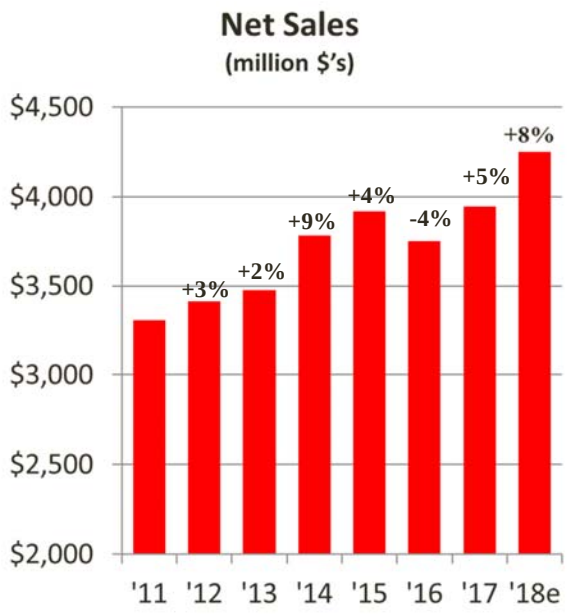
Financials

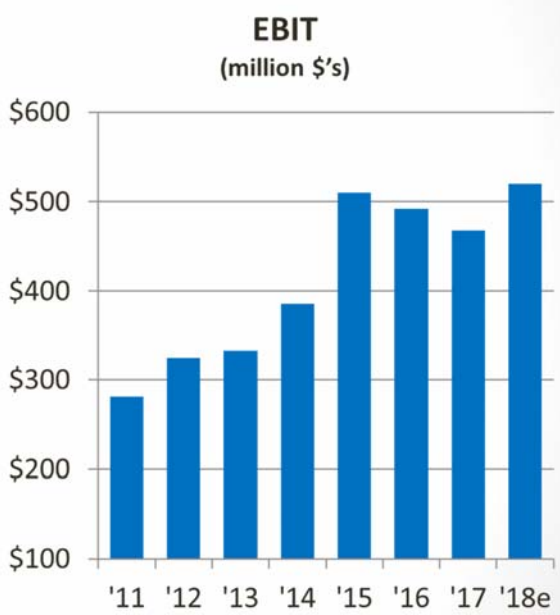
Recent Financials

$'s in millions	2011	2012	2013	2014	2015	2016	2017
Sales:	3,303	3,415	3,477	3,782	3,917	3,750	3,944
EBIT:	281	324	333	385	510	492	468
EBIT Margin:	*8.5%*	*9.5%*	*9.6%*	*10.2%*	*13.0%*	*13.1%*	*11.9%*
Earnings from Continuing Operations	183	204	223	258	343	349	336
Earnings Cont Ops Margin:	*5.5%*	*5.9%*	*6.4%*	*6.8%*	*8.8%*	*9.3%*	*8.5%*
EPS:	1.22	1.39	1.50	1.78	2.36	2.49	2.46
EBITDA:	398	443	449	504	623	607	594
Cash from Ops:	329	450	417	382	359	553	444

* **Amounts are from continuing operations and exclude non-recurring items. See Appendix - Non-GAAP Adjustments.**

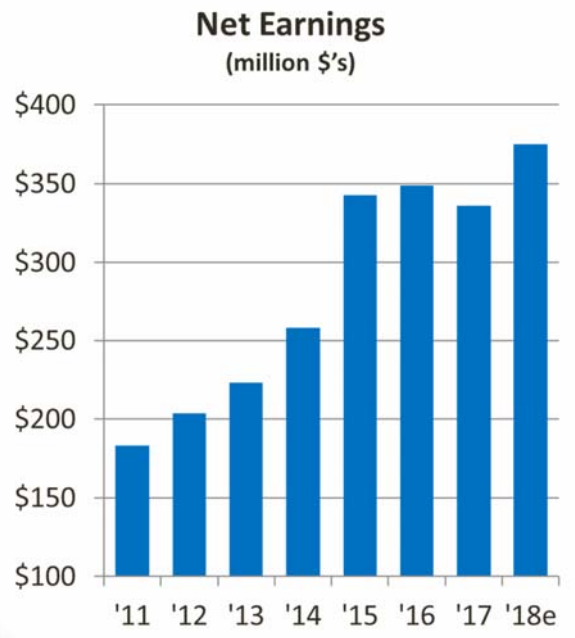
Sales and EBIT

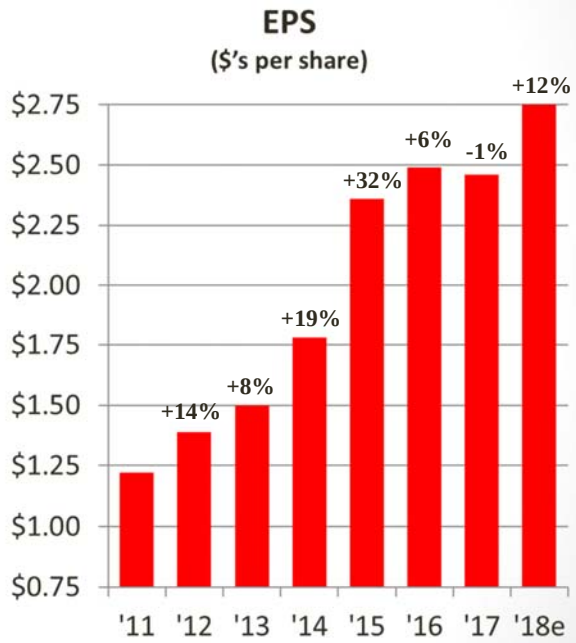




- **Amounts are from continuing operations and exclude unusual items. See Appendix - Non-GAAP Adjustments.**
- **2018 estimates are based on mid-point of guidance.**

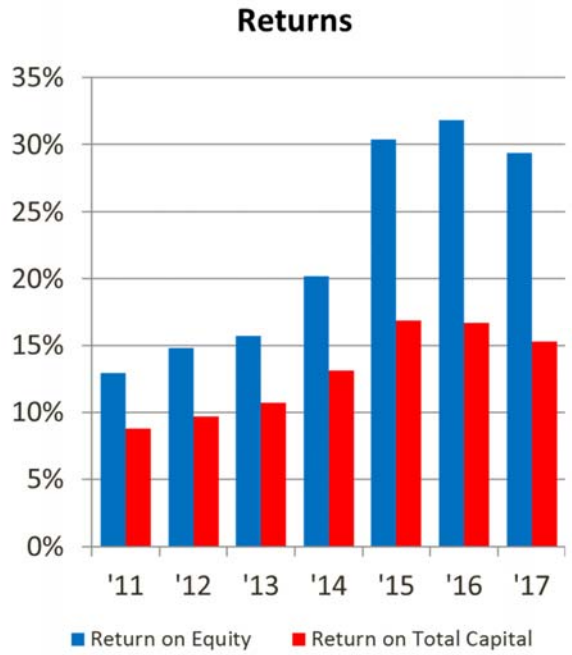
Net Earnings and EPS

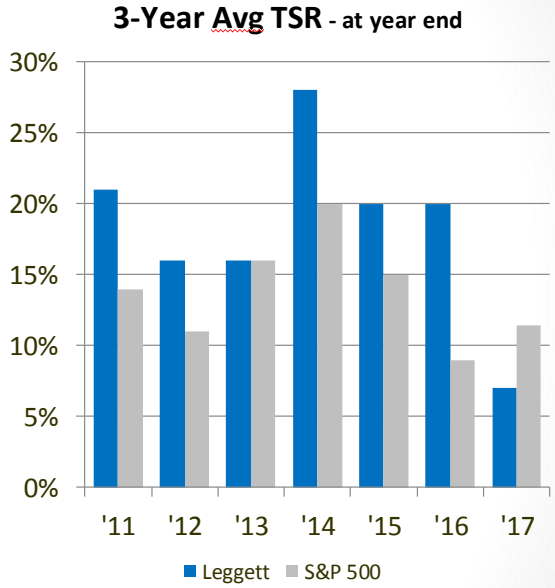




- Amounts are from continuing operations and exclude unusual items. See Appendix - Non-GAAP Adjustments.
- 2018 estimates are based on mid-point of guidance.

Returns and TSR





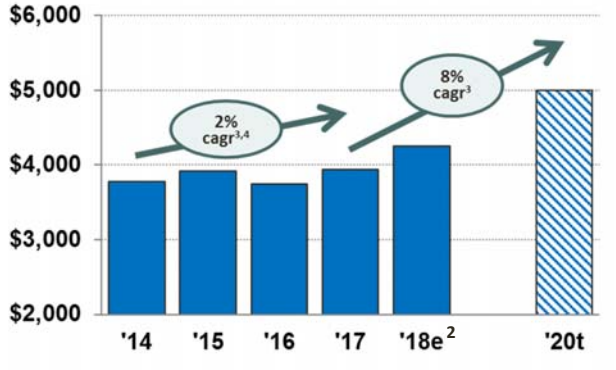
- See Appendix – Non-GAAP Adjustments for return calculations.
- TSR assuming dividends continually reinvested.

3-Year Targets

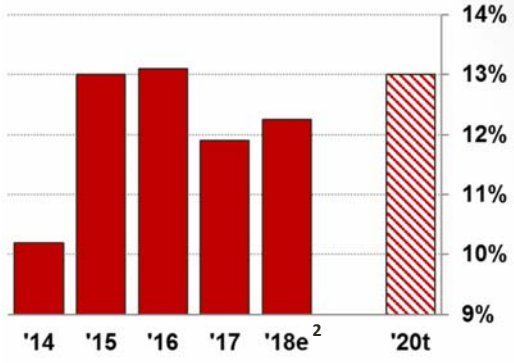
Leggett & Platt

2020 Operating Targets

Sales, (mln $'s)



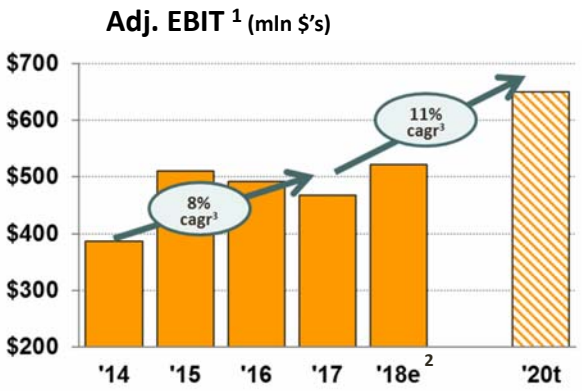
Adj. EBIT Margin [1]

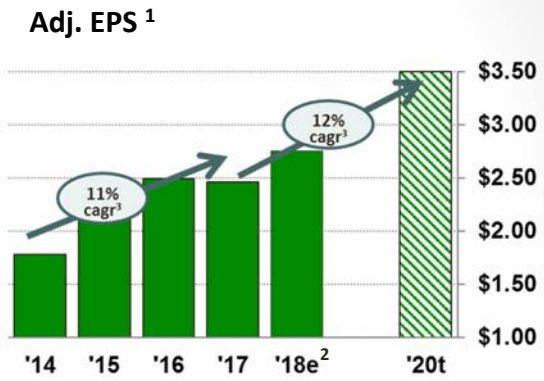


- **Sales growth assumptions through 2020:**
  - Macro environment supports reasonable strength in market demand
  - Sales continue to benefit from content gains and new program awards
  - Organic sales growth augmented by strategic acquisitions
  - No significant impact from inflation, deflation, currency, or divestitures

[1] Amounts are from continuing operations and exclude unusual items. See Appendix - Non-GAAP Adjustments.
[2] 2018 estimates based on midpoint of guidance.
[3] CAGRs are 3-year.
[4] 5% growth from volume + acquisitions, offset 3% by divestitures, commodity deflation, and currency.

2020 Operating Targets



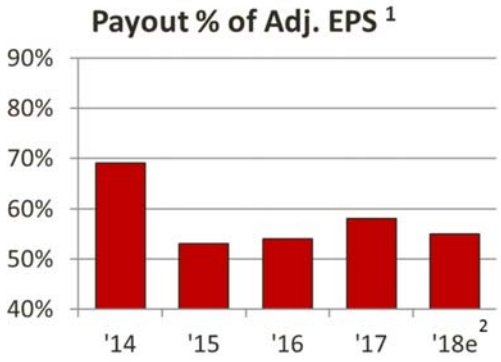


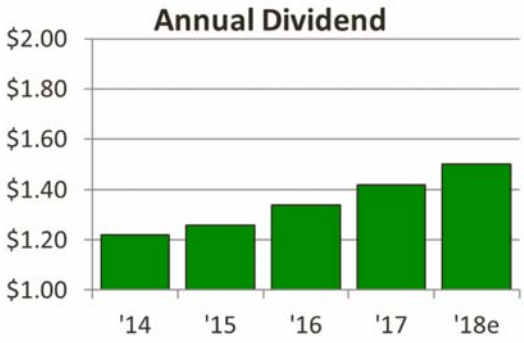
- **2020 EBIT is based on sales and margin targets**
- **2020 EPS assumes 1% annual reduction in outstanding shares; 22% tax rate; flat interest expense**

[1] Amounts are from continuing operations and exclude unusual items. See Appendix - Non-GAAP Adjustments.
[2] 2018 estimates based on mid-point of guidance.
[3] CAGRs are 3-year.

Dividend Growth

- Dividend payout target is **50-60% of earnings**
- Dividend growth should approx earnings growth





[1] EPS from continuing ops exclude unusual items. See Appendix - Non-GAAP Adjustments.
[2] 2018 estimates based on mid-point of guidance.

