILTI	50	872	673
Previously unrecognized tax (benefit)/expense	2,219	(1,504)	—
Other, net	(515)	835	219
Provision for income taxes before tax reform	\$ 21,507	\$ 21,429	\$ 24,376
Effective tax rate before effects of tax reform	28 %	25 %	26 %
Tax Reform:			
Rate change of deferreds	—	—	1,200
Transition tax on deemed repatriation	—	—	(4,531)
Impact of tax reform	\$ —	\$ —	\$ (3,331)
Provision for income tax	\$ 21,507	\$ 21,429	\$ 21,045
Effective tax rate	28 %	25 %	22 %

## Deferred Income Tax Assets and Liabilities

Deferred income taxes arise from temporary differences between the financial statement carrying amounts of existing assets and liabilities and their respective tax basis. The components of the Company's deferred income tax assets and liabilities consist of the following:

(in thousands)	December 31,	
	2020	2019
<b>Deferred income tax assets:</b>		
Inventory basis difference	\$ 3,150	\$ 4,351
Accounts receivable reserve	255	384
Rental equipment and Property, plant and equipment	144	73
Stock based compensation	606	391
Pension liability	3,655	2,874
Employee benefit accrual	1,585	1,669
Product liability and warranty reserves	2,242	2,526
Foreign net operating loss	3,566	4,485
Lease liability	3,376	3,046
State net operating loss	148	148
Other	2,430	190
Total deferred income tax assets	\$ 21,157	\$ 20,137
Less: Valuation allowance	(3,641)	(4,156)
Net deferred income tax assets	\$ 17,516	\$ 15,981
<b>Deferred income tax liabilities:</b>		
Inventory basis differences	\$ (287)	\$ (122)
Rental equipment and Property, plant and equipment	(14,818)	(17,327)
Lease asset	(3,351)	(3,022)
Intangible assets	(16,496)	(18,897)
Expenses not currently deductible for book purposes	(1,003)	(1,996)
Total deferred income tax liabilities	\$ (35,955)	\$ (41,364)
Net deferred income taxes	\$ (18,439)	\$ (25,383)

As of December 31, 2020, the Company had foreign deferred tax assets consisting of foreign net operating losses and other tax benefits available to reduce future taxable income in a foreign jurisdiction. These foreign jurisdictions' net operating loss carry-forwards are approximately \$11.1 million with an unlimited carry-forward period, and \$0.9 million with a carry-forward expiring in 2035. The Company also has U.S. state net operating loss carry-forwards in the amount of \$3.6 million which will expire between 2021 and 2030.

We have recorded a valuation allowance as of December 31, 2020 and 2019 due to uncertainties related to our ability to utilize some of the deferred income tax assets, primarily consisting of international operating losses and foreign tax credits generated by the transition tax, before they expire. The valuation allowance is based on estimates of taxable income in the various jurisdictions in which we operate and the period over which deferred income tax assets will be recoverable. Related to the utilization of net operating loss carryforwards utilized to offset current year earnings, there is not a sufficient history of earnings to fully release the valuation allowances at this time.

## Unrecognized Tax Benefits

Unrecognized tax benefits in the amount of \$0.3 million and \$0.3 million for 2020 and 2019, respectively, are included in other non-current liabilities on the balance sheet. The unrecognized tax benefits, if recognized, would favorably impact our effective tax rate in a future period. We do not expect our unrecognized tax benefits disclosed above to change significantly over the next 12 months.

Unrecognized Tax Benefits		
(in thousands)	December 31,	
	2020	2019
Balance as of beginning of year	\$ 262	\$ 236
Increases for tax positions related to the current year	88	88
Increases in tax positions taken related to liabilities assumed in acquisitions	—	2,219
Decreases in tax positions taken related to liabilities assumed in acquisitions	—	(1,504)
Decreases as a result of settlements with taxing authorities related to liabilities assumed in acquisitions	—	(715)
Decreases due to lapse of statute of limitations	(88)	(62)
Balance as of end of year	\$ 262	\$ 262

The Company adopted the policy to include interest and penalty expense related to income taxes as interest and other expense, respectively. As of December 31, 2020, no interest or penalties have accrued. The Company's open tax years for its federal and state income tax returns are for the tax years ended 2015 through 2020. The Company's open tax years for its foreign income tax returns are for the tax years ended 2013 through 2020. The Company is currently under audit with the state of Michigan.

As a result of the fundamental changes to the taxation of multinational corporations created by TCJA, we no longer intend to permanently reinvest all of the historical undistributed earnings of our foreign affiliates. We will distribute earnings from our European subsidiaries, while maintaining our permanent reinvestment for our other foreign subsidiaries. There will generally be no U.S. corporate taxes imposed on such future distributions of the earnings or withholding and other local taxes. For the amounts we continue to assert permanent reinvestment, if the amounts were distributed, the company would be subject to approximately \$4.2 million in withholding taxes.

## 15. COMMON STOCK

On January 4, 2021, the Board of Directors of the Company declared a quarterly dividend of \$0.14 per share which was paid on January 29, 2021 to holders of record as of January 19, 2021. The Company also has a share repurchase program under which the Company is authorized to repurchase, in the aggregate, up to \$30.0 million of its outstanding common stock. During 2020, the Company purchased zero shares.

## 16. STOCK OPTIONS

### Incentive Stock Option Plan

On May 7, 2015, the stockholders of the Company approved the 2015 Incentive Stock Option Plan ("2015 ISO Plan") and the Company reserved 400,000 shares of common stock for options to be issued under the 2015 ISO Plan. Each option becomes vested and exercisable for up to 20% of the total optioned shares one year following the grant of the option and for an additional 20% of the total optioned shares after each succeeding year until the option is fully exercisable at the end of the fifth year.

