# UNITED STATES <br> SECURITIES AND EXCHANGE COMMISSION <br> Washington, D.C. 20549 

## FORM 8-K

## CURRENT REPORT <br> Pursuant to Section 13 OR 15(d) <br> of The Securities Exchange Act of 1934 <br> Date of Report (Date of earliest event reported) October 25, 2018

## LEGGETT \& PLATT, INCORPORATED

(Exact name of registrant as specified in its charter)

Missouri<br>(State or other jurisdiction of incorporation)

001-07845
(Commission
File Number)
(Zip Code)

## Registrant's telephone number, including area code 417-358-8131

N/A
(Former name or former address, if changed since last report.)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):
$\square \quad$ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
$\square \quad$ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
$\square \quad$ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
$\square \quad$ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 ( $\$ 230.405$ of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 ( $\$ 240.12 \mathrm{~b}$-2 of this chapter).

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.

## Item 2.02 Results of Operations and Financial Condition.

On October 25, 2018, Leggett \& Platt, Incorporated issued a press release announcing its financial results for the third quarter ended September 30, 2018. The press release is attached as Exhibit 99.1 and is incorporated herein by reference.

This information is being furnished and shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities of that section. This information shall not be incorporated by reference into any document filed under the Securities Act of 1933, as amended, or the Exchange Act, except as shall be expressly set forth by specific reference in such filing.

On October 26, 2018, the Company will hold an investor conference call to discuss its third quarter results, annual guidance and related matters.

The press release contains the Company's Net Debt to Net Capital ratio, Total Debt or (Long term debt + current maturities)/Adjusted EBITDA (trailing twelve months) ratio, Adjusted EPS, Adjusted EBIT, Adjusted EBIT Margin, Adjusted EBITDA and Adjusted EBITDA (trailing twelve months).

Company management believes the presentation of Net Debt to Net Capital provides investors a useful way to evaluate the Company's debt leverage if the Company was to use its cash to pay down debt. The Company's cash has fluctuated, sometimes significantly, from period to period. Management uses this ratio as supplemental information to track leverage trends across time periods with variable levels of cash. Because we may not be able to use our cash to reduce our debt on a dollar-for-dollar basis, the Net Debt to Net Capital ratio may have material limitations.

Company management believes the presentation of Total Debt or (Long term debt + current maturities)/Adjusted EBITDA (trailing twelve months) provides investors a useful way to assess the time it would take the Company to pay off all of its debt, ignoring various factors including interest and taxes. Management uses this ratio as supplemental information to assess its ability to pay off its incurred debt.

Company management believes the presentation of Adjusted EPS, Adjusted EBIT, Adjusted EBIT Margin, Adjusted EBITDA and Adjusted EBITDA (trailing twelve months) is useful to investors in that it aids investors' understanding of underlying operational profitability. Management uses these non-GAAP measures as supplemental information to assess the Company's operational performance.

The above non-GAAP measures may not be comparable to similarly titled measures used by other companies and should not be considered a substitute for, or more meaningful than, their GAAP counterparts.

## Item 7.01 Regulation FD Disclosure.

The information provided in Item 2.02, including Exhibit 99.1, is incorporated herein by reference.

Item 9.01 Financial Statements and Exhibits.
(d) Exhibits.

## EXHIBIT INDEX

## Exhibit

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

LEGGETT \& PLATT, INCORPORATED

Date: October 25, 2018

By: | Scott S. Douglas |
| :---: |
| Senior Vice President - |
| General Counsel \& Secretary |