51 Year Financial History

Income Statement -- Page 1

For the Fiscal Year	Income Statement: Net Sales	Gross Profit [5]	SG&A [5]	Other Expense (Income)	EBIT [2 3 4]	Net Int. Exp.	Interest Income	Inc. Tax [2 3]	Net Earnings [2 3]	EBITDA: Dep. & Amort.	EBITDA	Per Share Amounts, NOT Split Adjusted: EPS [2 3]	Oper Cash Flow	Dividends	Market Price, Dec 31	Shares: Share Count [7] (fully diluted)	Stock Splits [6]	Per Share Amounts, Split Adjusted: EPS [2 3]	Oper Cash Flow	Dividends	Market Price, Dec 31
	(In Millions, except per share data)																				
1967	13.3	2.2	1.4	1967 -	0.8	0.1		0.3	0.4			1.20		0.50	6.88	0.3		0.013		0.0055	0.08
1968	17.3	3.3	2.1	1973 SGA	1.3	0.2		0.5	0.6			1.60		0.56	25.00	0.4		0.017		0.0062	0.28
1969	25.2	4.7	2.9	& other	1.7	0.3		0.6	0.7			0.93		0.35	21.13	0.8	5:3	0.017		0.0066	0.39
1970	30.1	6.3	4.0	expense	2.3	0.6		0.7	1.0			0.98		0.36	12.75	1.0		0.018		0.0067	0.24
1971	37.0	7.8	4.8	are	3.0	0.7		1.1	1.2			1.16		0.36	17.38	1.0		0.021		0.0067	0.32
1972	58.5	13.4	8.0	summed	5.4	0.7		2.2	2.5			1.07		0.25	34.63	2.3		0.030		0.0069	0.64
1973	82.2	19.6	11.2	together	8.4	1.5		3.3	3.7			1.44		0.26	9.88	2.6	3:2	0.040		0.0072	0.27
1974	94.4	21.4	11.4	0.2	9.3	2.7		3.3	3.3			1.25		0.29	5.25	2.6		0.035		0.0081	0.15
1975	98.3	22.0	12.9	0.2	8.7	2.0		3.5	3.2			1.23		0.32	7.63	2.6		0.034		0.0089	0.21
1976	117.7	27.9	14.8	0.6	12.3	1.5		5.6	5.3			1.99		0.36	12.75	2.7		0.055		0.010	0.35
1977	156.9	33.2	18.1	0.5	14.7	1.9		6.3	6.5			2.43		0.44	16.75	2.7		0.068		0.012	0.47
1978	179.7	38.5	20.0	0.9	18.6	2.5		7.2	8.9			2.20		0.35	13.38	4.0	3:2	0.092		0.015	0.56
1979	214.6	31.3	14.9	1.0	15.7	3.8		5.0	6.9			1.70		0.44	11.13	4.1		0.071		0.018	0.46
1980	229.2	35.8	17.6	0.9	18.1	3.4		6.2	8.4			2.06		0.51	12.25	4.1		0.086		0.021	0.51
1981	262.6	43.4	20.1	0.5	23.6	3.0		8.7	12.0			3.14		0.60	22.13	3.8		0.131		0.025	0.92
1982	275.0	41.6	22.1	1.2	18.9	3.5		6.2	9.1			2.54		0.68	25.63	3.6		0.106		0.028	1.07
1983	354.1	56.9	26.9	0.2	31.1	4.6		10.9	15.6			1.83		0.38	20.00	8.8	2:1	0.153		0.031	1.67
1984	424.8	67.8	32.9	(1.9)	38.2	5.5		11.9	20.8			2.14		0.44	18.88	10.1		0.178		0.037	1.57
1985	478.9	83.1	36.4	(0.7)	47.4	6.3		17.1	24.0			1.63		0.33	33.25	15.2		0.204		0.042	2.77
1986	585.7	102.6	44.3	(6.2)	64.5	6.4		23.6	34.6			2.03		0.40	25.75	17.5	3:2	0.254		0.050	3.22
1987	649.2	113.4	46.8	(4.0)	70.5	6.5		26.6	37.5			2.22		0.56	22.00	17.5		0.278		0.070	2.75
1988	809.9	128.6	61.6	(0.4)	67.4	7.4		22.3	37.7	23.9	91.3	2.17	2.38	0.64	23.75	18.2		0.271	0.297	0.080	2.97
1989	991.6	165.4	76.9	0.1	88.4	12.7		29.8	45.9	28.4	116.8	2.58	2.99	0.74	30.00	18.5		0.323	0.374	0.093	3.75
1990	1,088.6	179.2	91.5	21.9	86.0	15.2		27.1	43.7	34.4	120.4	2.43	3.52	0.84	26.38	18.7		0.293	0.440	0.105	3.30
1991	1,081.8	178.3	100.2	2.0	76.1	12.3		24.5	39.4	36.4	112.5	2.18	4.64	0.86	37.88	18.8		0.273	0.580	0.108	4.73
1992	1,170.5	211.1	102.3	3.2	105.6	5.8		37.3	62.5	38.2	143.8	1.63	2.52	0.46	34.00	38.6	2:1	0.408	0.629	0.115	8.50
1993	1,526.7	284.3	127.7	5.4	151.2	10.2		55.1	85.9	45.3	196.5	2.09	3.55	0.54	50.00	41.1		0.523	0.886	0.135	12.50
1994	1,858.1	350.0	148.0	2.7	199.3	9.8		74.1	115.4	56.9	256.2	2.78	4.16	0.62	35.00	41.6		0.695	1.040	0.155	8.75
1995	2,059.3	405.6	169.4	4.0	232.2	11.5		85.8	134.9	67.1	299.3	1.59	2.39	0.38	24.25	85.0	2:1	0.795	1.195	0.190	12.13
1996	2,466.2	522.0	202.0	13.7	306.3	30.0		106.9	169.4	92.2	398.5	1.85	2.59	0.46	34.63	91.8		0.925	1.296	0.230	17.31
1997	2,909.2	621.3	242.3	13.9	365.1	31.8		125.0	208.3	105.6	470.7	2.16	2.98	0.54	41.88	96.6		1.080	1.492	0.270	20.94
1998	3,370.4	737.2	288.5	19.6	429.1	33.5		147.6	248.0	127.9	557.0	1.24	1.77	0.32	22.00	200.7	2:1	1.240	1.769	0.315	22.00
1999	3,779.0	869.6	340.5	26.6	502.5	39.9		172.1	290.5	149.3	651.8	1.45	1.85	0.36	21.44	200.9		1.450	1.845	0.360	21.44
2000	4,276.3	912.3	391.6	39.9	480.8	62.2		154.5	264.1	173.3	654.1	1.32	2.20	0.42	18.93	200.4		1.320	2.200	0.420	18.94
2001	4,113.8	816.9	415.2	50.5	351.2	53.9		109.7	187.6	196.6	547.8	0.94	2.67	0.48	23.00	200.4		0.940	2.667	0.480	23.00
2002	4,271.8	821.7	394.2	26.9	400.6	42.1	5.0	130.4	233.1	164.6	565.2	1.17	2.28	0.50	22.44	199.8		1.170	2.282	0.500	22.44
2003	4,388.2	771.7	409.9	6.5	355.3	46.9	6.7	109.2	205.9	167.0	522.3	1.05	2.01	0.54	21.63	197.0		1.050	2.007	0.540	21.63
2004	5,085.5	915.8	460.2	(6.1)	461.7	45.9	6.8	137.2	285.4	177.2	638.9	1.45	1.74	0.58	28.43	196.9		1.450	1.739	0.580	28.43
2005	5,299.3	912.8	468.8	47.8	396.2	46.7	6.7	104.9	251.3	171.1	567.3	1.30	2.32	0.63	22.96	193.6		1.298	2.316	0.630	22.96
2006	5,505.4	998.4	489.5	26.9	482.0	56.2	9.0	134.5	300.3	175.4	657.4	1.61	2.56	0.67	23.90	186.8		1.608	2.564	0.670	23.90

[1] **Amounts as originally reported (unless stated otherwise)**

[2] EBIT amounts exclude extraordinary items (net of tax)

[3] 1990 amounts exclude non-recurring restructuring charge of $20.3 million ($14.3 million after tax);
1996 amounts exclude non-recurring merger related costs of $26.6 million ($16.4 million after tax) and an extraordinary item of $12.5 million after tax

[4] 1978 - 1984 amounts include equity from majority-owned corporations.

[5] Beginning in 2002, shipping & handling expense is included in COGS. In prior years, this expense was included in SG&A. Amounts on this schedule have been restated back to 1979 to reflect the reclass.

[6] Stock-splits occurred on the following dates: May 13, 1969; January 15, 1973; September 29, 1978; August 26, 1983; March 14, 1986; June 15, 1992; September 15, 1995; June 15, 1998.

[7] Leggett & Platt's IPO (as NYSE symbol: LEG) was 50,000 shares in 1967. Leggett publicly issued additional shares as follows: 175,000 shares in 1969; 175,000 shares in 1972; and 313,500 shares in 1983.

51 Year Financial History

Income Statement -- Page 2

Continuing Operations (see explanation below)

	Income Statement													EBITDA		Per Share Amounts NOT Split Adjusted				Shares		Per Share Amounts Split Adjusted			
For the Fiscal Year	Net Sales	Gross Profit	SG&A	Other Expense (Income)	EBIT	Net Int. Exp.	Interest Income	Inc. Tax	Earnings from Continuing Ops.	After-tax Earnings from Disc. Ops.	Net Earnings	Less: Non-Controlling Interests	Net Earnings Attributable to Leggett	Dep. & Amort.	EBITDA	EPS from Cont. Ops.	Oper Cash Flow	Dividends	Market Price, Dec 31	Share Count (fully diluted)	Stock Splits	EPS from Cont. Ops.	Oper Cash Flow	Dividends	Market Price, Dec 31
2002	3,342.6	666.6	325.4	11.8	329.4	39.0	4.7	106.4	188.7	36.9	225.6		225.6	128.5	457.9	0.94	2.28	0.50	22.44	199.8		0.944	2.282	0.500	22.44
2003	3,468.3	641.0	340.1	5.3	295.6	43.8	6.4	87.9	170.3	35.6	205.9		205.9	131.3	426.9	0.86	2.01	0.54	21.63	197.0		0.864	2.007	0.540	21.63
2004	4,055.1	761.3	386.7	(9.1)	383.7	45.6	6.8	107.7	237.2	50.1	287.3	1.9	285.4	140.2	523.9	1.20	1.74	0.58	28.43	196.9		1.195	1.739	0.580	28.43
2005	4,197.1	769.5	389.7	35.1	344.7	45.7	6.6	86.5	219.1	35.2	254.3	3.0	251.3	133.4	478.1	1.12	2.32	0.63	22.96	193.6		1.116	2.316	0.630	22.96
2006	4,266.9	802.6	395.3	20.4	386.9	54.2	6.4	99.5	239.6	64.2	303.8	3.5	300.3	135.4	522.3	1.26	2.56	0.67	23.90	186.8		1.264	2.564	0.670	23.90
2007	4,250.0	795.8	429.7	169.6	196.5	58.6	9.5	82.4	65.0	(70.6)	(5.6)	5.6	(11.2)	143.5	340.0	0.33	3.41	0.78	17.44	179.8		0.330	3.413	0.780	17.44
2008	4,076.1	691.2	423.2	35.7	232.3	48.4	8.7	65.1	127.5	(18.5)	109.0	4.6	104.4	140.4	372.7	0.73	2.59	1.00	15.19	168.2		0.731	2.593	1.000	15.19
2009	2,673.0	564.9	325.5	31.6	207.8	37.3	5.4	68.9	107.0	8.0	115.0	3.2	111.8	118.7	326.5	0.65	3.53	1.02	20.40	160.0		0.649	3.533	1.020	20.40
2010	2,980.2	599.4	313.3	7.6	278.5	37.7	5.2	69.6	176.4	6.4	182.8	6.2	176.6	111.4	389.9	1.11	2.36	1.06	22.76	153.3		1.110	2.365	1.060	22.76
2011	3,303.2	630.5	343.4	21.3	265.8	38.1	6.7	61.5	172.9	(16.5)	156.4	3.1	153.3	105.4	371.2	1.16	2.24	1.10	23.04	147.0		1.155	2.237	1.100	23.04
2012	3,414.5	695.6	348.1	23.1	324.4	43.4	6.5	55.7	231.8	18.7	250.5	2.3	248.2	111.4	435.8	1.57	3.08	1.14	27.22	146.0		1.572	3.080	1.140	27.22
2013	3,477.2	709.9	367.9	67.4	274.6	44.7	7.7	51.3	186.3	13.4	199.7	2.4	197.3	116.5	391.1	1.25	2.83	1.18	30.94	147.2		1.249	2.832	1.180	30.94
2014	3,782.3	790.4	449.6	9.3	331.5	41.8	5.8	70.3	225.2	(124.0)	101.2	3.2	98.0	117.9	449.4	1.55	2.67	1.22	42.61	143.2		1.550	2.667	1.220	42.61
2015	3,917.2	923.2	416.9	19.8	486.5	41.1	4.4	121.8	328.0	1.2	329.2	4.1	325.1	113.2	599.7	2.27	2.51	1.26	42.02	142.9		2.267	2.513	1.260	42.02
2016	3,749.9	899.2	396.8	(19.6)	522.0	38.8	3.9	120.0	367.1	19.1	386.2	0.4	385.8	115.4	637.4	2.62	3.95	1.34	48.88	140.0		2.619	3.947	1.340	48.88
2017	3,943.8	867.9	403.6	(3.6)	467.9	43.5	7.6	138.4	293.6	(0.9)	292.7	0.1	292.6	125.9	593.8	2.14	3.23	1.42	47.73	137.3		2.138	3.232	1.420	47.73

Adjusted Continuing Operations (see explanation below)

2002	3,342.6	666.6	325.4	11.8	329.4	39.0	4.7	106.4	188.7		188.7		188.7	128.5	457.9	0.94	2.28	0.50	22.44	199.8		0.944	2.282	0.500	22.44
2003	3,468.3	641.0	340.1	5.3	295.6	43.8	6.4	87.9	170.3		170.3		170.3	131.3	426.9	0.86	2.01	0.54	21.63	197.0		0.864	2.007	0.540	21.63
2004	4,055.1	761.3	386.7	(9.1)	383.7	45.6	6.8	107.7	237.2		237.2	1.9	235.3	140.2	523.9	1.20	1.74	0.58	28.43	196.9		1.195	1.739	0.580	28.43
2005	4,197.1	803.5	389.7	4.1	409.7	45.7	6.6	118.5	252.1		252.1	3.0	249.1	133.4	543.1	1.29	2.32	0.63	22.96	193.6		1.287	2.316	0.630	22.96
2006	4,266.9	802.6	383.3	6.4	412.9	54.2	6.4	118.5	246.6		246.6	3.5	243.1	135.4	548.3	1.30	2.56	0.67	23.90	186.8		1.301	2.564	0.670	23.90
2007	4,250.0	800.8	417.7	14.6	368.5	58.6	9.5	97.4	222.0		222.0	5.6	216.4	143.5	512.0	1.20	3.41	0.78	17.44	179.8		1.204	3.413	0.780	17.44
2008	4,076.1	703.2	416.2	16.7	270.3	48.4	8.7	80.1	150.5		150.5	4.6	145.9	140.4	410.7	0.87	2.59	1.00	15.19	168.2		0.867	2.593	1.000	15.19
2009	2,673.0	564.9	317.5	20.6	226.8	37.3	5.4	68.9	126.0		126.0	3.2	122.8	118.7	345.5	0.77	3.53	1.02	20.40	160.0		0.768	3.533	1.020	20.40
2010	2,980.2	599.4	313.3	7.6	278.5	37.7	5.2	69.6	176.4		176.4	6.2	170.2	111.4	389.9	1.11	2.36	1.06	22.76	153.3		1.110	2.365	1.060	22.76
2011	3,303.2	631.6	343.4	7.7	280.5	38.1	6.7	66.8	182.3	-	182.3	3.1	179.2	105.4	385.9	1.22	2.24	1.10	23.04	147.0		1.219	2.237	1.100	23.04
2012	3,414.5	695.6	348.1	23.1	324.4	43.4	6.5	82.7	204.8		204.8	2.3	202.5	111.4	435.8	1.39	3.08	1.14	27.22	146.0		1.387	3.080	1.140	27.22
2013	3,477.2	709.9	367.9	9.3	332.7	44.7	7.7	72.8	222.9		222.9	2.4	220.5	112.7	445.4	1.50	2.83	1.18	30.94	147.2		1.498	2.832	1.180	30.94
2014	3,782.3	790.4	396.2	9.3	384.9	41.8	5.8	90.6	258.3		258.3	3.2	255.1	117.9	502.8	1.78	2.67	1.22	42.61	143.2		1.781	2.667	1.220	42.61
2015	3,917.2	931.4	407.5	14.3	509.6	41.1	4.4	130.9	342.0		342.0	4.1	337.9	113.2	622.8	2.36	2.51	1.26	42.02	142.9		2.365	2.513	1.260	42.02
2016	3,749.9	899.2	403.7	3.6	491.9	38.8	3.9	108.1	348.9		348.9	0.4	348.5	115.4	607.3	2.49	3.95	1.34	48.88	140.0		2.489	3.947	1.340	48.88
2017	3,943.8	880.9	401.3	11.9	467.7	43.5	7.6	95.9	335.9		335.9	0.1	335.8	125.9	593.6	2.46	3.23	1.42	47.73	137.3		2.460	3.232	1.420	47.73

In late 2007, we announced the decision to divest seven businesses. Income statements for 2002 through 2008 reflect those businesses as discontinued operations.
In 2014, we divested the majority of the Store Fixtures business. Income statements for 2009 through 2014 reflect that business as discontinued operations.
"Adjusted Continuing Operations" also exclude unusual items to better reflect operating performance in each year. See Appendix - Non-GAAP Adjustments.