We also maintain other incentive option plans that have expired, under which previously granted awards remain outstanding. No additional grants may be awarded under these plans.

Following is a summary of activity in the Incentive Stock Option Plans for the periods indicated:

	2020		2019		2018	
	Shares	Exercise Price*	Shares	Exercise Price*	Shares	Exercise Price*
Options outstanding at beginning of year	119,720	\$ 57.65	140,170	\$ 49.78	172,875	\$ 43.91
Granted	13,950	114.53	12,150	105.56	9,500	92.50
Exercised	(31,300)	45.94	(28,100)	38.93	(41,205)	34.89
Canceled	(1,450)	96.97	(4,500)	58.57	(1,000)	54.49
Options outstanding at end of year	100,920	68.58	119,720	57.65	140,170	49.78
Options exercisable at end of year	67,700	\$ 52.60	85,070	\$ 47.10	96,320	\$ 41.56
Options available for grant at end of year	314,750		327,250		336,450	

\*Weighted Averages

Options outstanding and exercisable at December 31, 2020 were as follows:

Qualified Stock Options	Options Outstanding			Options Exercisable	
	Shares	Remaining Contractual Life (yrs)*	Exercise Price*	Shares	Exercise Price*
Range of Exercise Price					
\$26.45 - \$42.70	20,870	1.38	\$ 34.07	20,870	\$ 34.07
\$49.44 - \$74.16	40,500	3.64	\$ 53.47	37,700	\$ 53.36
\$83.99 - \$125.99	39,550	8.03	\$ 102.28	9,130	\$ 91.84
Total	100,920			67,700	

\*Weighted Averages

The weighted-average grant-date fair values of options granted during 2020, 2019, and 2018 were \$38.33, \$39.85 and \$38.77, respectively. Stock option expense was \$0.5 million, \$0.5 million and \$0.5 million for years ending 2020, 2019, and 2018, respectively. As of December 31, 2020, there was \$0.8 million of total unrecognized compensation cost related to non-vested share-based compensation arrangements granted under the plans. That cost is expected to be recognized over a period of five years.

### Equity Incentive Plan

On May 2, 2019, the stockholders of the Company approved the 2019 Equity Incentive Plan and the Company reserved 500,000 shares of common stock for issuance of equity awards including the issuance of non-qualified options for the purchase of shares of our common stock which may be granted to Company officers and non-employee directors. Options become vested and exercisable for up to 20% of the total optioned shares one year following the grant of the option and for an additional 20% of the total optioned shares after each succeeding year until the option is fully exercisable at the end of the fifth year.

	2020 <sup>(1)</sup>	2019 <sup>(1)</sup>	2018 <sup>(2)</sup>
Options available for grant at end of year	455,549	499,640	146,075

(1) In 2020 and 2019, options available are from the 2019 Equity Incentive Plan.

(2) In 2018, options available are from the 2009 Equity Incentive Plan.

We also maintain other incentive option plans that have expired, under which previously granted awards remain outstanding. No additional grants may be awarded under these plans.

## Non-Qualified Options

Following is a summary of activity in the Non-Qualified Stock Option Plans for the periods indicated:

	2020		2019		2018	
	Shares	Exercise Price*	Shares	Exercise Price*	Shares	Exercise Price*
Options outstanding at beginning of year	5,300	\$ 46.87	40,200	\$ 42.99	67,000	\$ 42.43
Granted	—	—	—	—	—	—
Exercised	(2,300)	38.22	(34,900)	42.40	(26,800)	41.61
Canceled	—	—	—	—	—	—
Options outstanding at end of year	3,000	53.51	5,300	46.87	40,200	42.99
Options exercisable at end of year	3,000	\$ 53.51	5,300	\$ 46.87	34,400	\$ 41.21

\*Weighted Averages

Options outstanding and exercisable as of December 31, 2020 were as follows:

Non-Qualified Stock Options		Options Outstanding		Options Exercisable	
	Shares	Remaining Contractual Life (yrs)*	Exercise Price*	Shares	Exercise Price*
Range of Exercise Price					
\$49.44 - \$74.16	3,000	3.36	\$ 53.51	3,000	\$ 53.51
Total	3,000			3,000	

\*Weighted Averages

There were no options granted in 2018, 2019 or 2020. Stock option expense was zero, \$0.01 million and \$0.02 million for years ending 2020, 2019, and 2018, respectively. As of December 31, 2020, there was zero unrecognized compensation cost related to non-vested share-based compensation arrangements granted under the plans.

During 2020, 2019, and 2018, 2,300, 34,900, and 26,800 non-qualified options were exercised, respectively, \$0.1 million, \$1.5 million, and \$1.1 million of cash receipts were received, respectively.

## Restricted Stock Awards/Units

Following is a summary of activity in the Restricted Stock Awards for the periods indicated:

	2020		2019		2018	
	Shares	Grant-Date Fair Value*	Shares	Grant-Date Fair Value*	Shares	Grant-Date Fair Value*
Awards outstanding at beginning of year	78,705	\$ 94.34	75,636	\$ 81.39	63,052	\$ 70.08
Granted	44,307	111.95	36,060	105.69	35,300	92.50
Exercised	(31,594)	88.90	(32,466)	69.94	(22,266)	66.91
Canceled	(375)	100.34	(525)	99.96	(450)	83.99
Awards outstanding at end of year	91,043	104.77	78,705	94.34	75,636	81.39

\*Weighted Averages

Restricted stock awards granted in 2018 and 2019 vest 25% after one year following the award date and for an additional 25% of total awarded shares each succeeding year until fully vested. Restricted stock awards granted in 2020 vest over a three year period. The weighted-average remaining contractual life in years for 2020, 2019 and 2018 was 1.95, 2.48 and 2.53, respectively. Compensation expense was \$3.7 million, \$2.8 million and \$1.9 million for years ending 2020, 2019, and 2018, respectively. As of December 31, 2020, there was \$6.2 million of total

unrecognized compensation cost related to non-vested share-based compensation arrangements granted under the plans. The cost for awards granted prior to 2020 is expected to be recognized over a period of four years. In 2020, the Board of Directors modified the vesting period for new RSA's granted to three years to be inline with grants of future performance stock units.