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## LEGGETT \& PLATT REPORTS 8\% SALES GROWTH AND \$.67 EPS

Carthage, MO, October 25, 2018 -
■ $3 Q$ sales were $\$ 1.09$ billion, an $8 \%$ increase versus 3 Q 2017 ; volume up 3\%
■ 3Q EPS was $\$ .67$, a \$. 06 increase versus 3Q 2017
■ Reducing 2018 EPS guidance to $\$ 2.40-\$ 2.50$; expect approx. $\$ 4.25$ billion of sales
Diversified manufacturer Leggett \& Platt reported third quarter sales of $\$ 1.09$ billion, an increase of $8 \%$ versus third quarter 2017. Organic sales grew $6 \%$, with volume up $3 \%$. Sales growth in U.S. Spring, Automotive, Adjustable Bed, Aerospace, Steel Rod and Work Furniture was partially offset by soft demand in most other businesses. Raw material-related selling price increases, partially offset by currency impact, added $3 \%$. Acquisitions, net of divestitures, contributed $2 \%$ to sales growth.

Third quarter earnings were $\$ .67$ per share, up $10 \%$ versus $\$ .61$ per share in third quarter 2017 primarily from increased metal margin in our Steel Rod business and volume growth. These improvements were partially offset by higher raw material and transportation costs in several businesses, less overhead recovery where we are reducing inventories, and start-up costs in a few of our growing businesses. EBIT improved versus third quarter 2017 in part due to the non-recurrence of last year's $\$ 5$ million (pretax) impairment charge and $\$ 3$ million (pretax) divestiture loss. Excluding these items from the prior year results, EBIT increased $6 \%$. Last year's third quarter earnings were also impacted by a $\$ 6$ million divestiture-related tax benefit.

## CEO Comments

President and CEO Karl G. Glassman commented, "We are pleased with our $8 \%$ sales growth in the third quarter, reflecting strength in several businesses and raw material-related selling price increases. EBIT margin improved sequentially (from $11.0 \%$ in second quarter to $11.4 \%$ in third quarter) but declined slightly versus the prior year's adjusted 1 EBIT margin (from $11.6 \%$ to $11.4 \%$ ). Our raw material cost increases have moderated but are still a headwind in several of our businesses, including Home Furniture, European Spring and Flooring Products.
"Demand continues to be strong in our U.S. Spring business, with Comfort Core ${ }^{\circledR}$ innerspring units up $22 \%$. We also benefited from higher trade volume and improved metal margins in our Steel Rod business. Adjustable Bed sales were up $27 \%$, however, earnings were negatively impacted by promotional activity and lower production rates as we reduced inventory. Automotive growth moderated to $4 \%$ in the quarter as vehicle production slowed, particularly in Europe and Asia. With our pipeline of awarded future programs, we continue to be confident in our expectations for strong longterm performance in this business.
"We are reducing our full year sales guidance to the low end of our prior range and now expect 2018 sales of approximately $\$ 4.25$ billion. We are also reducing our 2018 EPS guidance to $\$ 2.40-\$ 2.50$ on lower than previously expected sales in Automotive, a pricing lag on raw material increases in our European Spring, Flooring Products and Fabric businesses, continued volume weakness in Home Furniture and European Spring, and promotional activity and lower overhead recovery in Adjustable Bed.

[^0]"Our financial base remains strong. We ended the quarter with $\$ 545$ million available through our commercial paper program. We repatriated $\$ 50$ million of offshore cash in the third quarter, bringing our year-to-date repatriated total to $\$ 173$ million. We expect to repatriate approximately $\$ 275$ million of cash for the full year. Net debt to net capital ${ }^{1}$ was $41 \%$, slightly above our $30 \%-40 \%$ target range and our debt was 2.3 times our trailing 12-month adjusted 1 EBITDA.
"Our decade-long goal of achieving Total Shareholder Return (TSR) that ranks within the top third of the S\&P 500 over rolling three-year periods continues to be our main financial priority. While our recent performance has not met this target, we strongly believe our disciplined growth strategy and use of capital will continue to support achievement of our top-third goal over time."

## Dividends and Stock Repurchases

In September, Leggett \& Platt's Board of Directors declared a $\$ .38$ per share third quarter dividend, two cents higher than last year's third quarter dividend. This year marks the company's 47th annual dividend increase, a record of consecutive dividend increases that only ten S\&P 500 companies currently exceed. Leggett \& Platt is proud of its dividend record and plans to extend it.