51 Year Financial History
Cash Flow

For the Fiscal Year	Cash From Operations					Investing Activity			Financing Activity				Measures of Cash Flow			
	Net Earnings	Depre-ciation	Amort-ization	Working Capital Change	Other	Adds to PP&E	Acquired Firms, net of cash	Other	Debt Added (Repaid)	Stock Issued (Bought)	Dividends Paid	Other	Increase in Cash & Equiv.	Cash from Ops	Free Cash Flow	"Excess" Cash Flow
	(In Millions)															
1967													-	0.68	0.7	0.7
1968													-	0.94	0.9	0.9
1969													-		-	-
1970													-		-	-
1971													-	0.70	0.7	0.7
1972													-	0.40	0.4	0.4
1973													-	2.90	2.9	2.9
1974													-	2.50	2.5	2.5
1975													-	10.1	10.1	10.1
1976													-	5.3	5.3	5.3
1977													-	6.7	6.7	6.7
1978													-	12.5	12.5	12.5
1979													-	9.2	9.2	9.2
1980													-	18.7	18.7	18.7
1981													-	15.7	15.7	15.7
1982													-	14.1	14.1	14.1
1983	NOTE: For years prior to 1988 the format of cash flow reporting was substantially different.												-	10.1	10.1	10.1
1984	We have attempted to restate prior year cash flows to be somewhat comparable												-	25.6	25.6	25.6
1985	with the current format by adding depreciation and amortization to reported net earnings.												-	26.2	26.2	26.2
1986													-	40.1	40.1	40.1
1987													-	37.8	37.8	37.8
1988	37.7	21.7	2.2	(24.0)	5.5	(36.3)	(40.8)	(1.6)	19.7	3.7	(11.4)	(1.6)	(25.0)	43.2	6.9	(45.2)
1989	45.9	25.7	2.7	(22.2)	3.1	(28.7)	(33.6)	(1.6)	22.4	(5.2)	(12.2)	(0.4)	(4.1)	55.2	26.5	(19.3)
1990	29.4	30.2	4.2	(9.5)	11.5	(42.7)	(43.6)	4.6	36.4	(5.1)	(14.3)	(0.8)	0.4	65.9	23.2	(34.7)
1991	39.4	36.4		11.6	0.1	(33.4)	(9.5)	8.6	(34.4)	0.4	(14.9)	(2.3)	2.0	87.5	54.1	29.7
1992	62.5	38.2		(1.0)	(2.5)	(33.2)	(5.8)	6.3	(42.7)	(1.6)	(21.1)	(0.4)	(1.3)	97.2	64.0	37.1
1993	85.9	39.1	6.2	4.4	10.1	(54.2)	(78.0)	2.8	0.3	1.5	(21.1)	(1.8)	(4.8)	145.7	91.5	(7.6)
1994	115.4	48.8	8.1	5.3	(4.6)	(88.5)	(78.8)	0.7	19.5	1.1	(25.4)	0.7	2.3	173.0	84.5	(19.7)
1995	134.9	58.0	9.1	2.0	(0.8)	(93.9)	(28.7)	(0.6)	(20.7)	(21.5)	(31.9)	(1.9)	4.0	203.2	109.3	48.7
1996	140.5	75.8	16.4	(24.3)	29.7	(96.2)	(89.7)	(3.1)	(16.5)	(5.1)	(30.3)	(1.7)	(4.5)	238.1	141.9	21.9
1997	208.3	88.3	17.3	(29.9)	4.3	(119.4)	(171.6)	8.2	50.1	0.9	(48.0)	(4.5)	4.0	288.3	168.9	(50.7)
1998	248.0	106.1	21.8	(45.5)	24.5	(147.6)	(117.1)	6.7	52.8	(8.5)	(59.9)	(5.5)	75.8	354.9	207.3	30.3
1999	290.5	120.5	28.8	(58.0)	(11.0)	(159.1)	(290.1)	8.2	157.0	(77.5)	(69.1)	(3.1)	(62.9)	370.8	211.7	(147.5)
2000	264.1	139.2	34.1	(7.9)	11.3	(169.7)	(252.3)	(15.2)	145.5	(49.2)	(78.6)	(4.6)	16.7	440.8	271.1	(59.8)
2001	187.6	156.7	39.9	181.6	(31.3)	(128.0)	(95.1)	41.9	(59.6)	(51.3)	(92.5)	-	149.9	534.5	406.5	218.9
2002	233.1	154.4	10.2	32.4	25.8	(124.0)	(45.6)	23.3	(95.0)	(80.5)	(96.3)	-	37.8	455.9	331.9	190.0
2003	205.9	158.6	8.4	(0.8)	23.2	(136.6)	(120.4)	50.9	211.4	(79.0)	(102.7)	-	218.9	395.3	258.7	35.6
2004	285.4	166.7	10.5	(114.5)	(5.6)	(157.1)	(46.4)	33.1	59.0	(73.8)	(109.9)	-	47.4	342.5	185.4	29.1
2005	251.3	160.8	10.3	9.1	16.8	(164.2)	(181.0)	2.8	(187.0)	(226.9)	(118.4)	-	(426.4)	448.3	284.1	(15.3)
2006	300.3	156.6	18.8	(64.0)	67.2	(166.3)	(83.2)	18.0	73.0	(139.7)	(121.1)	7.4	67.0	478.9	312.6	108.3
2007	(11.2)	156.9	26.5	181.7	259.8	(148.8)	(111.3)	102.1	(34.0)	(229.9)	(124.8)	6.5	73.5	613.7	464.9	228.8
2008	104.4	115.9	24.5	50.4	141.0	(118.3)	(10.3)	391.9	(275.8)	(290.6)	(165.1)	(8.7)	(40.7)	436.2	317.9	142.5
2009	115.0	109.6	20.7	185.6	134.4	(83.0)	(2.8)	13.3	(64.2)	(188.0)	(157.2)	12.4	95.8	565.3	482.3	322.3
2010	182.8	103.0	19.8	(17.5)	74.4	(67.7)	(4.9)	7.5	(45.8)	(106.3)	(154.9)	(6.4)	(16.0)	362.5	294.8	135.0
2011	156.4	98.1	18.8	(13.8)	69.4	(75.0)	(6.6)	45.0	65.1	(204.7)	(155.9)	(5.0)	(8.2)	328.9	253.9	91.4
2012	250.5	90.4	28.6	57.4	22.8	(71.0)	(211.6)	(11.4)	201.6	5.6	(199.5)	(40.6)	122.8	449.7	378.7	(32.4)
2013	199.7	90.1	32.5	26.4	68.2	(80.6)	(27.9)	33.2	(180.4)	(132.5)	(124.9)	9.8	(86.4)	416.9	336.3	183.5
2014	101.2	89.9	28.0	53.6	109.2	(94.1)	(70.4)	61.8	87.0	(127.9)	(167.5)	(10.7)	60.1	381.9	287.8	49.9
2015	329.2	83.5	29.7	(170.8)	87.5	(103.2)	(11.1)	44.7	(3.3)	(183.2)	(171.6)	(11.0)	(79.6)	359.1	255.9	73.2
2016	386.2	86.8	28.6	15.1	35.9	(124.0)	(29.5)	51.5	6.5	(193.1)	(177.4)	(57.9)	28.7	552.6	428.6	221.7
2017	292.7	95.3	30.6	(80.2)	105.3	(159.4)	(39.1)	33.5	281.5	(155.0)	(185.6)	24.6	244.2	443.7	284.3	59.6

[1] **As originally reported (unless stated otherwise)**

Free Cash Flow = Cash From Operations - Adds to PP&E

"Excess" Cash Flow = Cash From Operations - Adds to PP&E - Cash Spent on Acquisitions - Dividends

51 Year Financial History

Balance Sheet

For the Fiscal Year	Assets						Liabilities						Equity	Net Debt [5]	Total Capital-ization [2]	Net Assets [4]	Net Working Capital [3]	2-Year Average			
	Cash & Equiv	Accts & Notes Recvbl	Invent.	Current Assets	Net PP&E	Total Assets	Accts Payable	Curr. Debt	Oth. Curr.	Total Curr. Liab.	Long Term Debt	Other & Def. Taxes						Total Assets	Equity	Net Work Capital	Total Capital
	(In Millions)					6.0					0.7		3.8		4.5						
1967	0.4	1.5	2.7	4.9	1.9	7.0	0.3	0.1	0.4	0.8	1.6	0.1	4.5	1.3	6.2	5.9	3.8	6	4	4	5
1968	0.4	2.4	4.4	7.3	2.9	10.6	1.7	0.2	1.4	3.3	2.0	0.1	5.1	1.9	7.3	7.1	3.8	9	5	4	7
1969	0.8	2.4	5.3	8.8	6.0	15.2	1.5	2.2	0.5	4.2	2.4	0.2	8.4	3.9	11.0	12.5	6.0	13	7	5	9
1970	0.8	3.7	7.2	12.2	8.2	21.2	1.7	1.6	1.1	4.4	7.2	0.4	9.2	8.0	16.8	17.6	8.6	18	9	7	14
1971	0.8	4.3	7.5	13.1	9.0	23.2	1.2	0.2	2.2	3.6	8.7	0.6	10.3	8.1	19.6	19.0	8.9	22	10	9	18
1972	1.4	8.0	11.2	21.3	15.8	39.0	2.7	0.8	2.9	6.4	11.1	0.8	20.7	10.6	32.7	32.1	14.4	31	16	12	26
1973	1.7	10.3	17.2	30.2	20.9	53.4	4.0	3.6	3.8	11.4	16.6	1.0	24.4	18.5	42.0	43.9	20.7	46	23	18	37
1974	3.7	9.5	20.8	35.4	25.3	62.8	2.7	3.7	4.1	10.5	23.9	1.3	27.0	23.9	52.3	52.3	24.9	58	26	23	47
1975	1.6	10.8	17.4	31.1	25.0	59.2	4.1	3.4	4.3	11.8	16.3	1.5	29.6	18.1	47.4	49.2	21.1	61	28	23	50
1976	2.3	11.3	22.8	37.7	29.3	69.9	4.4	2.3	7.4	14.1	20.1	1.6	34.1	20.0	55.8	55.8	23.6	65	32	22	52
1977	1.0	15.2	24.3	42.2	30.9	76.5	5.1	3.5	7.2	15.8	12.5	8.8	39.5	15.0	60.8	63.3	29.0	73	37	26	58
1978	0.8	17.4	27.7	47.7	36.5	91.9	7.2	2.6	11.1	20.9	14.3	9.7	47.0	16.1	71.1	72.8	28.6	84	43	29	66
1979	2.4	24.1	26.7	56.1	46.7	112.5	9.1	3.3	11.5	23.9	33.5	2.9	52.3	34.4	88.6	89.5	33.1	102	50	31	80
1980	1.6	25.0	27.8	56.5	46.9	111.7	11.9	2.8	12.8	27.5	21.9	3.2	59.1	23.1	84.2	85.4	30.2	112	56	32	86
1981	1.4	26.6	33.7	63.9	49.2	122.3	11.1	5.7	15.5	32.3	29.3	3.7	57.1	33.5	90.0	94.3	35.9	117	58	33	87
1982	2.2	27.2	35.3	66.3	52.2	134.4	11.8	4.5	15.2	31.5	33.7	4.6	64.6	36.0	102.9	105.2	37.1	128	61	37	96
1983	18.6	38.3	54.6	113.4	67.8	201.5	17.1	5.8	23.4	46.3	54.2	5.0	96.0	41.4	155.2	142.5	54.4	168	80	46	129
1984	21.8	45.5	62.2	131.9	76.8	232.9	16.9	11.4	23.6	51.9	67.1	6.0	107.9	56.7	181.0	170.6	69.6	217	102	62	168
1985	9.0	52.8	73.1	138.3	101.0	270.5	21.9	7.4	26.9	56.2	51.4	9.9	153.0	49.8	214.3	212.7	80.5	252	130	75	198
1986	35.9	68.2	82.2	189.6	113.4	349.4	23.5	5.1	38.2	66.8	88.3	11.1	183.1	57.6	282.6	251.8	92.0	310	168	86	248
1987	29.6	79.6	92.8	208.2	127.9	384.3	34.9	4.8	38.3	78.0	83.6	13.2	209.5	58.7	306.3	281.5	105.4	367	196	99	294
1988	7.0	114.8	122.4	250.5	176.2	477.6	52.5	4.1	46.5	103.1	106.8	22.2	245.4	103.9	374.4	371.5	144.4	431	227	125	340
1989	2.9	136.5	144.2	292.8	209.3	568.3	53.8	3.5	55.4	112.7	147.5	26.5	281.6	148.0	455.6	456.2	180.6	523	264	163	415
1990	3.3	146.2	172.0	342.4	224.8	676.1	56.2	3.1	68.7	128.0	212.8	32.8	302.6	212.6	548.2	548.0	214.3	622	292	197	502
1991	5.3	140.8	157.3	321.7	234.2	656.1	39.0	3.2	68.4	110.6	179.4	33.6	332.6	177.3	545.5	543.5	209.1	666	318	212	547
1992	4.0	156.8	161.1	340.2	230.7	678.0	42.7	1.0	74.9	118.6	101.5	32.8	425.2	98.5	559.4	556.4	218.5	667	379	214	552
1993	0.4	204.7	209.1	435.6	313.1	901.9	74.1	1.4	90.7	166.2	165.8	54.3	515.6	166.8	735.7	736.7	270.4	790	470	244	648
1994	2.7	254.3	255.5	544.7	396.0	1,119.9	89.9	3.9	139.1	232.9	204.9	56.9	625.2	206.1	887.0	888.2	313.0	1,011	570	292	811
1995	6.7	254.2	276.8	571.9	451.8	1,218.3	90.4	4.0	132.4	226.8	191.9	65.5	734.1	189.2	991.5	988.8	342.4	1,169	680	328	939
1996	3.7	335.3	379.6	763.3	582.9	1,712.9	110.3	3.9	178.6	292.8	388.5	90.5	941.1	388.7	1,420.1	1,420.3	470.7	1,466	838	407	1,206
1997	7.7	438.6	433.2	944.6	693.2	2,106.3	128.7	4.7	239.1	372.5	466.2	93.6	1,174.0	463.2	1,733.8	1,730.8	569.1	1,910	1,058	520	1,577
1998	83.5	503.1	486.2	1,137.1	820.4	2,535.3	134.8	5.2	261.4	401.4	574.1	123.0	1,436.8	495.8	2,133.9	2,055.6	657.4	2,321	1,305	613	1,934
1999	20.6	559.4	605.8	1,256.2	915.0	2,977.5	146.1	3.8	281.6	431.5	787.4	112.4	1,646.2	770.6	2,546.0	2,529.2	807.9	2,756	1,542	733	2,340
2000	37.3	634.2	671.8	1,405.3	1,018.4	3,373.2	179.4	5.9	291.3	476.6	988.4	114.4	1,793.8	957.0	2,896.6	2,865.2	897.3	3,175	1,720	853	2,721
2001	187.2	562.5	601.3	1,421.9	961.9	3,412.9	162.4	5.8	288.8	457.0	977.6	111.7	1,866.6	796.2	2,955.9	2,774.5	783.5	3,393	1,830	840	2,926
2002	225.0	569.0	625.7	1,488.0	960.7	3,501.1	181.9	127.7	288.4	598.0	808.6	117.6	1,976.9	711.3	2,903.1	2,805.8	792.7	3,457	1,922	788	2,930
2003	443.9	680.7	628.3	1,819.4	967.1	3,889.7	195.2	119.4	311.3	625.9	1,012.2	137.6	2,114.0	687.7	3,263.8	2,939.3	869.0	3,695	2,045	831	3,083
2004	491.3	790.7	705.7	2,064.8	960.7	4,197.2	224.4	401.3	333.9	959.6	779.4	145.1	2,313.1	689.4	3,237.6	3,147.6	1,015.2	4,043	2,214	942	3,251
2005	64.9	847.6	767.1	1,763.3	971.1	4,052.6	254.2	98.6	385.2	738.0	921.6	144.0	2,249.0	955.4	3,314.6	3,348.3	1,059.0	4,125	2,281	1,037	3,276
2006	131.9	853.8	826.3	1,894.1	962.8	4,265.3	259.0	52.0	380.2	691.2	1,060.0	163.0	2,351.1	980.1	3,574.1	3,494.2	1,123.0	4,159	2,300	1,091	3,444
Continuing Operations																					
2005 [6,7]	64.9	694.9	602.1	1,429.4	739.6	3,339.0	203.7	98.6	369.7	672.0	921.2	155.2	1,590.6	954.9	2,667.0	2,700.7	791.1	n/a	n/a	n/a	n/a
2006 [8]	131.9	707.4	647.3	1,554.9	694.3	3,499.8	208.9	52.0	357.0	617.9	1,059.6	162.4	1,659.9	979.7	2,881.9	2,802.0	857.1	3,419	1,625	824	2,774
2007 [9]	205.4	630.4	591.0	1,531.4	727.1	3,495.9	225.0	88.7	408.4	722.1	1,000.6	138.6	1,634.6	883.9	2,773.8	2,657.1	692.6	3,498	1,647	775	2,828
2008 [10]	164.7	550.5	495.0	1,275.8	681.4	3,100.7	175.3	22.4	319.1	516.8	851.2	133.5	1,599.2	708.9	2,583.9	2,441.6	616.7	3,298	1,617	655	2,679
2009 [11]	260.5	469.5	409.1	1,197.2	668.6	3,017.6	199.4	10.1	322.4	531.9	789.3	161.3	1,535.1	538.9	2,485.7	2,235.3	414.9	3,059	1,567	516	2,535
2010	244.5	478.9	435.3	1,219.1	624.2	3,001.0	226.4	2.2	294.4	523.0	762.2	191.4	1,524.4	519.9	2,478.0	2,235.7	453.8	3,009	1,530	434	2,482
2011	236.3	503.6	441.0	1,224.0	580.6	2,915.1	256.6	2.5	326.9	586.0	833.3	188.1	1,307.7	599.5	2,329.1	2,095.3	404.2	2,958	1,416	429	2,404
2012	359.1	446.2	489.0	1,339.1	572.8	3,254.9	285.4	201.5	244.1	731.0	853.9	227.8	1,442.2	696.3	2,523.9	2,366.3	450.5	3,085	1,375	427	2,427
2013	272.7	467.4	495.9	1,281.7	574.6	3,108.1	339.3	181.1	309.1	829.5	688.4	191.0	1,399.2	596.8	2,278.6	2,187.0	360.6	3,182	1,421	406	2,401
2014	332.8	523.3	481.6	1,429.6	558.9	3,140.6	369.8	201.7	420.7	992.2	766.7	226.8	1,154.9	635.6	2,148.4	2,017.3	306.3	3,124	1,277	333	2,214
2015	253.2	520.2	504.6	1,311.2	540.8	2,967.6	307.2	3.4	390.6	701.2	945.4	223.3	1,097.7	695.6	2,266.4	2,016.6	360.2	3,054	1,126	333	2,207
2016	281.9	486.6	519.6	1,324.9	565.5	2,984.1	351.1	3.6	351.9	706.6	956.2	227.3	1,094.0	677.9	2,277.5	1,999.2	340.0	2,976	1,096	350	2,272
2017	526.1	595.1	571.1	1,766.5	663.9	3,550.8	430.3	153.8	392.1	976.2	1,097.9	285.9	1,190.8	725.6	2,574.6	2,202.3	418.0	3,267	1,142	379	2,426