### ***Performance Stock Units***

In 2020, the Company's Board of Directors approved a change to our long-term incentive compensation plan to implement new performance-based equity grants in the form of a Performance Stock Unit ("PSU") award. PSU award vesting and payout amounts are tied to the Company's achievement of certain targeted financial metrics relating to a three-year performance period with the goal of more closely aligning executive compensation with long-term Company performance.

The 2020 target long-term incentive compensation mix established for the Company's Section 16 filers consists of RSAs and PSUs each representing fifty percent (50%) of the total long-term incentive compensation target value. PSU awards represent a right to receive a certain number of shares of the Company's common stock at the end of the three-year performance period if certain financial or other performance targets/metrics have been met.

## **17. RETIREMENT BENEFIT PLANS**

### ***Defined Benefit Plans***

In connection with the February 3, 2006 purchase of all the net assets of the *Gradall* excavator business, the Company assumed sponsorship of two *Gradall* non-contributory defined benefit pension plans, both of which are frozen with respect to both future benefit accruals and future new entrants.

The *Gradall* Company Employees' Retirement Plan covers approximately 247 former employees and 55 current employees who (i) were formerly employed by JLG Industries, Inc., (ii) were not covered by a collective bargaining agreement and (iii) first participated in the plan before December 31, 2004. An amendment ceasing future benefit accruals for certain participants was effective December 31, 2004. A second amendment discontinued all future benefit accruals for all participants effective April 24, 2006.

The *Gradall* Company Hourly Employees' Pension Plan covered former employees and current employees who (i) were formerly employed by JLG Industries, Inc., (ii) were covered by a collective bargaining agreement and (iii) first participated in the plan before April 6, 1997. An amendment ceasing all future benefit accruals was effective April 6, 1997.

The following table sets forth the change in plan assets, change in projected benefit obligation, rate assumptions and components of net periodic benefit cost as of December 31 with respect to the plan. The measurement dates of the assets and liabilities of the plan were December 31 of the respective years presented.



### Reconciliation of Funded Status

(in thousands)	Year Ended December 31,	
	2020	2019
Change in projected benefit obligation		
Benefit obligation at beginning of year	\$ 22,449	\$ 20,050
Service cost	4	3
Interest cost	689	819
Liability actuarial (gain) loss	2,025	2,604
Benefits paid	(1,067)	(1,027)
Benefit obligation at end of year	\$ 24,100	\$ 22,449
Change in fair value of plan assets		
Fair value of plan assets at beginning of year	\$ 20,605	\$ 18,106
Return on plan assets	2,832	3,526
Employer contributions	—	—
Benefits paid	(1,067)	(1,027)
Fair value of plan assets at end of year	22,370	20,605
Funded status	\$ (1,730)	\$ (1,844)

The Company recognizes the overfunded or underfunded status (i.e., the difference between the fair value of plan assets and the projected benefit obligations) of defined benefit postretirement plans as an asset or liability in its consolidated balance sheet and recognizes changes in the funded status in the year in which the changes occur. The Company measures the funded status of a plan as of the date of the year-end consolidated balance sheet.

The underfunded status of the plan of \$1.7 million and \$1.8 million as of December 31, 2020 and 2019, respectively, is recognized in the accompanying consolidated balance sheets as long-term accrued pension liability because plan assets are less than the value of benefit obligations expected to be paid.

The accumulated benefit obligation for our pension plan represents the actuarial present value of benefits based on employee service and compensation as of a certain date and does not include an assumption about future compensation levels.

In determining the projected benefit obligation and the net pension cost, we used the following significant weighted-average assumptions:

#### Rates to Determine Benefit Obligation

	Year Ended December 31,	
	2020	2019
Discount rate	2.35%	3.15%
Composite rate of compensation increase	N/A	N/A

#### Rates to Determine Net Periodic Benefit Cost

	Year Ended December 31,	
	2020	2019
Discount rate	3.15%	4.20%
Long-term rate of return on plan assets	7.25%	7.25%
Composite rate of compensation increase	N/A	N/A

The Company employs a building block approach in determining the expected long-term rate of return on plan assets. Historical markets are studied and long-term historical relationships between equities and fixed income are

preserved consistent with the widely accepted capital market principle that assets with higher volatility generate a greater return over the long run. Current market factors such as inflation and interest rates are evaluated before long-term market assumptions are determined. The long-term portfolio return is established via a building block approach with proper consideration of diversification and rebalancing. Peer data and historical returns are reviewed to check for reasonability and appropriateness.

The following table presents the components of net periodic benefit cost (gains are denoted with parentheses and losses are not):

<b>Components of Net Periodic Benefit Cost</b>		
(in thousands)	<b>Year Ended December 31,</b>	
	<b>2020</b>	<b>2019</b>
Service cost	\$ 4	\$ 3
Interest cost	689	819
Expected return on plan assets	(1,452)	(1,273)
Amortization of net loss	508	542
Net periodic benefit cost	\$ (251)	\$ 91

The Company estimates that \$0.5 million of unrecognized actuarial expense will be amortized from Accumulated other comprehensive income (loss) into net periodic benefit costs during 2021.