At yesterday's closing share price of $\$ 37.60$, the indicated annual dividend of $\$ 1.52$ per share generates a dividend yield of $4.0 \%$, one of the highest dividend yields among the 53 stocks of the S\&P 500 Dividend Aristocrats.

During the third quarter the company purchased 0.1 million shares of its stock at an average price of $\$ 45.41$ and issued 0.4 million shares. For the first three quarters of 2018, the company repurchased 2.6 million shares at an average price of $\$ 43.12$ and issued 1.1 million through employee benefit plans and option exercises. At quarter end, 130.4 million shares were outstanding, a $1.1 \%$ reduction over the last 12 months.

## 2018 Guidance

2018 sales guidance is now approximately $\$ 4.25$ billion (the low end of the prior range of $\$ 4.25-\$ 4.35$ billion), an increase of $8 \%$ versus 2017. The company expects low-single-digit volume growth for the full year. Raw material-related selling price increases should also contribute to sales growth. Acquisitions, net of divestitures, are expected to add $2 \%$ to sales.

EPS guidance is reduced to $\$ 2.40-\$ 2.50$ versus the prior range of $\$ 2.55-\$ 2.70$. This decrease is primarily from the negative impact of lower than previously expected sales in Automotive, a pricing lag on raw material increases in the European Spring, Flooring Products and Fabric businesses, continued volume weakness in Home Furniture and European Spring, and promotional activity and lower overhead recovery in Adjustable Bed. EPS guidance assumes an approximate $21 \%$ tax rate. Based upon this guidance range, 2018 EBIT margin should be $10.8 \%-11.2 \%$.

Implied in full-year guidance is fourth quarter EPS of \$.53-\$.63, on sales of $\$ 1.03$ billion.
Cash from operations is now expected to approximate $\$ 400$ million in 2018, with working capital increases from sales growth and inflation being a meaningful use of cash. Our full year estimate for capital expenditures is approximately $\$ 185$ million. Dividend payments should approximate $\$ 195$ million. The company's target for dividend payout is $50-60 \%$ of adjusted 1 earnings; payout for 2018 is expected to be near the high end of the target range.

The company's top priorities for use of cash remain organic growth, dividends, and strategic acquisitions. After funding those priorities, the company generally intends to repurchase its stock (rather than repay debt early or stockpile cash). Management has standing authorization from the Board of Directors to buy up to 10 million shares each year; however, no specific repurchase commitment or timetable has been established.

## LIFO

Approximately $50 \%$ of our inventories are valued on the last-in, first-out (LIFO) method. These are primarily the company's domestic, steel-related inventories. Some of our commodity costs have stabilized since the end of the second
quarter, and we now anticipate full year LIFO expense to be $\$ 33.0$ million (versus our prior estimate of $\$ 37.5$ million). We have incurred LIFO expense of $\$ 24.8$ million for the first nine months of the year ( $\$ 6.0$ million during the third quarter). In contrast, during the first nine months of 2017, the company recognized LIFO expense of $\$ 12.0$ million ( $\$ 9.5$ million during the third quarter).

## SEGMENT RESULTS - Third Quarter 2018 (versus the same period in 2017)

Residential Products - Total sales grew 4\%, from a 3\% increase in same location sales and $1 \%$ from acquisitions. Volume decreased $1 \%$, despite $5 \%$ growth in U.S. Spring. Raw material-related selling price increases added $5 \%$ to sales growth. Currency negatively impacted sales by $1 \%$. EBIT decreased $\$ 8$ million primarily from lower volume and higher raw material costs.

Industrial Products - Total sales grew 28\% from raw material-related selling price increases (19\%) and higher volume (9\%). EBIT increased by $\$ 24$ million from improved metal margins at our steel rod mill and the non-recurrence of last year's $\$ 5$ million impairment of a small operation.