[1] **As originally reported (unless stated otherwise)**

[2] Total capitalization = long-term debt + other liabilities & deferred taxes + shareholders equity

[3] Net working capital = current assets - cash & equivalents - current liabilities + current debt maturities

[4] Net assets = total capitalization - cash & equivalents + current debt maturities

[5] Net debt = long-term debt - cash & equivalents + current debt maturities

[6] 2005 excludes "held for sale" amounts as follows: current assets = $333.1, total assets = $733.4, current liabilities = $73.9, non-current liabilities = $1.3, equity = $658.2

[7] 2005 has been restated to reflect the reclassification of certain deferred tax assets and liabilities

[8] 2006 excludes "held for sale" amounts as follows: current assets = $339.2, total assets = $765.5, current liabilities = $73.4, non-current liabilities = $1.0, equity = $691.1

[9] 2007 excludes "held for sale" amounts as follows: current assets = $303.1, total assets = $576.7, current liabilities = $77.5, non-current liabilities = $1.0, equity = $498.2

[10] 2008 excludes "held for sale" amounts as follows: current assets = $31.0, total assets = $61.2, current liabilities = $7.4, equity = $53.8

[11] 2009 excludes "held for sale" amounts as follows: current assets = $16.4, total assets = $43.6, current liabilities = $3.2, equity = $40.4

51 Year Financial History

Growth Rates & Margins

For the Period Ending	20 and 50 Year Growth (based on 2017 data) - CAGR (%) [1]																	
	Net Sales		EBIT		Net Income		EPS		Cash from Ops		Dividends		Stock Price	
	20 Yr	50 Yr	20 Yr	50 Yr	20 Yr	50 Yr	20 Yr	50 Yr	20 Yr	50 Yr	20 Yr	50 Yr	20 Yr	50 Yr
2017	1.5	12.1	1.2	13.6	2.4	14.4	4.2	11.1	2.2	13.8	8.7	11.7	4.2	13.8

For the Period Ending	Margins (%)			Sales Growth		1, 5, and 10 Year Growth - CAGR (%) [1]																				
	Gross Profit	EBIT	Net Earnings	Annual Growth Internal	Annual Growth Acquired	Net Sales 1 Yr	Net Sales 5 Yr	Net Sales 10 Yr	EBIT 1 Yr	EBIT 5 Yr	EBIT 10 Yr	Net Income 1 Yr	Net Income 5 Yr	Net Income 10 Yr	EPS 1 Yr	EPS 5 Yr	EPS 10 Yr	Cash from Ops 1 Yr	Cash from Ops 5 Yr	Cash from Ops 10 Yr	Dividends 1 Yr	Dividends 5 Yr	Dividends 10 Yr	Stock Price 1 Yr	Stock Price 5 Yr	Stock Price 10 Yr
1967	16.3	6.0	3.1			0.2	10.7		10.5			17.2	51.3		0.0	26.6					120.0	22.4				
1968	19.2	7.5	3.4			30.0	16.1		63.2			41.8	41.4		30.8	16.3					12.7	15.6		268.4		
1969	18.5	6.8	3.0			45.3	22.1		31.2			27.8	25.6		0.0	(1.1)					6.5	17.1		39.3		
1970	20.8	7.5	3.2			19.8	20.3		31.5	35.4		28.5	29.7		5.9	(1.1)					1.5	10.9		(38.5)		
1971	21.0	8.2	3.2			22.9	22.7		33.8	33.0		25.7	28.0		16.7	10.1					0	21.8		33.3		
1972	22.8	9.2	4.2			57.9	34.4		77.9	46.3		104.7	43.1		42.9	18.2					3.0	4.6		100.0	53.1	
1973	23.8	10.2	4.5			40.5	36.5		56.4	45.1		50.0	44.7		33.3	18.7					4.3	3.0		(57.8)	(0.7)	
1974	22.7	9.9	3.5			14.8	30.3		11.1	40.3		(11.3)	34.5		(12.5)	15.5					12.5	4.2		(44.4)	(17.4)	
1975	22.4	8.8	3.3			4.2	26.7		(7.2)	30.9		(1.5)	27.5		(2.9)	13.6					9.9	5.8		40.0	(2.6)	
1976	23.7	10.5	4.5	19.7	0.0	19.7	26.0		42.3	32.5		64.1	34.5		61.8	21.2			49.9		12.4	8.3		66.7	1.8	
1977	21.2	9.4	4.1	22.2	11.1	33.3	21.8	28.0	19.1	22.3	33.8	22.7	21.5	31.8	23.6	17.8	18.0		75.7	25.7	22.0	12.1	8.3	34.3	(6.0)	20.0
1978	21.4	10.4	4.9	14.6	(0.0)	14.6	16.9	26.4	27.0	17.3	30.4	36.3	19.1	31.3	35.3	18.1	18.4		33.9	29.5	20.5	15.3	9.0	19.1	15.7	7.2
1979	14.6	7.3	3.2	15.1	4.3	19.4	17.9	23.9	(15.8)	11.0	24.8	(22.4)	16.0	24.9	(22.8)	15.2	15.4		29.8		24.5	17.7	10.7	(17.9)	25.1	1.7
1980	15.6	7.9	3.7	1.6	5.2	6.8	18.4	22.5	15.0	15.8	23.1	22.0	21.0	24.3	21.1	20.4	16.9		13.1		16.4	19.1	12.3	10.9	19.4	7.8
1981	16.5	9.0	4.6	14.2	0.4	14.6	17.4	21.6	30.5	13.8	22.8	42.4	17.7	25.8	52.3	19.0	20.1		24.3	36.5	17.4	20.1	14.1	80.4	21.3	11.1
1982	15.1	6.9	3.3	2.1	2.6	4.7	11.9	16.7	(19.9)	5.2	13.4	(23.6)	7.0	14.0	(19.1)	9.3	13.5		16.0	42.8	13.2	18.3	15.2	16.3	17.9	5.3
1983	16.1	8.8	4.4	9.8	19.0	28.8	14.5	15.7	65.0	10.8	14.0	70.6	11.9	15.5	44.3	10.7	14.4		(4.2)	13.3	10.6	16.3	15.8	56.1	24.4	20.0
1984	16.0	9.0	4.9	13.6	6.4	20.0	14.6	16.2	22.6	19.4	15.1	33.4	24.7	20.3	16.3	20.2	17.7		22.7	26.2	17.3	14.9	16.3	(6.0)	27.8	26.5
1985	17.4	9.9	5.0	5.1	7.6	12.7	15.9	17.2	24.1	21.3	18.5	15.5	23.4	22.2	14.6	18.9	19.6		7.0	10.0	13.6	14.4	16.7	76.4	40.3	29.4
1986	17.5	11.0	5.9	8.6	13.7	22.3	17.4	17.4	36.2	22.3	18.0	44.1	23.7	20.6	24.5	14.2	16.5		20.6	22.4	19.9	14.9	17.5	16.2	28.5	24.8
1987	17.5	10.9	5.8	10.3	0.6	10.9	18.7	15.3	9.3	30.2	17.0	8.4	32.6	19.1	9.4	21.3	15.1		21.8	18.9	40.0	19.9	19.1	(14.6)	20.8	19.3
1988	15.9	8.3	4.7	7.8	16.9	24.7	18.0	16.2	(4.5)	16.7	13.7	0.7	19.4	15.6	(2.5)	12.1	11.4		33.7	13.2	14.3	20.6	18.5	8.0	12.2	18.2
1989	16.7	8.9	4.6	4.5	17.9	22.4	18.5	16.5	31.2	18.3	18.9	21.7	17.2	20.9	19.2	12.7	16.4	27.7	16.6	19.6	15.6	20.3	17.6	26.3	19.0	23.3
1990	16.5	7.9	4.0	(1.5)	11.3	9.8	17.9	16.9	(2.7)	12.7	16.9	(4.8)	12.7	17.9	(9.3)	7.5	13.0	19.4	20.2	13.4	13.5	20.3	17.3	(12.0)	3.6	20.5
1991	16.5	7.0	3.6	(5.0)	4.4	(0.6)	13.1	15.2	(11.5)	3.4	12.4	(9.9)	2.6	12.7	(6.8)	1.5	7.6	32.8	16.9	18.7	2.4	16.5	15.7	43.3	8.0	17.8
1992	18.0	9.0	5.3	9.0	(0.8)	8.2	12.5	15.6	38.8	8.4	18.8	58.6	10.8	21.2	49.5	8.0	14.4	11.1	20.8	21.3	7.0	10.4	15.1	79.7	25.3	23.0
1993	18.6	9.9	5.6	11.0	19.4	30.4	13.5	15.7	43.2	17.5	17.1	37.5	17.9	18.6	28.2	14.1	13.1	49.9	27.5	30.6	17.4	11.0	15.7	47.1	33.3	22.3
1994	18.8	10.7	6.2	10.3	11.4	21.7	13.4	15.9	31.8	17.6	18.0	34.3	20.2	18.7	32.9	16.6	14.6	18.7	25.7	21.1	14.8	10.9	15.5	(30.0)	18.5	18.7
1995	19.7	11.3	6.6	1.8	9.0	10.8	13.6	15.7	16.5	22.0	17.2	16.9	25.3	18.8	14.4	22.1	14.6	17.5	25.3	22.7	22.6	12.6	16.4	38.6	29.7	15.9
1996	21.2	12.4	6.9	1.1	18.7	19.8	17.9	15.5	31.9	32.1	16.9	25.6	33.9	17.2	16.4	27.6	13.8	17.2	22.2	19.5	21.1	16.4	16.5	42.7	29.6	18.3
1997	21.4	12.5	7.2	5.3	12.7	18.0	20.0	16.2	19.2	28.2	17.9	23.0	27.2	18.7	16.8	21.5	14.5	21.1	24.3	22.5	17.4	18.6	14.5	21.0	19.8	22.5
1998	21.9	12.7	7.4	3.7	12.2	15.9	17.2	15.3	17.5	23.2	20.3	19.1	23.6	20.7	14.8	18.8	16.4	23.1	19.5	23.4	16.7	18.5	14.7	5.1	12.0	22.2
1999	23.0	13.3	7.7	3.1	9.0	12.1	15.3	14.3	17.1	20.3	19.0	17.1	20.3	20.3	16.9	15.8	16.2	4.5	16.5	21.0	14.3	18.4	14.6	(2.5)	19.6	19.0
2000	21.3	11.2	6.2	0.2	13.0	13.2	15.7	14.7	(4.3)	15.7	18.8	(9.1)	14.4	19.7	(9.0)	10.7	16.2	18.9	16.8	20.9	16.7	17.2	14.9	(11.7)	9.3	19.1
2001	19.9	8.5	4.6	(9.3)	5.5	(3.8)	10.8	14.3	(27.0)	2.8	16.5	(29.0)	2.1	16.9	(28.8)	0.3	13.2	21.3	17.6	19.8	14.3	15.9	16.1	21.4	5.8	17.1
2002	19.2	9.4	5.5	0.7	3.1	3.8	8.0	13.8	14.1	1.9	14.3	24.3	2.3	14.1	24.5	1.6	11.1	(14.7)	9.6	16.7	4.2	13.1	15.8	(2.4)	1.4	10.2
2003	17.6	8.1	4.7	1.2	1.5	2.7	5.4	11.1	(11.3)	(3.7)	8.9	(11.7)	(3.7)	9.1	(10.3)	(3.3)	7.2	(13.3)	2.2	10.5	8.0	11.4	14.9	(3.6)	(0.3)	5.6
2004	18.0	9.1	5.6	11.6	4.3	15.9	6.1	10.6	29.9	(1.7)	8.8	38.6	(0.4)	9.5	38.1	0.0	7.6	(13.4)	(1.6)	7.1	7.4	10.0	14.1	31.4	5.8	12.5
2005	17.2	7.5	4.7	2.1	2.1	4.2	4.4	9.9	(14.2)	(3.8)	5.5	(11.9)	(1.0)	6.4	(10.5)	(0.3)	5.0	30.9	0.3	8.2	8.6	8.4	12.7	(19.2)	3.9	6.6
2006	18.1	8.8	5.5	0.4	3.5	3.9	6.0	8.4	21.7	6.5	4.6	19.5	9.9	5.9	23.8	11.3	5.7	6.8	(2.2)	7.2	6.3	6.9	11.3	4.1	0.8	3.3
Adjusted Continuing Operations (see explanation below)																										
2002	19.9	9.9	5.6	nm	nm	nm	nm	nm	nm	nm	nm	nm	nm	nm	nm	nm	nm	(14.7)	9.6	16.7	4.2	13.1	15.8	(2.4)	1.4	10.2
2003	18.5	8.5	4.9	nm	nm	3.8	nm	nm	(10.3)	nm	nm	(9.8)	nm	nm	(8.5)	nm	nm	(13.3)	2.2	10.5	8.0	11.4	14.9	(3.6)	(0.3)	5.6
2004	18.8	9.5	5.8	nm	nm	16.9	nm	nm	29.8	nm	nm	38.2	nm	nm	38.2	nm	nm	(13.4)	(1.6)	7.1	7.4	10.0	14.1	31.4	5.8	12.5
2005	19.1	9.8	5.9	nm	nm	3.5	nm	nm	6.8	nm	nm	5.9	nm	nm	7.7	nm	nm	30.9	0.3	8.2	8.6	8.4	12.7	(19.2)	3.9	6.6
2006	18.8	9.7	5.7	(0.9)	2.6	1.7	nm	nm	0.8	nm	nm	(2.4)	nm	nm	1.1	nm	nm	6.8	(2.2)	7.2	6.3	6.9	11.3	4.1	0.8	3.3
2007	18.8	8.7	5.1	(2.6)	2.2	(0.4)	4.9	nm	(10.8)	2.3	nm	(11.0)	2.8	nm	(7.5)	5.0	nm	28.1	6.1	7.8	16.4	9.3	11.2	(27.0)	(4.9)	(1.8)
2008	17.3	6.6	3.6	(4.0)	(0.1)	(4.1)	3.3	nm	(26.6)	(1.8)	nm	(32.6)	(3.0)	nm	(27.9)	0.1	nm	(28.9)	2.0	2.1	28.2	13.1	12.2	(12.9)	(6.8)	(3.6)
2009	21.1	8.5	4.6	nm	nm	nm	nm	nm	nm	nm	nm	nm	nm	nm	nm	nm	nm	29.6	10.5	4.3	2.0	12.0	11.0	34.3	(6.4)	(0.5)
2010	20.1	9.3	5.7	12.5	(1.0)	11.5	nm	nm	22.8	nm	nm	38.6	nm	nm	44.7	nm	nm	(35.9)	(4.2)	(1.9)	3.9	11.0	9.7	11.6	(0.2)	1.9
2011	19.1	8.5	5.4	10.8	0.0	10.8	nm	nm	0.7	nm	nm	5.3	nm	nm	9.8	nm	nm	(9.3)	(7.2)	(4.7)	3.8	10.4	8.6	1.2	(0.7)	0.0
2012	20.4	9.5	5.9	1.1	2.3	3.4	nm	nm	15.7	nm	nm	13.0	nm	nm	13.8	nm	nm	36.7	(6.0)	(0.1)	3.6	7.9	8.6	18.1	9.3	1.9
2013	20.4	9.6	6.3	0.6	1.2	1.8	nm	nm	2.6	nm	nm	8.9	nm	nm	8.0	nm	nm	(7.3)	(0.9)	0.5	3.5	3.4	8.1	13.7	15.3	3.6
2014	20.9	10.2	6.7	5.4	3.4	8.8	7.2	nm	15.7	11.2	nm	15.7	15.7	nm	18.9	18.3	nm	(8.4)	(7.5)	1.1	3.4	3.6	7.7	37.7	15.9	4.1
2015	23.8	13.0	8.6	0.3	3.3	3.6	5.6	nm	32.4	12.8	nm	32.5	14.7	nm	32.7	16.3	nm	(6.0)	(0.2)	(2.2)	3.3	3.5	7.2	(1.4)	13.0	6.2
2016	24.0	13.1	9.3	(1.4)	(2.9)	(4.3)	2.6	nm	(3.5)	11.9	nm	3.1	14.2	nm	5.3	15.3	nm	53.9	10.9	1.4	6.3	4.0	7.2	16.3	16.2	7.4
2017	22.3	11.9	8.5	5.6	(0.4)	5.2	2.9	nm	(4.9)	7.6	nm	(3.6)	10.6	nm	(1.2)	12.1	nm	(19.7)	(0.3)	(3.2)	6.0	4.5	6.2	(2.4)	11.9	10.6