The Company employs a total return investment approach whereby a mix of equities and fixed income investments are used to maximize the long-term return of plan assets for a prudent level of risk. Risk tolerance is established through careful consideration of plan liabilities, plan funded status, and corporate financial condition. The investment portfolio contains a diversified blend of equity and fixed income investments. Furthermore, equity investments are diversified across U.S. and non-U.S. stocks, as well as growth, value, and small and large capitalization. Other assets such as real estate, private equity, and hedge funds are used judiciously to enhance long-term returns while improving portfolio diversification. Derivatives may be used to gain market exposure in an efficient and timely manner; however, derivatives may not be used to leverage the portfolio beyond the market value of the underlying investments. Investment risk is measured and monitored on an ongoing basis through quarterly investment portfolio reviews, annual liability measurements, and periodic asset/liability studies. Our current asset allocations are consistent with our targeted allocations.

The pension plans' weighted-average asset allocation as a percentage of plan assets at December 31 is as follows:

<b>Asset Allocation as a Percentage of the Plan</b>		
	<b>Year Ended December 31,</b>	
	<b>2020</b>	<b>2019</b>
Equity securities	56%	56%
Debt securities	38%	37%
Short-term investments	2%	2%
Other	4%	5%
Total	100%	100%

The following table presents the hierarchy levels for our postretirement benefit plan investments as of December 31 as described in [Note 1](#) to the Consolidated Financial Statements:

(in thousands)	December 31, 2020	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
<b>Mutual Funds:</b>				
Mid Cap	\$ 1,450	\$ 1,450	\$ —	\$ —
Large Cap	3,233	3,233	—	—
International	2,660	2,660	—	—
<b>Common/Collective Trusts:</b>				
Wells Fargo Liability Driven Solution	3,106	—	3,106	—
Wells Fargo BlackRock International Equity	959	—	959	—
Wells Fargo Core Bond	1,552	—	1,552	—
Wells Fargo/Causeway International Value	923	—	923	—
Wells Fargo BlackRock Large Cap Growth Index Fund	1,268	—	1,268	—
Wells Fargo BlackRock Large Cap Value Index Fund	1,240	—	1,240	—
Wells Fargo Multi-Manager Small Cap	1,544	—	1,544	—
Wells Fargo BlackRock Russell 2000 Index Fund	702	—	702	—
Wells Fargo BlackRock S&P Mid Cap Index Fund	781	—	781	—
Wells Fargo/MFS Value CIT F	627	—	627	—
Wells Fargo/T. Rowe Price Large-Cap Growth Managed CIT	639	—	639	—
Wells Fargo/T. Rowe Price Equity Income Managed CIT	643	—	643	—
Wells Fargo Voya Large Cap Growth CIT F	639	—	639	—
<b>Cash &amp; Short-term Investments</b>				
Total	\$ 22,370	\$ 7,747	\$ 14,623	\$ —

(in thousands)	December 31, 2019	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
<b>Mutual Funds:</b>				
Mid Cap	\$ 2,239	\$ 2,239	\$ —	\$ —
Large Cap	2,574	2,574	—	—
International	1,879	1,879	—	—
<b>Common/Collective Trusts:</b>				
Wells Fargo Liability Driven Solution	2,866	—	2,866	—
Wells Fargo BlackRock International Equity	861	—	861	—
Wells Fargo Core Bond	1,413	—	1,413	—
Wells Fargo/Causeway International Value	864	—	864	—
Wells Fargo BlackRock Large Cap Growth Index Fund	1,153	—	1,153	—
Wells Fargo BlackRock Large Cap Value Index Fund	1,159	—	1,159	—
Wells Fargo Multi-Manager Small Cap	1,434	—	1,434	—
Wells Fargo BlackRock Russell 2000 Index Fund	667	—	667	—
Wells Fargo BlackRock S&P Mid Cap Index Fund	732	—	732	—
Wells Fargo/MFS Value CIT F	599	—	599	—
Wells Fargo/T. Rowe Price Large-Cap Growth Managed CIT	602	—	602	—
Wells Fargo/T. Rowe Price Equity Income Managed CIT	590	—	590	—
Wells Fargo Voya Large Cap Growth CIT F	605	—	605	—
Cash & Short-term Investments	368	368	—	—
<b>Total</b>	<b>\$ 20,605</b>	<b>\$ 7,060</b>	<b>\$ 13,545</b>	<b>\$ —</b>

Our interests in the common collective trust investments are managed by one custodian. Consistent with our investment policy, the custodian has invested the assets across a widely diversified portfolio of U.S. and international equity and fixed income securities. Fair values of each security within the collective trust as of December 31, 2020 were obtained from the custodian and are based on quoted market prices of individual investments; however, since the fund itself does not have a quoted market price, these assets are considered Level 2.

The common collective funds noted in the above table have estimated fair value using the net asset value per share of investments. Investments can be redeemed immediately at the current net asset value per share based on the fair value of the underlying assets. Redemption frequency is daily. The categories contain investments in equity securities of smaller growing companies, medium-sized U.S. companies, large value-oriented and growth-oriented companies, and foreign companies traded on international markets.

Expected benefit payments are estimated using the same assumptions used in determining our benefit obligation as of December 31, 2020. The following table illustrates the estimated pension benefit payments that are projected to be paid:

<b>Projected Future Benefit Payments</b>	
(in thousands)	<b>Employees' Retirement Plan</b>
2021	\$ 1,219
2022	1,273
2023	1,291
2024	1,300
2025	1,309
Years 2026 through 2030	6,365

### ***Supplemental Retirement Plan***

The Board of Directors of the Company adopted the Alamo Group Inc. Supplemental Executive Retirement Plan (the "SERP"), effective as of January 3, 2011. The SERP will benefit certain key management or other highly compensated employees of the Company and/or certain subsidiaries who are selected by the Compensation Committee and approved by the Board to participate.