Furniture Products - Total sales increased 4\%, from volume gains in Adjustable Bed and Work Furniture partially offset by declines in Home Furniture and Fashion Bed. EBIT decreased $\$ 11$ million primarily from higher raw material costs, promotional activity, and lower overhead recovery.

Specialized Products - Total sales increased 11\%. Same location sales increased 3\%. Volume was up 5\% from growth in Automotive and Aerospace, partially offset by a negative currency impact of $2 \%$. The PHC acquisition added $10 \%$ to sales growth, partially offset ( $2 \%$ ) by last year's Commercial Vehicle Products divestiture. EBIT increased $\$ 9$ million primarily from higher volume and the non-recurrence of last year's $\$ 3$ million divestiture loss.

## Slides and Conference Call

A set of slides containing summary financial information is available from the Investor Relations section of Leggett's website at www.leggett.com. Management will host a conference call at 7:30 a.m. Central (8:30 a.m. Eastern) on Friday, October 26. The webcast can be accessed from Leggett's website. The dial-in number is (201) 689-8341; there is no passcode.

Fourth quarter results will be released after the market closes on Monday, February 4, 2019 with a conference call the next morning.

## FOR MORE INFORMATION: Visit Leggett's website at www.leggett.com.

COMPANY DESCRIPTION: At Leggett \& Platt (NYSE: LEG), we create innovative products that enhance people's lives, generate exceptional returns for our shareholders, and provide sought-after jobs in communities around the world. L\&P is a 135 year-old diversified manufacturer that designs and produces engineered products found in most homes and automobiles. The company is comprised of 14 business units, 22,000 employeepartners, and 120 manufacturing facilities located in 18 countries.

Leggett \& Platt is the leading U.S. manufacturer of: a) bedding components; b) automotive seat support and lumbar systems; c) components for home furniture and work furniture; d) flooring underlayment; e) adjustable beds; f) high-carbon drawn steel wire; and g) bedding industry machinery.

FORWARD-LOOKING STATEMENTS: Statements in this release that are not historical in nature are "forward-looking." These statements involve uncertainties and risks, including the company's ability to achieve its longer-term operating targets, the impact of the Tax Cuts and Jobs Act, price and product competition from foreign and domestic competitors, the amount of share repurchases, changes in demand for the company's products, cost and availability of raw materials and labor, fuel and energy costs, future growth of acquired companies, general economic conditions, possible goodwill or other asset impairment, foreign currency fluctuation, litigation risks, and other factors described in the company's Forms 10-K and 10-Q. Any forwardlooking statement reflects only the company's beliefs when the statement is made. Actual results could differ materially from expectations, and the company undertakes no duty to update these statements.

CONTACT: Investor Relations, (417) 358-8131 or invest@leggett.com Susan R. McCoy, Vice President, Investor Relations Wendy M. Watson, Director, Investor Relations Cassie J. Branscum, Manager, Investor Relations

RESULTS OF OPERATIONS 1
(In millions, except per share data)
Net sales (from continuing operations)
Cost of goods sold
Gross profit
elling \& administrative expenses
Amortization
Other expense (income), net
Earnings before interest and taxes
Net interest expense
Earnings before income taxes
Income taxes
Net earnings from continuing operations
Discontinued operations, net of tax