In late 2007, we announced the decision to divest seven businesses. Income statements for 2002 through 2008 reflect those businesses as discontinued operations.
In 2014, we divested the majority of the Store Fixtures business. Income statements for 2009 through 2014 reflect that business as discontinued operations.
"Adjusted Continuing Operations" also exclude unusual items from earnings to better reflect operating performance in each year. See Appendix - Non-GAAP Adjustments.
Because of the lack of historically comparable data, 5 yr and 10 yr earnings CAGRs are limited in recent years (as indicated by the 'nm' references in the table above).

[1] CAGR - compound annual growth rate

51 Year Financial History

Ratios

For the Fiscal Year	Liquidity: Current Ratio	Liquidity: Inventory Turnover	Du Pont Formula: Return on Sales	Du Pont Formula: Asset Turnover	Du Pont Formula: After-tax Return on Avg Assets	Du Pont Formula: Leverage	Du Pont Formula: Return on Average Equity	Total Shareholder Return (TSR): 1 Year	Total Shareholder Return (TSR): 3 Year CAGR	Return on Average Total Capital	Return on Average Net Assets	Trailing P/E Multiple (Dec. 31)	Dividend Yield	Payout Ratio to Common 1 Yr.	Solvency: Total Liab to Assets	Solvency: Debt to Total Capital	Solvency: Net Debt to Net Capital	Solvency: Times Interest Earned	Other: Tax Rate
1967	6.4	4.5	3.1%	2.1	6.4%	1.6	9.9%			8.7%		5.7	7.2%	41%	35%	27%	22%	8.3	41.7%
1968	2.2	4.0	3.4%	2.0	6.6%	1.8	12.1%	276.6%		10.1%	20.1%	15.6	2.2%	35%	51%	30%	26%	7.3	48.3%
1969	2.1	4.3	3.0%	1.9	5.8%	1.9	11.0%	41.6%		10.2%	17.5%	22.7	1.7%	38%	45%	35%	31%	4.9	45.5%
1970	2.8	3.8	3.2%	1.7	5.3%	2.1	10.8%	(36.7%)	50.6%	9.3%	15.0%	13.0	2.8%	37%	57%	48%	45%	3.9	43.0%
1971	3.6	4.0	3.2%	1.7	5.4%	2.3	12.3%	36.1%	6.7%	8.5%	16.5%	15.0	2.1%	31%	56%	45%	43%	4.5	48.7%
1972	3.4	4.8	4.2%	1.9	7.9%	2.0	15.9%	102.2%	19.2%	10.8%	21.0%	32.4	0.7%	23%	47%	36%	33%	7.9	47.5%
1973	2.6	4.4	4.5%	1.8	8.0%	2.0	16.4%	(56.7%)	6.6%	12.0%	22.1%	6.9	2.6%	18%	54%	44%	42%	5.8	46.8%
1974	3.4	3.8	3.5%	1.6	5.6%	2.3	12.7%	(41.4%)	(18.7%)	9.8%	19.4%	4.2	5.5%	23%	57%	49%	46%	3.4	50.3%
1975	2.6	4.0	3.3%	1.6	5.3%	2.2	11.4%	45.9%	(28.5%)	8.4%	17.1%	6.2	4.2%	26%	50%	39%	37%	4.4	51.7%
1976	2.7	4.5	4.5%	1.8	8.2%	2.0	16.7%	71.4%	11.8%	11.7%	23.5%	6.4	2.8%	18%	51%	38%	36%	8.5	51.2%
1977	2.7	5.3	4.1%	2.1	8.9%	2.0	17.7%	37.8%	49.5%	12.8%	24.7%	6.9	2.6%	18%	48%	25%	24%	7.9	49.2%
1978	2.3	5.4	4.9%	2.1	10.5%	1.9	20.5%	22.3%	41.7%	15.6%	27.4%	6.1	2.6%	16%	49%	23%	22%	7.3	45.0%
1979	2.3	6.4	3.2%	2.1	6.7%	2.1	13.9%	(14.6%)	13.0%	11.4%	19.4%	6.5	4.0%	26%	54%	40%	38%	4.1	42.3%
1980	2.1	6.8	3.7%	2.0	7.5%	2.0	15.1%	15.5%	6.3%	12.0%	20.7%	5.9	4.2%	25%	47%	28%	27%	5.2	42.6%
1981	2.0	6.8	4.6%	2.2	10.2%	2.0	20.6%	85.3%	20.7%	15.7%	26.2%	7.0	2.7%	19%	53%	37%	36%	8.0	42.0%
1982	2.1	6.4	3.3%	2.1	7.1%	2.1	15.0%	19.4%	35.5%	11.6%	18.9%	10.1	2.7%	27%	52%	36%	34%	5.4	40.5%
1983	2.5	6.3	4.4%	2.1	9.3%	2.1	19.4%	59.0%	51.0%	14.2%	25.1%	10.9	1.9%	20%	52%	37%	29%	6.7	41.2%
1984	2.5	5.8	4.9%	2.0	9.6%	2.1	20.4%	(3.8%)	21.9%	14.4%	24.4%	8.8	2.3%	21%	54%	41%	33%	7.0	36.5%
1985	2.5	5.6	5.0%	1.9	9.5%	1.9	18.4%	79.1%	39.1%	14.0%	24.7%	13.6	1.0%	20%	43%	27%	23%	7.5	41.6%
1986	2.8	5.9	5.9%	1.9	11.2%	1.8	20.6%	18.1%	26.1%	15.4%	27.8%	12.7	1.6%	20%	48%	32%	23%	10.1	40.5%
1987	2.7	5.8	5.8%	1.8	10.2%	1.9	19.1%	(12.4%)	22.9%	14.0%	26.4%	9.9	2.5%	25%	45%	28%	21%	10.9	41.5%
1988	2.4	6.0	4.7%	1.9	8.8%	1.9	16.6%	10.9%	4.6%	12.4%	20.6%	10.9	2.7%	29%	49%	29%	28%	9.1	37.1%
1989	2.6	5.9	4.6%	1.9	8.8%	2.0	17.4%	29.4%	7.4%	12.9%	21.4%	11.6	2.5%	29%	50%	33%	32%	6.9	39.4%
1990	2.7	5.7	4.0%	1.7	7.0%	2.1	15.0%	(9.2%)	9.2%	10.6%	17.1%	11.3	3.2%	36%	55%	39%	39%	5.7	38.3%
1991	2.9	5.2	3.6%	1.6	5.9%	2.1	12.4%	46.6%	19.2%	8.6%	13.9%	17.4	2.3%	39%	49%	33%	33%	6.2	38.3%
1992	2.9	5.7	5.3%	1.8	9.4%	1.8	16.5%	82.1%	33.0%	12.0%	19.2%	20.9	1.4%	28%	37%	18%	18%	18.2	37.4%
1993	2.6	6.4	5.6%	1.9	10.9%	1.7	18.3%	48.6%	57.4%	14.2%	23.4%	23.9	1.1%	26%	43%	23%	23%	14.8	39.1%
1994	2.3	6.2	6.2%	1.8	11.4%	1.8	20.2%	(28.8%)	24.6%	15.0%	24.5%	12.6	1.8%	22%	44%	23%	23%	20.3	39.1%
1995	2.5	5.9	6.6%	1.8	11.5%	1.7	19.8%	40.8%	14.1%	15.1%	24.7%	15.3	1.6%	24%	40%	20%	19%	20.2	38.9%
1996	2.6	5.6	6.9%	1.7	11.6%	1.7	20.2%	44.6%	12.7%	15.6%	25.4%	18.7	1.3%	25%	45%	28%	27%	10.2	38.7%
1997	2.5	5.3	7.2%	1.5	10.9%	1.8	19.7%	22.5%	35.2%	14.5%	23.2%	19.4	1.3%	25%	44%	27%	27%	11.5	37.5%
1998	2.8	5.4	7.4%	1.5	10.7%	1.8	19.0%	6.6%	23.4%	13.9%	22.7%	17.7	1.4%	25%	43%	27%	24%	12.8	37.3%
1999	2.9	5.1	7.7%	1.4	10.5%	1.8	18.8%	(0.9%)	8.9%	13.5%	21.9%	14.8	1.7%	25%	45%	31%	30%	12.6	37.2%
2000	2.9	5.0	6.2%	1.3	8.3%	1.8	15.4%	(9.7%)	(1.5%)	11.1%	17.8%	14.3	2.2%	32%	47%	34%	33%	7.7	36.9%
2001	3.1	5.2	4.6%	1.2	5.5%	1.9	10.3%	24.0%	3.3%	7.6%	12.5%	24.5	2.1%	51%	45%	33%	29%	6.5	36.9%
2002	2.5	5.6	5.5%	1.2	6.7%	1.8	12.1%	(0.3%)	3.6%	8.9%	14.4%	19.2	2.2%	43%	44%	31%	25%	9.5	35.9%
2003	2.9	5.8	4.7%	1.2	5.6%	1.8	10.1%	(1.2%)	6.9%	7.7%	12.4%	20.6	2.5%	51%	46%	33%	23%	7.6	34.7%
2004	2.2	6.3	5.6%	1.3	7.1%	1.8	12.9%	34.1%	9.3%	9.7%	15.2%	19.6	2.0%	40%	45%	32%	22%	10.1	32.5%
2005	2.4	6.0	4.7%	1.3	6.1%	1.8	11.0%	(17.0%)	3.3%	8.7%	12.2%	17.7	2.7%	49%	45%	30%	29%	8.5	29.4%
2006	2.7	5.7	5.5%	1.3	7.2%	1.8	13.1%	7.0%	6.0%	9.8%	14.1%	14.9	2.8%	42%	45%	31%	28%	8.6	30.9%
Adjusted Continuing Operations (see explanation below)																			
2005	2.1	n/a	5.9%	n/a	n/a	n/a	n/a	(17.0%)	3.3%	n/a	n/a	17.8	2.7%	49%	52%	30%	29%	9.0	32.0%
2006	2.5	5.5	5.7%	1.2	7.1%	2.1	15.0%	7.0%	6.0%	10.1%	15.0%	18.4	2.8%	51%	53%	31%	28%	7.6	32.5%
2007	2.1	5.6	5.1%	1.2	6.2%	2.1	13.1%	(23.8%)	(11.8%)	9.1%	13.5%	14.5	4.5%	65%	53%	31%	28%	6.3	30.5%
2008	2.5	6.2	3.6%	1.2	4.4%	2.0	9.0%	(7.2%)	(8.4%)	6.6%	10.6%	17.5	6.6%	115%	48%	32%	28%	5.6	34.7%
2009	2.3	4.7	4.6%	0.9	4.0%	2.0	7.8%	41.0%	(1.0%)	5.8%	9.7%	26.6	5.0%	133%	49%	31%	24%	6.1	35.4%
2010	2.3	5.6	5.7%	1.0	5.7%	2.0	11.1%	16.8%	14.0%	7.9%	12.5%	20.5	4.7%	95%	49%	31%	23%	7.4	28.3%
2011	2.1	6.1	5.4%	1.1	6.1%	2.1	12.7%	6.1%	20.0%	8.6%	13.0%	18.9	4.8%	90%	55%	36%	29%	7.4	26.8%
2012	1.8	5.8	5.9%	1.1	6.6%	2.2	14.7%	23.1%	14.4%	9.6%	14.5%	19.6	4.2%	82%	56%	39%	29%	7.5	28.8%
2013	1.5	5.6	6.3%	1.1	6.9%	2.2	15.5%	18.0%	14.7%	10.6%	14.6%	20.7	3.8%	79%	55%	35%	27%	7.4	24.6%
2014	1.4	6.1	6.7%	1.2	8.2%	2.4	20.0%	41.7%	26.1%	12.9%	18.3%	23.9	2.9%	68%	63%	41%	32%	9.2	26.0%
2015	1.9	6.1	8.6%	1.3	11.1%	2.7	30.0%	1.6%	18.8%	16.7%	25.3%	17.8	3.0%	53%	63%	42%	34%	12.4	27.7%
2016	1.9	5.6	9.3%	1.3	11.7%	2.7	31.8%	19.5%	19.4%	16.6%	24.5%	19.6	2.7%	54%	63%	42%	34%	12.7	23.7%
2017	1.8	5.6	8.5%	1.2	10.3%	2.9	29.4%	0.6%	6.7%	15.2%	22.3%	19.4	3.0%	58%	66%	46%	33%	10.8	22.2%

In late 2007, we announced the decision to divest seven businesses. Income statements and balance sheets for 2005 through 2008 reflect those businesses as discontinued operations. In 2014, we divested the majority of the Store Fixtures business. Income statements for 2009 through 2014 reflect that business as discontinued operations, but balance sheets have not been adjusted for this change. Therefore, turnover and returns for 2009-2014 are slightly understated.
"Adjusted Continuing Operations" also exclude unusual items from earnings to better reflect operating performance in each year. See Appendix - Non-GAAP Adjustments

Current ratio = current assets / current liabilities
Inventory turnover= cost of goods sold (net sales - gross profit) / average inventory
Return on sales= net earnings / net sales
Asset turnover= net sales / average total assets
Return on assets= return on sales x asset turnover
Leverage = average total assets / average shareholders equity
Return on equity= return on assets x leverage
Total shareholder return= (dividends + change in stock price) / beginning stock price
Return on average total capital= (net earnings + after tax interest expense) / average total capital (i.e. long-term debt + other liabilities & deferred taxes + shareholders equity)
Return on average net assets= EBIT / average net assets (I.e. total capital - cash + current debt maturities)
P/E multiple = market price per share on Dec. 31 / trailing 12 month earnings per share
Dividend yield = dividend per share / market price per share on Dec. 31
Payout ratio to common = dividend per share / average earnings per share
Total liab to assets = total liab / total assets; liab = CL + LT Debt + Other Liab + Def Tax
Debt to total capital = total debt (long-term debt + current debt) / total capital (long-term debt + current debt + other liabilities & deferred taxes + shareholders equity)
Net Debt to Net Capital = (total debt - cash) / (total capital - cash)
Times interest earned = income before interest expense & taxes /net interest expense

Foreign Sales Data

Dollars in millions

The Company's operations outside of the United States are principally in Europe, China, Canada, and Mexico.
The sales information below is compiled based on the areas we have operations, primarily manufacturing locations.