The SERP is intended to provide a benefit from the Company upon retirement, death or disability, or a change in control of the Company. Accordingly, the SERP obligates the Company to pay to a participant a Retirement Benefit (as defined in the SERP) upon the occurrence of certain payment events to the extent a participant has a vested right thereto. A participant's right to his or her Retirement Benefit becomes vested in the Company's contributions upon 10 years of Credited Service (as defined in the SERP) or a change in control of the Company. The Retirement Benefit is based on 20% of the final three-year average salary of each participant on or after his or her normal retirement age (65 years of age). In the event of the participant's death or a change in control, the participant's vested retirement benefit will be paid in a lump sum to the participant or his or her estate, as applicable, within 90 days after the participant's death or a change in control, as applicable. In the event that the participant is entitled to a benefit from the SERP due to disability, retirement or other termination of employment, the benefit will be paid in monthly installments over a period of fifteen years.

The Company records amounts relating to the SERP based on calculations that incorporate various actuarial and other assumptions, including discount rates, rate of compensation increases, retirement dates and life expectancy. The net periodic costs are recognized as employees render the services necessary to earn the SERP benefits.

In May of 2015, the Board amended the SERP to allow the Board to modify the retirement benefit percentage either higher or lower than 20%. In May of 2016, the Board added additional highly compensated employees to the plan. As of December 31, 2020, the current retirement benefit (as defined in the plan) for the participants ranges from 10% to 20%.

The change in the Projected Benefit Obligation (PBO) as of December 31, 2020 and 2019, is shown below:

#### Reconciliation of Benefit Obligation

(in thousands)	Year Ended December 31,	
	2020	2019
Benefit obligation at January 1,	\$ 9,022	\$ 7,446
Service cost	305	240
Interest cost	236	298
Liability actuarial loss (gain)	1,168	1,193
Benefits paid	(1,025)	(155)
Plan amendments	454	—
Benefit obligation at December 31,	\$ 10,160	\$ 9,022

The components of net periodic pension expense were as follows:

#### Components of Net Periodic Benefit Cost

(in thousands)	Year Ended December 31,	
	2020	2019
Service cost	\$ 305	\$ 240
Interest cost	236	298
Amortization of prior service cost	317	318
Amortization of net (gain)/loss	158	—
Recognition of settlement	188	—
Net periodic benefit cost	\$ 1,204	\$ 856

The Company estimates that \$0.7 million of unrecognized actuarial expense will be amortized from accumulated other comprehensive income into net periodic benefit costs during 2021.

In determining the projected benefit obligation and the net pension cost, we used the following significant weighted-average assumptions:

Assumptions used to determine benefit obligations at December 31:

#### Rates to Determine Benefit Obligation

	2020	2019
Discount rate	2.05%	2.95%
Composite rate of compensation increase	3.00%	3.00%

Assumptions used to determine net periodic benefit cost for the years ended December 31:

#### Rates to Determine Net Periodic Benefit Cost

	2020	2019
Discount rate	2.95%	4.10%
Composite rate of compensation increase	3.00%	3.00%
Long-term rate of return on plan assets	N/A	N/A

Future estimated benefits expected to be paid from the plan over the next ten years as follows:

<b>Projected Future Benefit Payments</b>	
(in thousands)	<b>SERP</b>
2021	\$ 360
2022	464
2023	469
2024	503
2025	575
Years 2026 through 2030	3,702

### **Defined Contribution Plans**

The Company has two defined contribution plans, The *Gradall* Salaried Employees' Savings and Investment Plan ("Salary Plan") and The International Association of Machinist and Aerospace Workers Retirement Plan ("IAM Plan"). The Company contributed \$0.4 million, \$0.6 million, and \$0.4 million to the IAM Plan for the plan years ended December 31, 2020, 2019 and 2018, respectively. The Company converted the Salary Plan into its 401(k) retirement and savings plan and put the Hourly Plan into a separate 401(k) retirement and savings plan.

The Company provides a defined contribution 401(k) retirement and savings plan for eligible U.S. employees. Company matching contributions are based on a percentage of employee contributions. Company contributions to the plan during 2020, 2019 and 2018 were \$3.5 million, \$2.8 million, and \$2.3 million, respectively.

Three of the Company's international subsidiaries also participate in a defined contribution and savings plan covering eligible employees. The Company's international subsidiaries contribute between 0% and 10% of the participant's salary up to a specific limit. Total contributions made to the above plans were \$0.9 million, \$0.9 million, and \$0.9 million for the years ended December 31, 2020, 2019 and 2018, respectively.

## **18. REVENUE AND SEGMENT REPORTING**

Disaggregation of revenue is presented in the tables below by product type. Management has determined that this level of disaggregation would be beneficial to users of the financial statements.

<b>Revenue by Product Type</b>			
(in thousands)	<b>December 31,</b>		
	<b>2020</b>	<b>2019</b>	<b>2018</b>
Net Sales			
Wholegoods	\$ 885,254	\$ 875,805	\$ 802,403
Parts	247,126	207,766	186,979
Other	31,086	35,567	19,440
Consolidated	\$ 1,163,466	\$ 1,119,138	\$ 1,008,822

Other includes rental sales, extended warranty sales and service sales as it is considered immaterial.

Effective for the fourth quarter of 2019, the Company began reporting its operating results on the basis of two segments, the Industrial Division and Agricultural Division. Prior to the fourth quarter of 2019, the Company had been reporting its operating results on the basis of three segments which included the Company's European Division. The Company's European Division was a mixture of industrial and agricultural products similar to those within the other two segments. The Company's prior period segment information has been retrospectively adjusted to reflect the current segment presentation.