## Net earnings

Less net income from non-controlling interest

| Net earnings |  | 90.0 |  | 82.6 |  |  | 253.0 |  | 256.3 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Less net income from non-controlling interest |  | - |  | - |  |  | (0.1) |  | - |  |
| Net earnings attributable to L\&P | \$ | 90.0 | \$ | 82.6 | 9\% | \$ | 252.9 | \$ | 256.3 | (1\%) |
| Earnings per diluted share |  |  |  |  |  |  |  |  |  |  |
| From continuing operations | \$ | 0.67 | \$ | 0.61 | 10\% | \$ | 1.87 | \$ | 1.87 | 0\% |
| From discontinued operations | \$ | 0.00 |  | (\$0.01) |  | \$ | 0.00 |  | \$0.01) |  |
| Net earnings per diluted share | \$ | 0.67 | \$ | 0.60 | 12\% | \$ | 1.87 | \$ | 1.86 |  |
| Shares outstanding |  |  |  |  |  |  |  |  |  |  |
| Common stock (at end of period) |  | 130.4 |  | 131.8 | (1.1\%) |  | 130.4 |  | 131.8 |  |
| Basic (average for period) |  | 133.8 |  | 135.7 |  |  | 134.4 |  | 136.1 |  |
| Diluted (average for period) |  | 134.7 |  | 136.9 | (1.6\%) |  | 135.4 |  | 137.5 |  |


| CASH FLOW | THIRD QUARTER |  |  |  |  | YEAR TO DATE |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (In millions) | 2018 |  | 2017 |  | Change | 2018 | 2017 |  | Change |
| Net earnings | \$ | 90.0 | \$ | 82.6 |  | \$ 253.0 | \$ | 256.3 |  |
| Depreciation and amortization |  | 33.8 |  | 32.2 |  | 101.0 |  | 94.4 |  |
| Working capital decrease (increase) |  | 11.9 |  | (8.1) |  | (121.5) |  | (117.7) |  |
| Impairments |  | 0.1 |  | 4.5 |  | 0.3 |  | 4.6 |  |
| Other operating activity |  | (9.3) |  | (5.8) |  | 18.3 |  | 23.9 |  |
| Net Cash from Operating Activity | \$ | 126.5 | \$ | 105.4 | 20\% | \$ 251.1 | \$ | 261.5 | (4\%) |
| Additions to PP\&E |  | (41.4) |  | (39.9) |  | (122.6) |  | (119.0) | 3\% |
| Purchase of companies, net of cash |  | (17.7) |  | (0.2) |  | (107.9) |  | (39.0) |  |
| Proceeds from business and asset sales |  | 1.8 |  | 11.0 |  | 3.7 |  | 12.6 |  |
| Dividends paid |  | (49.4) |  | (47.6) |  | (144.2) |  | (138.0) |  |
| Repurchase of common stock, net |  | (0.6) |  | (41.5) |  | (107.9) |  | (154.8) |  |
| Additions (payments) to debt, net |  | (90.5) |  | 13.4 |  | 99.5 |  | 228.4 |  |
| Other |  | (11.6) |  | 7.2 |  | (34.3) |  | 9.3 |  |
| Increase (Decr.) in Cash \& Equiv. | \$ | (82.9) | \$ | 7.8 |  | \$(162.6) | \$ | 61.0 |  |


| FINANCIAL POSITION | 30-Sep |  |  |
| :---: | :---: | :---: | :---: |
| (In millions) | 2018 | 2017 | Change |
| Cash and equivalents | \$ 363.5 | \$ 342.9 |  |
| Receivables | 625.5 | 585.8 |  |
| Inventories | 634.0 | 558.0 |  |
| Other current assets | 44.0 | 63.0 |  |
| Total current assets | 1,667.0 | 1,549.7 | 8\% |
| Net fixed assets | 723.0 | 644.3 |  |
| Goodwill and other assets | 1,159.1 | 1,129.7 |  |
| TOTAL ASSETS | \$3,549.1 | \$ 3,323.7 | 7\% |
| Trade accounts payable | \$ 428.7 | \$ 381.8 |  |
| Current debt maturities | 3.6 | 153.3 |  |
| Other current liabilities | 352.6 | 356.4 |  |
| Total current liabilities | 784.9 | 891.5 | (12\%) |
| Long-term debt | 1,353.2 | 1,044.4 | 30\% |
| Deferred taxes and other liabilities | 245.0 | 215.0 |  |
| Equity | 1,166.0 | 1,172.8 | (1\%) |
| Total Capitalization | 2,764.2 | 2,432.2 | 14\% |
| TOTAL LIABILITIES \& EQUITY | \$3,549.1 | \$ 3,323.7 | 7\% |