	Continuing Operations											2007-2017
Year ended Dec. 31	**2017**	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	**CAGR**
External Sales												
United States	**2,488**	2,467	2,704	2,599	2,450	2,430	2,298	2,427	2,289	3,025	3,145	(2.3%)
% U.S.	***63.1%***	*65.8%*	*69.0%*	*68.7%*	*70.5%*	*71.2%*	*69.6%*	*72.2%*	*74.9%*	*74.2%*	*74.0%*	
Canada and Mexico	**414**	348	320	297	271	278	263	248	212	323	417	(0.1%)
Europe	**475**	445	427	423	352	326	347	302	278	409	402	1.7%
China	**482**	420	392	390	336	312	319	324	233	267	224	8.0%
Other Foreign	**86**	69	74	74	69	69	76	58	43	51	62	3.2%
Subtotal - Foreign	**1,456**	1,283	1,214	1,183	1,027	984	1,005	932	766	1,051	1,105	
% Foreign	***36.9%***	*34.2%*	*31.0%*	*31.3%*	*29.5%*	*28.8%*	*30.4%*	*27.8%*	*25.1%*	*25.8%*	*26.0%*	
Total	**3,944**	3,750	3,917	3,782	3,477	3,415	3,303	3,359	3,055	4,076	4,250	(0.7%)
New Countries Entered												
			Poland		France							

[1] Sales for 2011-2014 reflect Store Fixtures as discontinued operations.

Quarterly Financial Data

	1Q07	2Q07	3Q07	4Q07	2007	1Q08	2Q08	3Q08	4Q08	2008	1Q09	2Q09	3Q09	4Q09	2009	1Q10	2Q10	3Q10	4Q10	2010
Income																				
Net Sales	1048	1071	1092	1040	4250	998	1063	1132	883	4076	718	757	810	770	3055	816	874	867	802	3359
COGS	851	864	877	863	3454	821	867	925	772	3385	593	610	623	600	2425	651	695	698	660	2704
Gross Profit	197	207	216	177	796	177	196	207	111	691	125	147	187	170	630	166	180	169	142	655
%	*18.8%*	*19.3%*	*19.7%*	*17.0%*	*18.7%*	*17.7%*	*18.5%*	*18.3%*	*12.5%*	*17.0%*	*17.4%*	*19.4%*	*23.1%*	*22.1%*	*20.6%*	*20.3%*	*20.6%*	*19.5%*	*17.6%*	*19.5%*
SGA	100	113	106	110	430	104	108	106	106	423	102	89	85	87	363	92	89	88	86	354
Oper Income	96	94	110	67	366	73	89	102	4	268	23	58	103	83	267	73	91	81	56	301
Amortization	5	6	5	7	23	6	6	6	6	25	4	6	6	5	21	5	5	5	5	20
Other	(2)	(1)	(2)	151	146	(3)	0	(1)	15	11	1	12	2	1	16	(9)	1	1	1	(7)
EBIT	**93**	**88**	**107**	**(91)**	**197**	**70**	**82**	**96**	**(17)**	**232**	**18**	**41**	**95**	**77**	**230**	**77**	**85**	**76**	**50**	**288**
%	***8.8%***	***8.3%***	***9.8%***	***(8.8%)***	***4.6%***	***7.0%***	***7.8%***	***8.5%***	***(1.9%)***	***5.7%***	***2.5%***	***5.4%***	***11.7%***	***10.0%***	***7.5%***	***9.5%***	***9.7%***	***8.7%***	***6.2%***	***8.6%***
Interest Expense	14	14	15	16	59	13	13	12	10	48	9	9	9	10	37	9	9	9	10	38
Interest Income	2	2	3	3	10	2	2	2	2	9	2	1	1	2	6	1	1	2	1	5
Earnings Before Taxes	81	76	94	(103)	147	59	71	87	(25)	193	10	33	87	69	198	69	77	68	41	256
Taxes	24	18	29	12	82	19	26	37	(17)	65	7	14	31	26	77	22	24	18	9	72
Net Earnings - Continuing	57	58	66	(116)	65	40	45	50	(8)	128	3	19	56	43	121	48	54	50	33	184
Discontinued Operations, net of tax	19	4	2	(95)	(71)	4	3	(16)	(10)	(19)	(0)	0	(1)	(5)	(6)	(1)	1	(1)	(0)	(1)
Net Earnings	77	62	67	(211)	(6)	45	48	34	(17)	109	3	19	56	37	115	47	54	49	33	183
Less: Non-controlling Interest	1	2	1	2	6	1	2	1	1	5	(0)	(0)	1	2	3	2	1	2	1	6
Net Earnings Attributable to Leggett	**76**	**60**	**66**	**(213)**	**(11)**	**43**	**46**	**33**	**(18)**	**104**	**3**	**19**	**54**	**35**	**112**	**45**	**53**	**47**	**31**	**177**
%	***7.2%***	***5.6%***	***6.0%***	***(20.4%)***	***(0.3%)***	***4.3%***	***4.4%***	***2.9%***	***(2.0%)***	***2.6%***	***0.5%***	***2.6%***	***6.7%***	***4.6%***	***3.7%***	***5.5%***	***6.0%***	***5.5%***	***3.9%***	***5.3%***
Depreciation	28	30	30	31	120	29	30	28	29	116	27	28	27	28	110	27	24	25	27	103
Amortization	5	6	5	7	23	6	6	6	6	25	4	6	6	5	21	5	5	5	5	20
EBITDA	**126**	**125**	**142**	**(53)**	**340**	**105**	**119**	**131**	**18**	**373**	**49**	**74**	**128**	**110**	**361**	**109**	**114**	**106**	**82**	**411**
Earnings (Loss) Per Share																				
From Continuing Operations	$0.31	$0.31	$0.36	($0.67)	$0.33	$0.23	$0.25	$0.29	($0.05)	$0.73	$0.02	$0.12	$0.34	$0.26	$0.74	$0.30	$0.34	$0.31	$0.21	$1.16
From Discontinued Operations	$0.10	$0.02	$0.01	($0.54)	($0.39)	$0.02	$0.02	($0.09)	($0.06)	($0.11)	($0.00)	$0.00	($0.00)	($0.03)	($0.04)	($0.00)	$0.00	($0.00)	($0.00)	($0.01)
Net Earnings (Loss) Per Share	$0.41	$0.33	$0.37	($1.21)	($0.06)	$0.25	$0.27	$0.20	($0.11)	$0.62	$0.02	$0.12	$0.34	$0.23	$0.70	$0.29	$0.34	$0.31	$0.21	$1.15
Diluted Shares	184	183	177	175	180	173	172	166	162	168	161	162	161	156	160	154	154	153	152	153
Dividends	$0.17	$0.18	$0.18	$0.25	$0.78	$0.25	$0.25	$0.25	$0.25	$1.00	$0.25	$0.25	$0.26	$0.26	$1.02	$0.26	$0.26	$0.27	$0.27	$1.06
Cash Flow Info																				
Cash from Operations	**149**	**93**	**194**	**178**	**614**	**53**	**73**	**77**	**233**	**436**	**115**	**174**	**142**	**135**	**565**	**51**	**67**	**91**	**154**	**363**
Adds to PPE	44	27	37	40	149	33	32	26	28	118	22	30	14	18	83	14	17	19	19	68
Acquisitions (net of cash)	83	1	2	26	111	1	1	8	1	10	0	0	3	0	3	0	0	0	5	5
Dividends paid	31	31	32	31	125	43	43	42	37	165	39	39	39	40	157	39	39	38	40	155
Balance Sheet																				
Cash & Equivalents					205	188	203	211	165	165	160	222	222	261	261	247	244	277	245	245
Receivables					630	666	684	721	551	551	493	493	549	470	470	524	537	547	479	479
Inventory					591	599	669	645	495	495	453	411	397	409	409	439	452	449	435	435
Other Current					105	96	101	74	66	66	70	69	65	58	58	53	56	36	60	60
Current Assets					1531	1550	1657	1652	1276	1276	1176	1195	1232	1197	1197	1263	1288	1308	1219	1219
Net Fixed Assets					727	736	740	722	681	681	671	686	664	669	669	641	625	621	624	624
Goodwill & Other					1237	1239	1257	1250	1144	1144	1118	1131	1138	1152	1152	1143	1120	1125	1158	1158
Total Assets					**3496**	**3526**	**3653**	**3624**	**3101**	**3101**	**2965**	**3012**	**3035**	**3018**	**3018**	**3047**	**3033**	**3055**	**3001**	**3001**
Accounts Payable					225	242	279	271	175	175	160	186	209	199	199	241	257	232	226	226
Current Portion LTD					89	74	11	17	22	22	17	17	2	10	10	10	10	10	2	2
Other Current					408	383	389	382	319	319	306	293	324	322	322	313	300	308	294	294
Current Liabilities					**722**	**699**	**679**	**670**	**517**	**517**	**483**	**497**	**535**	**532**	**532**	**563**	**567**	**550**	**523**	**523**
LTD					1001	1096	1228	998	851	851	793	773	772	789	789	822	855	834	762	762
Def Tax & Other					139	147	164	147	134	134	117	129	155	161	161	162	165	180	191	191
Shareholders' Equity					1635	1584	1582	1808	1599	1599	1572	1614	1572	1535	1535	1499	1447	1491	1524	1524
Capitalization					**2774**	**2827**	**2974**	**2954**	**2584**	**2584**	**2482**	**2515**	**2500**	**2486**	**2486**	**2484**	**2467**	**2505**	**2478**	**2478**
Total Liab. & Equity					**3496**	**3526**	**3653**	**3624**	**3101**	**3101**	**2965**	**3012**	**3035**	**3018**	**3018**	**3047**	**3033**	**3055**	**3001**	**3001**

Quarterly Financial Data

	1Q11	2Q11	3Q11	4Q11	2011	1Q12[2]	2Q12[2]	3Q12[2]	4Q12[2]	2012[2]	1Q13[2]	2Q13[2]	3Q13[2]	4Q13[2]	2013[2]	1Q14[2]	2Q14[2]	3Q14[2]	4Q14[2]	2014[2]
Income																				
Net Sales	896	945	941	854	3636	876	867	863	809	3415	861	880	878	859	3477	876	956	997	953	3782
COGS	726	763	771	711	2971	708	692	684	636	2719	681	694	698	694	2767	699	755	788	750	2992
Gross Profit	170	182	170	143	665	168	176	179	173	696	180	185	180	165	710	177	201	209	204	790
%	*19.0%*	*19.2%*	*18.1%*	*16.7%*	*18.3%*	*19.2%*	*20.3%*	*20.8%*	*21.3%*	*20.4%*	*20.9%*	*21.1%*	*20.5%*	*19.2%*	*20.4%*	*20.2%*	*21.0%*	*21.0%*	*21.4%*	*20.9%*
SGA	96	98	94	94	382	90	84	87	88	348	99	92	85	91	368	92	94	131	132	450
Oper Income	74	84	77	49	283	78	92	93	85	348	81	93	94	74	342	85	107	78	72	341
Amortization	5	5	5	4	19	6	6	6	6	25	6	5	5	9	25	5	5	5	5	20
Other	(5)	(0)	0	31	27	0	(1)	(1)	(1)	(2)	(4)	(3)	(11)	60	42	(6)	(0)	(3)	(2)	(10)
EBIT	**74**	**79**	**72**	**13**	**238**	**72**	**86**	**88**	**79**	**324**	**79**	**92**	**99**	**5**	**275**	**86**	**102**	**75**	**68**	**332**
%	***8.3%***	***8.4%***	***7.6%***	***1.5%***	***6.5%***	***8.2%***	***9.9%***	***10.2%***	***9.8%***	***9.5%***	***9.1%***	***10.4%***	***11.3%***	***0.6%***	***7.9%***	***9.8%***	***10.7%***	***7.6%***	***7.1%***	***8.8%***
Interest Expense	10	9	10	10	38	10	10	11	13	43	13	11	11	10	45	10	10	10	11	42
Interest Income	2	2	1	2	7	2	2	2	2	7	3	2	2	2	8	1	1	2	2	6
Earnings Before Taxes	66	72	63	5	206	64	78	78	68	288	68	82	91	(4)	238	77	93	67	59	296
Taxes	20	17	18	(5)	50	20	20	27	(11)	56	19	23	24	(14)	51	21	24	13	13	70
Net Earnings - Continuing	46	56	45	9	156	44	58	51	79	232	50	60	67	11	186	56	70	53	46	225
Discontinued Operations, net of tax	0	0	0	0	0	1	7	16	(5)	19	(0)	12	6	(4)	13	(2)	(93)	(4)	(25)	(124)
Net Earnings	46	56	45	9	156	45	65	67	74	251	50	72	72	6	200	54	(23)	49	22	101
Less: Non-controlling Interest	1	1	0	1	3	1	1	1	1	2	0	1	1	1	2	1	1	1	1	3
Net Earnings Attributable to Leggett	**45**	**55**	**45**	**9**	**153**	**44**	**65**	**66**	**73**	**248**	**49**	**71**	**71**	**6**	**197**	**53**	**(24)**	**48**	**21**	**98**
%	***5.0%***	***5.8%***	***4.8%***	***1.0%***	***4.2%***	***5.0%***	***7.5%***	***7.6%***	***9.1%***	***7.3%***	***5.7%***	***8.1%***	***8.1%***	***0.7%***	***5.7%***	***6.1%***	***(2.5%)***	***4.8%***	***2.2%***	***2.6%***
Depreciation	25	25	23	24	98	22	21	23	21	86	23	23	22	23	91	24	25	24	25	98
Amortization	5	5	5	4	19	6	6	6	6	25	6	5	5	9	25	5	5	5	5	20
EBITDA	**104**	**109**	**100**	**42**	**355**	**100**	**113**	**117**	**106**	**436**	**107**	**119**	**127**	**38**	**391**	**115**	**132**	**104**	**98**	**449**
Earnings (Loss) Per Share																				
From Continuing Operations	$0.30	$0.37	$0.31	$0.06	$1.04	$0.30	$0.40	$0.34	$0.53	$1.57	$0.33	$0.40	$0.45	$0.07	$1.25	$0.38	$0.48	$0.37	$0.32	$1.55
From Discontinued Operations	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.05	$0.11	($0.03)	$0.13	($0.00)	$0.08	$0.04	($0.03)	$0.09	($0.02)	($0.65)	($0.03)	($0.18)	($0.87)
Net Earnings (Loss) Per Share	$0.30	$0.37	$0.31	$0.06	$1.04	$0.30	$0.45	$0.45	$0.50	$1.70	$0.33	$0.48	$0.49	$0.04	$1.34	$0.37	($0.17)	$0.34	$0.14	$0.68
Diluted Shares	151	147	145	145	147	145	145	146	147	146	148	148	147	146	147	144	143	143	143	143
Dividends	$0.27	$0.27	$0.28	$0.28	$1.10	$0.28	$0.28	$0.29	$0.29	$1.14	$0.29	$0.29	$0.30	$0.30	$1.18	$0.30	$0.30	$0.31	$0.31	$1.22
Cash Flow Info																				
Cash from Operations	**47**	**54**	**101**	**127**	**329**	**65**	**81**	**95**	**209**	**450**	**24**	**99**	**116**	**178**	**417**	**(20)**	**103**	**132**	**166**	**382**
Adds to PPE	17	21	19	18	75	18	20	16	18	71	20	22	18	21	81	15	23	25	31	94
Acquisitions (net of cash)	1	4	2	0	7	189	1	1	21	212	0	10	16	1	28	2	49	19	0	70
Dividends paid	40	39	38	39	156	39	39	39	82	200	0	41	41	42	125	42	42	41	43	168
Balance Sheet																				
Cash & Equivalents	195	203	219	236	236	261	271	265	359	359	449	280	299	273	273	269	304	243	333	333
Receivables	576	568	577	504	504	572	558	590	446	446	529	553	575	467	467	574	603	584	523	523
Inventory	462	507	457	441	441	473	518	471	489	489	503	510	489	496	496	520	527	477	482	482
Other Current	57	40	39	43	43	44	54	53	45	45	44	44	45	46	46	48	55	131	92	92
Current Assets	1290	1318	1291	1224	1224	1350	1400	1379	1339	1339	1525	1387	1408	1282	1282	1410	1490	1435	1430	1430
Net Fixed Assets	616	618	601	581	581	592	581	575	573	573	567	562	580	575	575	564	583	547	559	559
Goodwill & Other	1160	1159	1130	1111	1111	1270	1259	1292	1343	1343	1336	1329	1317	1252	1252	1247	1171	1203	1152	1152
Total Assets	**3067**	**3095**	**3022**	**2915**	**2915**	**3213**	**3240**	**3246**	**3255**	**3255**	**3428**	**3279**	**3305**	**3108**	**3108**	**3222**	**3243**	**3185**	**3141**	**3141**
Accounts Payable	302	282	274	257	257	298	320	292	285	285	320	338	326	339	339	350	377	357	370	370
Current Portion LTD	2	2	2	3	3	3	202	202	202	202	201	2	1	181	181	181	181	382	202	202
Other Current	282	293	328	327	327	325	359	302	244	244	271	291	312	309	309	302	307	406	421	421
Current Liabilities	**586**	**578**	**604**	**586**	**586**	**626**	**881**	**796**	**731**	**731**	**793**	**631**	**639**	**830**	**830**	**834**	**865**	**1144**	**992**	**992**
LTD	822	857	897	833	833	1047	821	860	854	854	954	974	958	688	688	811	926	619	767	767
Def Tax & Other	202	206	183	188	188	197	191	189	228	228	242	240	245	191	191	206	190	193	227	227
Shareholders' Equity	1458	1455	1338	1308	1308	1343	1347	1401	1442	1442	1440	1434	1464	1399	1399	1371	1262	1229	1155	1155
Capitalization	**2481**	**2517**	**2418**	**2329**	**2329**	**2587**	**2359**	**2450**	**2524**	**2524**	**2635**	**2648**	**2666**	**2279**	**2279**	**2388**	**2379**	**2040**	**2148**	**2148**
Total Liab. & Equity	**3067**	**3095**	**3022**	**2915**	**2915**	**3213**	**3240**	**3246**	**3255**	**3255**	**3428**	**3279**	**3305**	**3108**	**3108**	**3222**	**3243**	**3185**	**3141**	**3141**