The Company has included a summary of the financial information by reporting segment. The following table presents the revenue and income from operations by reporting segment for the years ended December 31, 2020, 2019, and 2018:

(in thousands)	December 31,		
	2020	2019	2018
<b>Net Revenue</b>			
Industrial	\$ 811,161	\$ 768,454	\$ 638,198
Agricultural	352,305	350,684	370,624
Consolidated	\$ 1,163,466	\$ 1,119,138	\$ 1,008,822
<b>Income from Operations</b>			
Industrial	\$ 59,881	\$ 65,262	\$ 65,077
Agricultural	33,284	29,386	36,011
Consolidated	\$ 93,165	\$ 94,648	\$ 101,088

The following table presents the goodwill and total identifiable assets by reporting segment for the years ended December 31, 2020 and 2019:

(in thousands)	December 31,	
	2020	2019
<b>Goodwill</b>		
Industrial	\$ 181,338	\$ 183,307
Agricultural	13,794	14,715
Consolidated	\$ 195,132	\$ 198,022
<b>Identifiable Assets</b>		
Industrial	\$ 868,688	\$ 922,738
Agricultural	240,641	290,025
Consolidated	\$ 1,109,329	\$ 1,212,763

## 19. INTERNATIONAL OPERATIONS AND GEOGRAPHIC INFORMATION

Following is selected financial information on the Company's international operations, which include the United Kingdom, France, Netherlands, Canada, Brazil, and Australia:

International Operations Financial Information			
(in thousands)	December 31,		
	2020	2019	2018
Net sales	\$ 312,462	\$ 357,602	\$ 297,246
Income from operations	31,166	32,518	28,301
Income before income taxes	30,674	31,975	29,254
Identifiable assets	304,536	333,392	244,888



Following is other selected geographic financial information on the Company's operations:

### Geographic Financial Information

(in thousands)	December 31,		
	2020	2019	2018
<b>Geographic net sales:</b>			
United States	\$ 862,430	\$ 774,854	\$ 726,582
France	81,259	99,145	90,956
Canada	65,313	72,950	62,077
United Kingdom	47,757	52,098	51,043
Brazil	16,592	17,919	16,829
Netherlands	23,946	23,462	3,983
Germany	9,328	7,825	1,600
Australia	10,999	7,550	9,055
Other	45,842	63,335	46,697
Total net sales	\$ 1,163,466	\$ 1,119,138	\$ 1,008,822
<b>Geographic location of long-lived assets:</b>			
United States	\$ 480,940	\$ 515,189	\$ 191,958
Netherlands	39,063	37,930	—
Canada	33,573	32,606	21,647
United Kingdom	18,843	19,840	19,270
France	21,033	19,513	18,650
Brazil	11,123	15,096	15,701
Australia	964	1,021	815
Total long-lived assets	\$ 605,539	\$ 641,195	\$ 268,041

Net sales are attributed to countries based on the location of customers.

## 20. OTHER COMMITMENTS AND CONTINGENCIES

The Company is subject to various unresolved legal actions that arise in the ordinary course of its business. The most significant of such actions relates to product liability, which is generally covered by insurance after various self-insured retention amounts. While amounts claimed might be substantial and the liability with respect to such litigation cannot be determined at this time, the Company believes that the outcome of these matters will not have a material adverse effect on the Company's consolidated financial position or results of operations; however, the ultimate resolution cannot be determined at this time.

Also, like other manufacturers, the Company is subject to a broad range of federal, state, local and foreign laws and requirements, including those concerning air emissions, discharges into waterways, and the generation, handling, storage, transportation, treatment and disposal of hazardous substances and waste materials, as well as the remediation of contamination associated with releases of hazardous substances at the Company's facilities and off-site disposal locations, workplace safety and equal employment opportunities. These laws and regulations are constantly changing, and it is impossible to predict with accuracy the effect that changes to such laws and regulations may have on the Company in the future. Like other industrial concerns, the Company's manufacturing operations entail the risk of noncompliance, and there can be no assurance that the Company will not incur material costs or other liabilities as a result thereof.

## 21. QUARTERLY FINANCIAL DATA (Unaudited)

Summarized quarterly financial data for 2020 and 2019 are presented below. Seasonal influences affect the Company's sales and profits, with heavier business occurring in May through August.

(in thousands, except per share amounts)

	2020				2019			
	First	Second	Third	Fourth	First	Second	Third	Fourth
Sales	\$ 314,448	\$ 268,635	\$ 291,759	\$ 288,624	\$ 261,934	\$ 285,186	\$ 271,829	\$ 300,189
Gross profit	78,940	67,825	78,636	66,709	63,308	73,133	68,710	68,076
Net income	15,528	12,989	20,033	8,080	15,253	20,667	17,418	9,568
Earnings per share								
Diluted	\$ 1.31	\$ 1.10	\$ 1.69	\$ 0.68	\$ 1.30	\$ 1.75	\$ 1.47	\$ 0.81
Average shares								
Diluted	11,827	11,842	11,851	11,859	11,777	11,798	11,813	11,811
Dividends per share	\$ 0.13	\$ 0.13	\$ 0.13	\$ 0.13	\$ 0.12	\$ 0.12	\$ 0.12	\$ 0.12
Market price of common stock								
High	\$ 131.87	\$ 117.35	\$ 116.67	\$ 144.75	\$ 101.58	\$ 106.19	\$ 124.33	\$ 129.74
Low	\$ 70.99	\$ 76.04	\$ 94.90	\$ 105.89	\$ 74.74	\$ 93.00	\$ 93.11	\$ 103.60

The sum of quarterly earnings per share may not equal total year earnings per share due to rounding of earnings per share amounts, and differences in weighted-average shares and equivalent shares outstanding for each of the periods presented.