12017 results retrospectively adjusted for new accounting guidance on the presentation of pension cost.

| SEGMENT RESULTS | THIRD QUARTER |  |  |  |  | YEAR TO DATE |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2018 |  | 2017 | Change | 2018 | 2017 | Change |
| External Sales |  |  |  |  |  |  |  |  |
| Residential Products | \$ | 446.5 | \$ | 426.7 | 4.6\% | \$ 1,283.4 | \$ 1,225.8 | 4.7\% |
| Industrial Products |  | 97.4 |  | 71.2 | 36.8\% | 275.8 | 216.9 | 27.2\% |
| Furniture Products |  | 294.1 |  | 284.0 | 3.6\% | 866.8 | 816.0 | 6.2\% |
| Specialized Products |  | 253.5 |  | 227.8 | 11.3\% | 796.8 | 700.6 | 13.7\% |
| Total |  | ,091.5 |  | 1,009.7 | 8.1\% | \$ 3,222.8 | \$ 2,959.3 | 8.9\% |
| Inter-Segment Sales |  |  |  |  |  |  |  |  |
| Residential Products | \$ | 3.4 | \$ | 4.5 |  | \$ 12.7 | \$ 13.5 |  |
| Industrial Products |  | 76.0 |  | 63.8 |  | 220.5 | 192.7 |  |
| Furniture Products |  | 3.9 |  | 3.7 |  | 10.4 | 14.4 |  |
| Specialized Products |  | 0.7 |  | 1.9 |  | 2.0 | 5.5 |  |
| Total | \$ | 84.0 | \$ | 73.9 |  | \$ 245.6 | \$ 226.1 |  |
| Total Sales (External + Inter-segment) |  |  |  |  |  |  |  |  |
| Residential Products | \$ | 449.9 | \$ | 431.2 | 4.3\% | \$ 1,296.1 | \$ 1,239.3 | 4.6\% |
| Industrial Products |  | 173.4 |  | 135.0 | 28.4\% | 496.3 | 409.6 | 21.2\% |
| Furniture Products |  | 298.0 |  | 287.7 | 3.6\% | 877.2 | 830.4 | 5.6\% |
| Specialized Products |  | 254.2 |  | 229.7 | 10.7\% | 798.8 | 706.1 | 13.1\% |
| Total |  | ,175.5 |  | 1,083.6 | 8.5\% | \$ 3,468.4 | \$ 3,185.4 | 8.9\% |
| EBIT |  |  |  |  |  |  |  |  |
| Residential Products | \$ | 43.0 | \$ | 50.5 | (15\%) | \$ 118.0 | \$ 143.2 | (18\%) |
| Industrial Products |  | 25.2 |  | 1.1 | 2191\% | 47.6 | 17.0 | 180\% |
| Furniture Products |  | 14.0 |  | 24.5 | (43\%) | 48.3 | 65.1 | (26\%) |
| Specialized Products |  | 43.5 |  | 34.2 | 27\% | 141.5 | 121.3 | 17\% |
| Intersegment eliminations and other |  | (1.3) |  | (1.1) |  | (2.5) | 0.8 |  |
| Total | \$ | 124.4 | \$ | 109.2 | 14\% | \$ 352.9 | \$ 347.4 | 2\% |
| EBIT Margin ${ }^{2}$ |  |  |  |  | Basis Pts |  |  | Basis Pts |
| Residential Products |  | 9.6\% |  | 11.7\% | (210) | 9.1\% | 11.6\% | (250) |
| Industrial Products |  | 14.5\% |  | 0.8\% | 1370 | 9.6\% | 4.2\% | 540 |
| Furniture Products |  | 4.7\% |  | 8.5\% | (380) | 5.5\% | 7.8\% | (230) |
| Specialized Products |  | 17.1\% |  | 14.9\% | 220 | 17.7\% | 17.2\% | 50 |
| Overall from Continuing Operations |  | 11.4\% |  | 10.8\% | 60 | 11.0\% | 11.7\% | (70) |