[2] **Quarterly Income Statements for 2012 through 2014 reflect Store Fixtures as discontinued operations.**

Quarterly Financial Data

	1Q15	2Q15	3Q15	4Q15	2015	1Q16	2Q16	3Q16	4Q16	2016	1Q17	2Q17	3Q17	4Q17	2017
Income															
Net Sales	966	997	1009	945	3917	938	959	949	904	3750	960	989	1010	985	3944
COGS	748	767	768	711	2994	705	725	722	700	2851	734	759	794	789	3076
Gross Profit	218	231	241	234	923	234	234	227	204	899	226	230	216	196	868
%	*22.5%*	*23.1%*	*23.9%*	*24.7%*	*23.6%*	*24.9%*	*24.4%*	*24.0%*	*22.6%*	*24.0%*	*23.5%*	*23.3%*	*21.4%*	*19.9%*	*22.0%*
SGA	98	107	97	116	417	105	100	94	98	397	106	105	96	97	404
Oper Income	120	124	144	118	506	129	134	134	106	502	120	125	120	100	464
Amortization	5	5	5	5	21	5	5	5	5	20	5	5	6	5	21
Other	3	(0)	(3)	(2)	(1)	(4)	(17)	(2)	(17)	(40)	(1)	(2)	5	(26)	(24)
EBIT	**112**	**119**	**142**	**114**	**487**	**127**	**147**	**130**	**118**	**522**	**116**	**122**	**109**	**121**	**468**
%	***11.6%***	***12.0%***	***14.0%***	***12.1%***	***12.4%***	***13.5%***	***15.3%***	***13.7%***	***13.1%***	***13.9%***	***12.1%***	***12.4%***	***10.8%***	***12.2%***	***11.9%***
Interest Expense	11	11	10	9	41	9	10	10	9	39	11	10	10	12	44
Interest Income	1	1	1	1	4	1	1	1	1	4	2	2	2	2	8
Earnings Before Taxes	102	109	132	107	450	119	137	121	110	487	107	113	101	111	432
Taxes	29	32	36	25	122	28	38	28	27	120	21	26	17	74	138
Net Earnings - Continuing	73	77	96	82	328	91	100	94	83	367	86	88	84	36	294
Discontinued Operations, net of tax	(1)	2	(0)	0	1	0	20	0	(1)	19	0	0	(1)	0	(1)
Net Earnings	73	78	96	82	329	91	120	94	82	386	86	88	83	36	293
Less: Non-controlling Interest	1	1	1	1	4	2	(1)	(0)	(0)	(0)	0	0	0	0	0
Net Earnings Attributable to Leggett	**72**	**78**	**95**	**81**	**325**	**89**	**121**	**94**	**82**	**386**	**86**	**88**	**83**	**36**	**293**
%	***7.4%***	***7.8%***	***9.4%***	***8.5%***	***8.3%***	***9.5%***	***12.6%***	***9.9%***	***9.1%***	***10.3%***	***9.0%***	***8.9%***	***8.2%***	***3.7%***	***7.4%***
Depreciation	23	19	21	21	84	21	22	22	22	87	23	25	24	24	95
Amortization	7	8	8	7	30	7	7	7	7	29	8	7	9	7	31
EBITDA	**141**	**146**	**170**	**142**	**600**	**155**	**175**	**159**	**147**	**637**	**146**	**154**	**141**	**152**	**594**
Earnings (Loss) Per Share															
From Continuing Operations	$0.50	$0.53	$0.67	$0.57	$2.27	$0.63	$0.72	$0.67	$0.60	$2.62	$0.62	$0.64	$0.61	$0.27	$2.14
From Discontinued Operations	($0.00)	$0.01	($0.00)	$0.00	$0.01	$0.00	$0.15	$0.00	($0.01)	$0.14	$0.00	$0.00	($0.01)	$0.00	($0.01)
Net Earnings (Loss) Per Share	$0.50	$0.54	$0.67	$0.57	$2.28	$0.63	$0.87	$0.67	$0.59	$2.76	$0.62	$0.64	$0.60	$0.27	$2.13
Diluted Shares	144	143	143	142	143	141	140	139	139	140	138	137	137	137	137
Dividends	$0.31	$0.31	$0.32	$0.32	$1.26	$0.32	$0.34	$0.34	$0.34	$1.34	$0.34	$0.36	$0.36	$0.36	$1.42
Cash Flow Info															
Cash from Operations	**32**	**95**	**130**	**102**	**359**	**111**	**151**	**124**	**167**	**553**	**58**	**98**	**105**	**182**	**444**
Adds to PPE	22	30	27	25	103	28	30	25	41	124	34	45	40	40	159
Acquisitions (net of cash)	12	(1)	0	0	11	16	1	11	2	30	38	1	0	0	39
Dividends paid	43	43	43	44	172	44	43	46	45	177	45	45	48	48	186
Balance Sheet															
Cash & Equivalents	262	275	251	253	253	250	285	317	282	282	269	335	343	526	526
Receivables	532	550	530	520	520	531	535	544	487	487	555	578	586	595	595
Inventory	506	511	505	505	505	522	523	519	520	520	556	580	558	571	571
Other Current	109	101	94	33	33	38	37	34	37	37	33	47	63	74	74
Current Assets	1409	1436	1380	1311	1311	1342	1380	1413	1325	1325	1413	1540	1550	1767	1767
Net Fixed Assets	533	539	544	541	541	555	553	554	566	566	589	616	644	664	664
Goodwill & Other	1161	1169	1143	1116	1116	1128	1099	1103	1094	1094	1118	1125	1130	1120	1120
Total Assets	**3103**	**3144**	**3066**	**2968**	**2968**	**3024**	**3032**	**3070**	**2984**	**2984**	**3120**	**3282**	**3324**	**3551**	**3551**
Accounts Payable	358	359	344	307	307	332	340	335	351	351	388	388	382	430	430
Current Portion LTD	202	202	3	3	3	4	4	1	4	4	3	3	153	154	154
Other Current	393	404	404	391	391	344	356	351	352	352	325	350	356	392	392
Current Liabilities	**953**	**964**	**751**	**701**	**701**	**680**	**699**	**687**	**707**	**707**	**717**	**742**	**892**	**976**	**976**
LTD	798	832	989	945	945	1032	1044	1055	956	956	1120	1184	1044	1098	1098
Def Tax & Other	236	238	226	223	223	221	223	224	227	227	218	223	215	286	286
Shareholders' Equity	1116	1110	1100	1098	1098	1091	1066	1104	1094	1094	1065	1134	1173	1191	1191
Capitalization	**2150**	**2180**	**2315**	**2266**	**2266**	**2344**	**2333**	**2383**	**2278**	**2278**	**2403**	**2540**	**2432**	**2575**	**2575**
Total Liab. & Equity	**3103**	**3144**	**3066**	**2968**	**2968**	**3024**	**3032**	**3070**	**2984**	**2984**	**3120**	**3282**	**3324**	**3551**	**3551**

Adjusted Continuing Ops [1]

	1Q07	2Q07	3Q07	4Q07	2007	1Q08	2Q08	3Q08	4Q08	2008	1Q09	2Q09	3Q09	4Q09	2009	1Q10	2Q10	3Q10	4Q10	2010
Income																				
Net Sales	1048	1071	1092	1040	4250	998	1063	1132	883	4076	718	757	810	770	3055	816	874	867	802	3359
COGS	851	864	877	858	3449	821	867	922	763	3373	593	610	623	600	2425	651	695	698	660	2704
Gross Profit	197	207	216	182	801	177	196	210	119	703	125	147	187	170	630	166	180	169	142	655
%	*18.8%*	*19.3%*	*19.7%*	*17.5%*	*18.8%*	*17.7%*	*18.5%*	*18.6%*	*13.5%*	*17.2%*	*17.4%*	*19.4%*	*23.1%*	*22.1%*	*20.6%*	*20.3%*	*20.6%*	*19.5%*	*17.6%*	*19.5%*
SGA	97	110	103	107	418	104	108	106	99	416	93	89	85	87	355	92	89	88	86	354
Oper Income	99	97	113	75	383	73	89	105	20	287	32	58	103	83	275	73	91	81	56	301
Amortization	5	6	5	7	23	6	6	6	6	25	4	6	6	5	21	5	5	5	5	20
Other	(2)	(2)	(2)	(3)	(9)	(2)	(2)	(2)	(2)	(8)	1	1	2	1	5	(9)	1	1	1	(7)
EBIT	**96**	**92**	**110**	**71**	**369**	**69**	**84**	**101**	**16**	**271**	**26**	**51**	**95**	**77**	**249**	**77**	**85**	**76**	**50**	**288**
%	***9.1%***	***8.6%***	***10.0%***	***6.8%***	***8.7%***	***6.9%***	***7.9%***	***8.9%***	***1.8%***	***6.6%***	***3.7%***	***6.8%***	***11.7%***	***10.0%***	***8.2%***	***9.5%***	***9.7%***	***8.7%***	***6.2%***	***8.6%***
Interest Expense	14	14	15	16	59	13	13	12	10	48	9	9	9	10	37	9	9	9	10	38
Interest Income	2	2	3	3	10	2	2	2	2	9	2	1	1	2	6	1	1	2	1	5
Earnings Before Taxes	84	80	97	59	319	58	73	91	8	231	19	43	87	69	218	69	77	68	41	256
Taxes	25	23	31	19	97	20	24	33	3	80	10	17	31	20	78	22	24	18	9	72
Net Earnings-Continuing	59	57	67	39	222	39	49	58	5	151	9	26	56	49	140	48	54	50	33	184
Less: Non-controlling Interest	1	2	1	2	6	1	2	1	1	5	(0)	(0)	1	2	3	2	1	2	1	6
Net Earnings Attributable to Leggett	**58**	**55**	**65**	**38**	**216**	**37**	**47**	**57**	**5**	**146**	**9**	**26**	**55**	**47**	**137**	**46**	**52**	**48**	**32**	**177**
	5.6%	***5.2%***	***6.0%***	***3.6%***	***5.1%***	***3.7%***	***4.5%***	***5.0%***	***0.5%***	***3.6%***	***1.3%***	***3.5%***	***6.8%***	***6.1%***	***4.5%***	***5.6%***	***6.0%***	***5.5%***	***3.9%***	***5.3%***
Depreciation	28	30	30	31	120	29	30	28	29	116	27	28	27	28	110	27	24	25	27	103
Amortization	5	6	5	7	23	6	6	6	6	25	4	6	6	5	21	5	5	5	5	20
EBITDA	**129**	**129**	**145**	**109**	**512**	**104**	**121**	**135**	**51**	**411**	**58**	**85**	**128**	**110**	**380**	**109**	**114**	**106**	**82**	**411**
Earnings (Loss) Per Share																				
From Continuing Operations	$0.32	$0.30	$0.37	$0.21	$1.20	$0.22	$0.28	$0.34	$0.03	$0.87	$0.06	$0.16	$0.34	$0.30	$0.86	$0.30	$0.34	$0.31	$0.21	$1.16
Diluted Shares	184	183	177	175	180	173	172	166	162	168	161	162	161	156	160	154	154	153	152	153
Dividends	$0.17	$0.18	$0.18	$0.25	$0.78	$0.25	$0.25	$0.25	$0.25	$1.00	$0.25	$0.25	$0.26	$0.26	$1.02	$0.26	$0.26	$0.27	$0.27	$1.06
Cash Flow Info																				
Cash from Operations	**149**	**93**	**194**	**178**	**614**	**53**	**73**	**77**	**233**	**436**	**115**	**174**	**142**	**135**	**565**	**51**	**67**	**91**	**154**	**363**
Adds to PPE	44	27	37	40	149	33	32	26	28	118	22	30	14	18	83	14	17	19	19	68
Acquisitions (net of cash)	83	1	2	26	111	1	1	8	1	10	0	0	3	0	3	0	0	0	5	5
Dividends paid	31	31	32	31	125	43	43	42	37	165	39	39	39	40	157	39	39	38	40	155
Balance Sheet																				
Cash & Equivalents					205	188	203	211	165	165	160	222	222	261	261	247	244	277	245	245
Receivables					630	666	684	721	551	551	493	493	549	470	470	524	537	547	479	479
Inventory					591	599	669	645	495	495	453	411	397	409	409	439	452	449	435	435
Other Current					105	96	101	74	66	66	70	69	65	58	58	53	56	36	60	60
Current Assets					1531	1550	1657	1652	1276	1276	1176	1195	1232	1197	1197	1263	1288	1308	1219	1219
Net Fixed Assets					727	736	740	722	681	681	671	686	664	669	669	641	625	621	624	624
Goodwill & Other					1237	1239	1257	1250	1144	1144	1118	1131	1138	1152	1152	1143	1120	1125	1158	1158
Total Assets					**3496**	**3526**	**3653**	**3624**	**3101**	**3101**	**2965**	**3012**	**3035**	**3018**	**3018**	**3047**	**3033**	**3055**	**3001**	**3001**
Accounts Payable					225	242	279	271	175	175	160	186	209	199	199	241	257	232	226	226
Current Portion LTD					89	74	11	17	22	22	17	17	2	10	10	10	10	10	2	2
Other Current					408	383	389	382	319	319	306	293	324	322	322	313	300	308	294	294
Current Liabilities					**722**	**699**	**679**	**670**	**517**	**517**	**483**	**497**	**535**	**532**	**532**	**563**	**567**	**550**	**523**	**523**
LTD					1001	1096	1228	998	851	851	793	773	772	789	789	822	855	834	762	762
Def Tax & Other					139	147	164	147	134	134	117	129	155	161	161	162	165	180	191	191
Shareholders' Equity					1635	1584	1582	1808	1599	1599	1572	1614	1572	1535	1535	1499	1447	1491	1524	1524
Capitalization					**2774**	**2827**	**2974**	**2954**	**2584**	**2584**	**2482**	**2515**	**2500**	**2486**	**2486**	**2484**	**2467**	**2505**	**2478**	**2478**
Total Liab. & Equity					**3496**	**3526**	**3653**	**3624**	**3101**	**3101**	**2965**	**3012**	**3035**	**3018**	**3018**	**3047**	**3033**	**3055**	**3001**	**3001**

[1] Adjusted continuing operations exclude unusual items to better reflect operating performance in each year.
See Appendix - Non-GAAP Adjustments.