**Exhibit 21.1****SUBSIDIARIES OF ALAMO GROUP INC.**

<b><u>Name</u></b>	<b><u>Jurisdiction of Incorporation</u></b>
Alamo Group (USA) Inc. (1)	Delaware
Alamo Group Europe Limited (1)	United Kingdom
Alamo Group (Canada) Inc. (1)	New Brunswick
Alamo Group Brazil I, Inc. (1)	Delaware
Alamo Group Brazil II, Inc. (1)	Delaware
Alamo Acquisition Corporation (2)	Delaware
Alamo Group (TX) Inc. (2)	Texas
Alamo Group Management Inc. (2)	Texas
Bush Hog, Inc. (2)	Delaware
Gradall Industries, Inc. (2)	Delaware
Henke Manufacturing Corporation (2)	Kansas
Herschel Parts, Inc. (2)	Nevada
Howard P. Fairfield LLC (2)	Delaware
Morbark Holdings Group, LLC (17)	Delaware
Morbark, LLC (15)	Michigan
Nite-Hawk Sweepers, LLC (2)	Washington
NP Real Estate Inc. (2)	Ohio
Old Dominion Brush Company, Inc. (2)	Delaware
Rayco Manufacturing, LLC (14)	Ohio
RhinoAg, Inc. (2)	Delaware
Schulte (USA) Inc. (2)	Florida
Schwarze Industries Australia PTY Ltd. (3)	Australia
Schwarze Industries, Inc. (2)	Alabama
Super Products LLC (2)	Delaware
Stellex Morbark Blocker, LLC (13)	Delaware
Stellex Morbark Splitter, LLC (16)	Delaware
Tenco Industries Inc. (2)	Delaware
Terrain King Corporation (2)	Nevada
Tiger Corporation (2)	Nevada
Wausau Equipment Company Inc. (2)	Delaware
ALG (HK) Limited (2)	Hong Kong
ALG (Beijing) Trading Co. Ltd. (9)	China
Bomford Turner Limited (4)	United Kingdom
Bomford & Evershed Ltd. (5)	United Kingdom
Bomford Turner (1954) Limited. (5)	United Kingdom
Kellands Agricultural Ltd. (4)	United Kingdom
McConnel Ltd. (4)	United Kingdom
Spearhead Machinery Ltd. (4)	United Kingdom
Turner International (ENG) Ltd. (5)	United Kingdom
Twose of Tiverton Ltd. (5)	United Kingdom
Alamo Group (FR) SAS (4)	France
SMA Faucheux SAS (6)	France
Forges Gorce SAS (6)	France
Rivard SAS (6)	France
Rousseau SAS (6)	France

ALSA Alamo Legal Services and Advice (6)	France
Schulte Industries Ltd. (7)	New Brunswick
Tenco Inc. (7)	New Brunswick
Everest Equipment Co. (7)	Nova Scotia
Super Products Canada Inc. (7)	Alberta
Denis Cimaf Inc. (14)	Quebec
Fieldquip PTY Ltd. (10)	Australia
Herder Implementos e Maquinas Agricolas Ltda. (12)	Brazil
Santa Izabel Agro Industria Ltda. (11)	Brazil
Alamo Group Netherlands Holding B.V. (4)	The Netherlands
Dutch Power Company B.V. (18)	The Netherlands
Conver B.V. (19)	The Netherlands
Herder B.V.. (19)	The Netherlands
Roberine B.V. (19)	The Netherlands
DPC Maschinen Vertrieb GMBH (19)	Germany

- 
- (1) 100% owned by Alamo Group Inc.
  - (2) 100% owned by Alamo Group (USA) Inc.
  - (3) 100% owned by Schwarze Industries, Inc.
  - (4) 100% owned by Alamo Group (Europe) Limited
  - (5) 100% owned by Bomford Turner Limited
  - (6) 100% owned by Alamo Group (FR) SAS
  - (7) 100% owned by Alamo Group (Canada) Inc.
  - (8) 100% owned by SMA SAS
  - (9) 100% owned by ALG (HK) Limited
  - (10) 100% owned by Schwarze Industries Australia PTY Ltd.
  - (11) 90% owned by Alamo Group Brazil I, Inc.  
10% owned by Alamo Group Brazil II, Inc.
  - (12) 99.99% owned by Santa Izabel Agro Industria Ltda.  
00.01% owned by Brazil 1, Inc.
  - (13) 100% owned by Alamo Acquisition Corporation
  - (14) 100% owned by Morbark, LLC.
  - (15) 100% owned by Morbark Holdings Group, LLC
  - (16) 87% Alamo Acquisition Corporation & 13% Owned by Stellex Morbarck Blocker LLC
  - (17) 87% owner Stellex Morbark Splitter LP & 13% owner Alamo Acquisition Corporation
  - (18) 100% owned by Alamo Group Netherlands Holding B.V.
  - (19) 100% owned by Dutch Power Company B.V.
  - (20) 100% owned by Denis Cimaf Inc.