| LAST SIX QUARTERS | 2017 |  |  | 2018 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Selected Figures | 2 Q | 3 Q | 4Q | 10 | 2 Q | 3 Q |
| Net Sales (\$ million) | 989 | 1,010 | 984 | 1,029 | 1,102 | 1,092 |
| Sales Growth (vs. prior year) | 3\% | 6\% | 9\% | 7\% | 11\% | 8\% |
| Unit Volume Growth (same locations, vs. prior year) | 2\% | 4\% | 5\% | 1\% | 6\% | 3\% |
| Adjusted EBIT 3 | 122 | 117 | 112 | 107 | 121 | 124 |
| Cash from Operations (\$ million) | 98 | 105 | 182 | 44 | 81 | 127 |
| Adjusted EBITDA (trailing twelve months) 3 | 591 | 581 | 594 | 588 | 589 | 598 |
| (Long-term debt + current maturities) / Adj. EBITDA 3,4 | 2.0 | 2.1 | 2.1 | 2.4 | 2.5 | 2.3 |
| Same Location Sales (vs. prior year) | 2 Q | 30 | 4Q | 10 | 20 | 30 |
| Residential Products | (3\%) | 2\% | 3\% | 1\% | 7\% | 3\% |
| Industrial Products | 1\% | (3\%) | 7\% | 13\% | 23\% | 28\% |
| Furniture Products | 6\% | 7\% | 8\% | 3\% | 9\% | 4\% |
| Specialized Products | 5\% | 9\% | 10\% | 11\% | 11\% | 3\% |
| Overall from Continuing Operations | 4\% | 6\% | 9\% | 6\% | 10\% | 6\% |

2 Segment margins calculated on Total Sales. Overall company margin calculated on External Sales.
3 Refer to next page for non-GAAP reconciliations.
4 EBITDA based on trailing twelve months.