Adjusted Continuing Ops [1]

	1Q11	2Q11	3Q11	4Q11	2011	1Q12[2]	2Q12[2]	3Q12[2]	4Q12[2]	2012[2]	1Q13[2]	2Q13[2]	3Q13[2]	4Q13[2]	2013[2]	1Q14[2]	2Q14[2]	3Q14[2]	4Q14[2]	2014[2]
Income																				
Net Sales	896	945	941	854	3636	876	867	863	809	3415	861	880	878	859	3477	876	956	997	953	3782
COGS	726	763	771	709	2968	708	692	684	636	2719	681	694	698	694	2767	699	755	788	750	2992
Gross Profit	170	182	170	146	668	168	176	179	173	696	180	185	180	165	710	177	201	209	204	790
%	*19.0%*	*19.2%*	*18.1%*	*17.0%*	*18.4%*	*19.2%*	*20.3%*	*20.8%*	*21.3%*	*20.4%*	*20.9%*	*21.1%*	*20.5%*	*19.2%*	*20.4%*	*20.2%*	*21.0%*	*21.0%*	*21.4%*	*20.9%*
SGA	96	98	94	94	382	90	84	87	88	348	99	92	85	91	368	92	94	100	110	396
Oper Income	74	84	77	51	286	78	92	93	85	348	81	93	94	74	342	85	107	109	94	394
Amortization	5	5	5	4	19	6	6	6	6	25	6	5	5	6	22	5	5	5	5	20
Other	(5)	(0)	0	(3)	(7)	0	(1)	(1)	(1)	(2)	(4)	(3)	(2)	(4)	(12)	(6)	(0)	(3)	(2)	(10)
EBIT	**74**	**79**	**72**	**50**	**274**	**72**	**86**	**88**	**79**	**324**	**79**	**92**	**91**	**72**	**333**	**86**	**102**	**107**	**90**	**385**
%	***8.3%***	***8.4%***	***7.6%***	***5.8%***	***7.5%***	***8.2%***	***9.9%***	***10.2%***	***9.8%***	***9.5%***	***9.1%***	***10.4%***	***10.3%***	***8.4%***	***9.6%***	***9.8%***	***10.7%***	***10.7%***	***9.5%***	***10.2%***
Interest Expense	10	9	10	10	38	10	10	11	13	43	13	11	11	10	45	10	10	10	11	42
Interest Income	2	2	1	2	7	2	2	2	2	7	3	2	2	2	8	1	1	2	2	6
Earnings Before Taxes	66	72	63	41	243	64	78	78	68	288	68	82	82	63	296	77	93	98	81	349
Taxes	20	17	18	9	63	20	20	27	16	83	19	23	24	7	73	21	24	25	22	91
Net Earnings-Continuing	46	56	45	33	180	44	58	51	52	205	50	60	58	56	223	56	70	73	59	258
Less: Non-controlling Interest	1	1	0	1	3	1	1	1	1	2	0	1	1	1	2	1	1	1	1	3
Net Earnings Attributable to Leggett	**45**	**55**	**45**	**32**	**177**	**43**	**58**	**50**	**51**	**203**	**49**	**59**	**57**	**55**	**221**	**55**	**69**	**72**	**58**	**255**
	5.0%	***5.8%***	***4.8%***	***3.8%***	***4.9%***	***4.9%***	***6.6%***	***5.8%***	***6.4%***	***5.9%***	***5.7%***	***6.7%***	***6.5%***	***6.4%***	***6.3%***	***6.3%***	***7.2%***	***7.2%***	***6.1%***	***6.7%***
Depreciation	25	25	23	24	98	22	21	23	21	86	23	23	22	23	91	24	25	24	25	98
Amortization	5	5	5	4	19	6	6	6	6	25	6	5	5	9	25	5	5	5	5	20
EBITDA	**104**	**109**	**100**	**78**	**391**	**100**	**113**	**117**	**106**	**436**	**107**	**119**	**118**	**104**	**449**	**115**	**132**	**136**	**120**	**503**
Earnings (Loss) Per Share																				
From Continuing Operations	$0.30	$0.37	$0.31	$0.22	$1.20	$0.30	$0.40	$0.34	$0.35	$1.39	$0.33	$0.40	$0.39	$0.38	$1.50	$0.38	$0.48	$0.51	$0.41	$1.78
Diluted Shares	151	147	145	145	147	145	145	146	147	146	148	148	147	146	147	144	143	143	143	143
Dividends	$0.27	$0.27	$0.28	$0.28	$1.10	$0.28	$0.28	$0.29	$0.29	$1.14	$0.29	$0.29	$0.30	$0.30	$1.18	$0.30	$0.30	$0.31	$0.31	$1.22
Cash Flow Info																				
Cash from Operations	**47**	**54**	**101**	**127**	**329**	**65**	**81**	**95**	**209**	**450**	**24**	**99**	**116**	**178**	**417**	**(20)**	**103**	**132**	**166**	**382**
Adds to PPE	17	21	19	18	75	18	20	16	18	71	20	22	18	21	81	15	23	25	31	94
Acquisitions (net of cash)	1	4	2	0	7	189	1	1	21	212	0	10	16	1	28	2	49	19	0	70
Dividends paid	40	39	38	39	156	39	39	39	82	200	0	41	41	42	125	42	42	41	43	168
Balance Sheet																				
Cash & Equivalents	195	203	219	236	236	261	271	265	359	359	449	280	299	273	273	269	304	243	333	333
Receivables	576	568	577	504	504	572	558	590	446	446	529	553	575	467	467	574	603	584	523	523
Inventory	462	507	457	441	441	473	518	471	489	489	503	510	489	496	496	520	527	477	482	482
Other Current	57	40	39	43	43	44	54	53	45	45	44	44	45	46	46	48	55	131	92	92
Current Assets	1290	1318	1291	1224	1224	1350	1400	1379	1339	1339	1525	1387	1408	1282	1282	1410	1490	1435	1430	1430
Net Fixed Assets	616	618	601	581	581	592	581	575	573	573	567	562	580	575	575	564	583	547	559	559
Goodwill & Other	1160	1159	1130	1111	1111	1270	1259	1292	1343	1343	1336	1329	1317	1252	1252	1247	1171	1203	1152	1152
Total Assets	**3067**	**3095**	**3022**	**2915**	**2915**	**3213**	**3240**	**3246**	**3255**	**3255**	**3428**	**3279**	**3305**	**3108**	**3108**	**3222**	**3243**	**3185**	**3141**	**3141**
Accounts Payable	302	282	274	257	257	298	320	292	285	285	320	338	326	339	339	350	377	357	370	370
Current Portion LTD	2	2	2	3	3	3	202	202	202	202	201	2	1	181	181	181	181	382	202	202
Other Current	282	293	328	327	327	325	359	302	244	244	271	291	312	309	309	302	307	406	421	421
Current Liabilities	**586**	**578**	**604**	**586**	**586**	**626**	**881**	**796**	**731**	**731**	**793**	**631**	**639**	**830**	**830**	**834**	**865**	**1144**	**992**	**992**
LTD	822	857	897	833	833	1047	821	860	854	854	954	974	958	688	688	811	926	619	767	767
Def Tax & Other	202	206	183	188	188	197	191	189	228	228	242	240	245	191	191	206	190	193	227	227
Shareholders' Equity	1458	1455	1338	1308	1308	1343	1347	1401	1442	1442	1440	1434	1464	1399	1399	1371	1262	1229	1155	1155
Capitalization	**2481**	**2517**	**2418**	**2329**	**2329**	**2587**	**2359**	**2450**	**2524**	**2524**	**2635**	**2648**	**2666**	**2279**	**2279**	**2388**	**2379**	**2040**	**2148**	**2148**
Total Liab. & Equity	**3067**	**3095**	**3022**	**2915**	**2915**	**3213**	**3240**	**3246**	**3255**	**3255**	**3428**	**3279**	**3305**	**3108**	**3108**	**3222**	**3243**	**3185**	**3141**	**3141**

[2] Quarterly Income Statements for 2012 through 2014 reflect Store Fixtures as discontinued operations

Adjusted Continuing Ops [1]

	1Q15	2Q15	3Q15	4Q15	2015	1Q16	2Q16	3Q16	4Q16	2016	1Q17	2Q17	3Q17	4Q17	2017
Income															
Net Sales	966	997	1009	945	3917	938	959	949	904	3750	960	989	1010	985	3944
COGS	748	767	768	703	2986	705	725	722	700	2851	734	759	794	776	3063
Gross Profit	218	231	241	242	931	234	234	227	204	899	226	230	216	209	881
%	*22.5%*	*23.1%*	*23.9%*	*25.6%*	*23.8%*	*24.9%*	*24.4%*	*24.0%*	*22.6%*	*24.0%*	*23.5%*	*23.3%*	*21.4%*	*21.2%*	*22.3%*
SGA	98	105	97	108	408	105	107	94	98	404	106	105	96	94	401
Oper Income	120	126	144	134	524	129	127	134	106	496	120	125	120	115	480
Amortization	5	5	5	5	21	5	5	5	5	20	5	5	6	5	21
Other	(2)	(0)	(3)	(2)	(7)	(4)	(10)	(2)	(1)	(16)	(1)	(2)	(3)	(2)	(9)
EBIT	**117**	**121**	**142**	**130**	**510**	**127**	**132**	**130**	**103**	**492**	**116**	**122**	**117**	**112**	**468**
%	***12.1%***	***12.1%***	***14.0%***	***13.8%***	***13.0%***	***13.5%***	***13.8%***	***13.7%***	***11.3%***	***13.1%***	***12.1%***	***12.4%***	***11.6%***	***11.4%***	***11.9%***
Interest Expense	11	11	10	9	41	9	10	10	9	39	11	10	10	12	44
Interest Income	1	1	1	1	4	1	1	1	1	4	2	2	2	2	8
Earnings Before Taxes	108	111	132	123	473	119	123	121	94	457	107	113	109	103	432
Taxes	31	33	36	31	131	28	32	28	21	108	21	26	26	23	96
Net Earnings-Continuing	76	77	96	92	342	91	91	94	74	349	86	88	83	79	336
Less: Non-controlling Interest	1	1	1	1	4	2	(1)	(0)	(0)	0	0	0	0	0	0
Net Earnings Attributable to Leggett	**75**	**77**	**95**	**91**	**338**	**89**	**92**	**94**	**74**	**349**	**86**	**88**	**83**	**79**	**336**
	7.8%	***7.7%***	***9.4%***	***9.6%***	***8.6%***	***9.5%***	***9.6%***	***9.9%***	***8.2%***	***9.3%***	***9.0%***	***8.9%***	***8.2%***	***8.0%***	***8.5%***
Depreciation	23	19	21	21	84	21	22	22	22	87	23	25	24	24	95
Amortization	7	8	8	7	30	7	7	7	7	29	8	7	9	7	31
EBITDA	**147**	**148**	**170**	**158**	**623**	**155**	**161**	**159**	**132**	**607**	**146**	**154**	**149**	**144**	**594**
Earnings (Loss) Per Share															
From Continuing Operations	$0.52	$0.53	$0.67	$0.64	$2.36	$0.63	$0.66	$0.67	$0.53	$2.49	$0.62	$0.64	$0.61	$0.59	$2.46
Diluted Shares	144	143	143	142	143	141	140	139	139	140	138	137	137	137	137
Dividends	$0.31	$0.31	$0.32	$0.32	$1.26	$0.32	$0.34	$0.34	$0.34	$1.34	$0.34	$0.36	$0.36	$0.36	$1.42
Cash Flow Info															
Cash from Operations	**32**	**95**	**130**	**102**	**359**	**111**	**151**	**124**	**167**	**553**	**58**	**98**	**105**	**182**	**444**
Adds to PPE	22	30	27	25	103	28	30	25	41	124	34	45	40	40	159
Acquisitions (net of cash)	12	(1)	0	0	11	16	1	11	2	30	38	1	0	0	39
Dividends paid	43	43	43	44	172	44	43	46	45	177	45	45	48	48	186
Balance Sheet															
Cash & Equivalents	262	275	251	253	253	250	285	317	282	282	269	335	343	526	526
Receivables	532	550	530	520	520	531	535	544	487	487	555	578	586	595	595
Inventory	506	511	505	505	505	522	523	519	520	520	556	580	558	571	571
Other Current	109	101	94	33	33	38	37	34	37	37	33	47	63	74	74
Current Assets	1409	1436	1380	1311	1311	1342	1380	1413	1325	1325	1413	1540	1550	1767	1767
Net Fixed Assets	533	539	544	541	541	555	553	554	566	566	589	616	644	664	664
Goodwill & Other	1161	1169	1143	1116	1116	1128	1099	1103	1094	1094	1118	1125	1130	1120	1120
Total Assets	**3103**	**3144**	**3066**	**2968**	**2968**	**3024**	**3032**	**3070**	**2984**	**2984**	**3120**	**3282**	**3324**	**3551**	**3551**
Accounts Payable	358	359	344	307	307	332	340	335	351	351	388	388	382	430	430
Current Portion LTD	202	202	3	3	3	4	4	1	4	4	3	3	153	154	154
Other Current	393	404	404	391	391	344	356	351	352	352	325	350	356	392	392
Current Liabilities	**953**	**964**	**751**	**701**	**701**	**680**	**699**	**687**	**707**	**707**	**717**	**742**	**892**	**976**	**976**
LTD	798	832	989	945	945	1032	1044	1055	956	956	1120	1184	1044	1098	1098
Def Tax & Other	236	238	226	223	223	221	223	224	227	227	218	223	215	286	286
Shareholders' Equity	1116	1110	1100	1098	1098	1091	1066	1104	1094	1094	1065	1134	1173	1191	1191
Capitalization	**2150**	**2180**	**2315**	**2266**	**2266**	**2344**	**2333**	**2383**	**2278**	**2278**	**2403**	**2540**	**2432**	**2575**	**2575**
Total Liab. & Equity	**3103**	**3144**	**3066**	**2968**	**2968**	**3024**	**3032**	**3070**	**2984**	**2984**	**3120**	**3282**	**3324**	**3551**	**3551**