**Exhibit 31.1**

I, Ronald A. Robinson, certify that:

1. I have reviewed this annual report on Form 10-K of Alamo Group Inc;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - a. Designed such disclosure controls and procedures or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - b. Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - c. Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - d. Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - a. All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - b. Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

February 25, 2021

/s/Ronald A. Robinson  
Ronald A. Robinson  
President & Chief Executive Officer

**Exhibit 31.2**

I, Dan E. Malone, certify that:

1. I have reviewed this annual report on Form 10-K of Alamo Group Inc;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - a. Designed such disclosure controls and procedures or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - b. Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - c. Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - d. Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - a. All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - b. Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

February 25, 2021

/s/Dan E. Malone

Dan E. Malone  
Executive Vice President & Chief Financial Officer

**Exhibit 31.3**

I, Richard J. Wehrle, certify that:

1. I have reviewed this annual report on Form 10-K of Alamo Group Inc;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - a. Designed such disclosure controls and procedures or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - b. Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - c. Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - d. Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - a. All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - b. Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

February 25, 2021

/s/Richard J. Wehrle

Richard J. Wehrle  
Vice President, Controller and Treasurer

**Exhibit 32.1**

**CERTIFICATION PURSUANT TO  
18 U.S.C. SECTION 1350,  
AS ADOPTED PURSUANT TO  
SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002**

In connection with the Annual Report of Alamo Group Inc. (the "Company") on Form 10-K for the period ended December 31, 2020 as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, Ronald A. Robinson, President & Chief Executive Officer of the Company, certify, pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, that:

1. The Report fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934 (15 U.S.C. 78m or 78o(d)); and
2. The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

February 25, 2021

/s/Ronald A. Robinson

Ronald A. Robinson  
President & Chief Executive Officer



**Exhibit 32.2**

**CERTIFICATION PURSUANT TO  
18 U.S.C. SECTION 1350,  
AS ADOPTED PURSUANT TO  
SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002**

In connection with the Annual Report of Alamo Group Inc. (the "Company") on Form 10-K for the period ended December 31, 2020 as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, Dan E. Malone, Executive Vice President & Chief Financial Officer of the Company, certify, pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, that:

1. The Report fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934 (15 U.S.C. 78m or 78o(d)); and
2. The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

February 25, 2021

/s/Dan E. Malone

Dan E. Malone  
Executive Vice President & Chief Financial Officer  
(Principal Financial Officer)

**Exhibit 32.3**

**CERTIFICATION PURSUANT TO  
18 U.S.C. SECTION 1350,  
AS ADOPTED PURSUANT TO  
SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002**

In connection with the Annual Report of Alamo Group Inc. (the "Company") on Form 10-K for the period ended December 31, 2020 as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, Richard J. Wehrle, Vice President & Corporate Controller of the Company, certify, pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, that:

1. The Report fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934 (15 U.S.C. 78m or 78o(d)); and
2. The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

February 25, 2021

/s/Richard J. Wehrle

Richard J. Wehrle  
Vice President, Controller and Treasurer  
(Principal Accounting Officer)

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# ALAMO GROUP INC.

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## BOARD OF DIRECTORS

### Roderick R. Baty

Chairman of the Board:  
Retired — Director since 2011

### Robert P. Bauer <sup>(1)</sup> <sup>(2)</sup> <sup>(3)</sup>

President & Chief Executive Officer:  
L.B. Foster Company — Director since 2015

### Eric P. Etchart <sup>(1)</sup> <sup>(3)</sup>

Retired — Director since 2015

### Tracy C. Jokinen <sup>(1)</sup> <sup>(2)</sup>

Executive Vice President & Chief Financial Officer:  
Vyaire Medical — Director since 2016

### Richard W. Parod <sup>(1)</sup> <sup>(2)</sup> <sup>(3)</sup>

Retired — Director since 2017

### Ronald A. Robinson

Chief Executive Officer and President — Director since 1999

### Lorie L. Tekorius <sup>(2)</sup> <sup>(3)</sup>

President & Chief Operating Officer:  
Greenbrier Companies, Inc. — Director since 2019

(1) Member of Compensation Committee

(2) Member of Audit Committee

(3) Member of Nominating/Corporate Governance Committee

## OFFICERS

### Ronald A. Robinson

Chief Executive Officer and President

### Dan E. Malone

Executive Vice President and Chief Financial Officer

### Jeffery A. Leonard

Executive Vice President, Industrial Division Manager

### Richard H. Raborn

Executive Vice President, Agricultural Division Manager

### Janet S. Pollock

Vice President, Human Resources

### Edward T. Rizzuti

Vice President, General Counsel and Secretary

### Lori L. Sullivan

Vice President, Internal Audit

### Richard J. Wehrle

Vice President, Corporate Controller and Treasurer

## Corporate Office

### Alamo Group Inc.

1627 East Walnut | Seguin, TX 78155

**p** 830.379.1480

**f** 830.372.9683

[www.alamo-group.com](http://www.alamo-group.com)

STOCK SYMBOL: ALG

Stock traded on NYSE

CUSIP Number: 011311107

## Investor Relations Contact

### Dan E. Malone

Alamo Group Inc.

**p** 830.372.9581

**f** 830.372.9683

**e** [dmalone@alamo-group.com](mailto:dmalone@alamo-group.com)

## Transfer Agent and Registrar

### American Stock Transfer & Trust Co.

6201 15<sup>th</sup> Avenue | Brooklyn, NY 11219

**p** 800.937.5449

**e** [info@astfinancial.com](mailto:info@astfinancial.com)

[www.astfinancial.com](http://www.astfinancial.com)

## Annual Stockholders' Meeting

Date: May 6, 2021, 9:00 a.m. CST

Virtual Meeting

[www.virtualshareholdermeeting.com/ALG2021](http://www.virtualshareholdermeeting.com/ALG2021)

## Independent Auditors

### KPMG LLP

17802 IH 10, Suite 101 Promenade Two

San Antonio, TX 78257

## Counsel

### Clark Hill Strasburger

The Bakery Building

2301 Broadway Street | San Antonio, TX 78215

### Sidley Austin LLP

787 7<sup>th</sup> Avenue | New York, New York 10019