## RECONCILIATION OF REPORTED (GAAP) TO ADJUSTED (Non-GAAP) FINANCIAL MEASURES 8

| Non-GAAP adjustments, Continuing Ops 5 | 2017 |  |  | 2018 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 Q | 3 Q | 4Q | 1 Q | 2 Q | 3Q |
| Loss on sale of operations | - | 3.3 | - | - | - | - |
| Gain on sale of real estate | - | - | (23.4) | - | - | - |
| Pension settlement charge | - | - | 15.3 | - | - | - |
| Goodwill and related asset impairment | - | 4.6 | - | - | - | - |
| Non-GAAP adjustments (pretax) | - | 7.9 | (8.1) | - | - | - |
| Income tax impact | - | (2.8) | 2.5 | - | - | - |
| Tax Cuts and Jobs Act impact | - | - | 50.4 | - | - | - |
| Tax benefit of CVP divestiture | - | (5.7) | (1.9) | - | - | - |
| Non-GAAP adjustments (after tax) | - | (0.6) | 42.9 | - | - | - |
| Diluted shares outstanding | 137.4 | 136.9 | 136.6 | 136.3 | 135.0 | 134.7 |
| EPS impact of non-GAAP adjustments | - | (0.00) | 0.32 | - | - | - |
|  | 2017 |  |  | 2018 |  |  |
| Adjusted EBIT, Margin, and EPS 5 | 2 Q | 3Q | 4Q | 10 | 2 Q | 3Q |
| EBIT (earnings before interest and taxes) | 122.3 | 109.2 | 120.5 | 107.4 | 121.1 | 124.4 |
| Non-GAAP adjustments (pretax) | - | 7.9 | (8.1) | - | - | - |
| Adjusted EBIT (\$ millions) | $\underline{\underline{122.3}}$ | $\underline{\underline{117.1}}$ | $\underline{\underline{112.4}}$ | $\underline{107.4}$ | $\underline{121.1}$ | $\underline{124.4}$ |
| Net sales from continuing operations | 989 | $\underline{\underline{1,010}}$ | 985 | $\xlongequal{1,029}$ | $\underline{\underline{1,102}}$ | $\underline{\underline{1,092}}$ |
| EBIT margin | 12.4\% | 10.8\% | 12.2\% | 10.4\% | 11.0\% | 11.4\% |
| Adjusted EBIT margin | 12.4\% | 11.6\% | 11.4\% | 10.4\% | 11.0\% | 11.4\% |
| Diluted EPS from Continuing Operations | 0.64 | 0.61 | 0.27 | 0.57 | 0.63 | 0.67 |
| EPS impact of non-GAAP adjustments | - | (0.00) | 0.32 | - | - | - |
| Adjusted EPS (\$) | 0.64 | 0.61 | 0.59 | 0.57 | 0.63 | 0.67 |
|  | 2017 |  |  | 2018 |  |  |
| Net Debt to Net Capitalization 6 | 2 Q | 3Q | 4Q | 1Q | 2 Q | 3Q |
| Long-term debt | 1,184 | 1,044 | 1,098 | 1,239 | 1,298 | 1,353 |
| Current debt maturities | 3 | 153 | 154 | 154 | 154 | 4 |
| Total Debt | 1,187 | 1,198 | 1,252 | 1,393 | 1,452 | 1,357 |
| Less cash and equivalents | (335) | (343) | (526) | (495) | (446) | (364) |
| Net Debt | 852 | 855 | 726 | 898 | 1,005 | 993 |
| Total capitalization | 2,540 | 2,432 | 2,575 | 2,714 | 2,707 | 2,764 |
| Current debt maturities | 3 | 153 | 154 | 154 | 154 | 4 |
| Less cash and equivalents | (335) | (343) | (526) | (495) | (446) | (364) |
| Net Capitalization | 2,208 | $\underline{\underline{2,243}}$ | 2,203 | 2,374 | 2,415 | 2,404 |
| Long-Term Debt to Total Capitalization | 47\% | 43\% | 43\% | 46\% | 48\% | 49\% |
| Net Debt to Net Capital | 39\% | 38\% | 33\% | 38\% | 42\% | 41\% |


| Total Debt to EBITDA 7 | 2017 |  |  | 2018 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 Q | 3 Q | 4Q | 1 Q | 2 Q | 3Q |
| Total Debt | 1,187 | 1,198 | 1,252 | 1,393 | 1,452 | 1,357 |
| EBIT | 122.3 | 109.2 | 120.5 | 107.4 | 121.1 | 124.4 |
| Depreciation and Amortization | 31.9 | 32.2 | 31.5 | 33.4 | 33.8 | 33.8 |
| EBITDA | 154.2 | 141.4 | 152.0 | 140.8 | 154.9 | 158.2 |
| Non-GAAP adjustments (pretax) | - | 7.9 | (8.1) | - | - | - |
| Adjusted EBITDA (\$ millions) | 154.2 | 149.3 | 143.9 | 140.8 | 154.9 | 158.2 |
| Adjusted EBITDA, trailing 12 months | 591 | 581 | 594 | 588 | 589 | 598 |
| Total Debt / Adjusted 12-month EBITDA | 2.0 | 2.1 | 2.1 | 2.4 | 2.5 | 2.3 |

5 Management and investors use these measures as supplemental information to assess operational performance.
$6 \quad$ These calculations portray debt position if the company was to use its cash to pay down debt. Management and investors use this ratio to track leverage trends across time periods with variable levels of cash.
$7 \quad$ Management and investors use this ratio as supplemental information to assess ability to pay off debt.
8 Calculations impacted by rounding.


[^0]:    1 Please refer to attached tables for non-GAAP reconciliations

