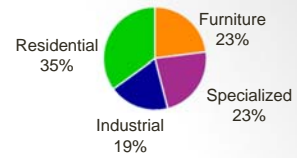


∞ Segments ∞

Segments

% of 2018 est total sales



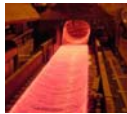
Residential Products

- Bedding
 - Mattress springs
 - Foundations
- Fabric & Flooring Products
 - Textile converting
 - Flooring underlayment
 - Geo components
- Machinery
 - Quilting and sewing machinery for bedding mfg.
 - Mattress packaging and glue-drying equipment



Industrial Products

- Wire
 - Drawn steel wire
 - Steel rod



Furniture Products

- Work Furniture
 - Chair controls, bases, frames
 - Private-label finished seating
- Home Furniture
 - Recliner mechanisms
 - Seating and sofa sleeper components
- Consumer Products
 - Adjustable beds
 - Fashion beds
 - Bed frames



Specialized Products

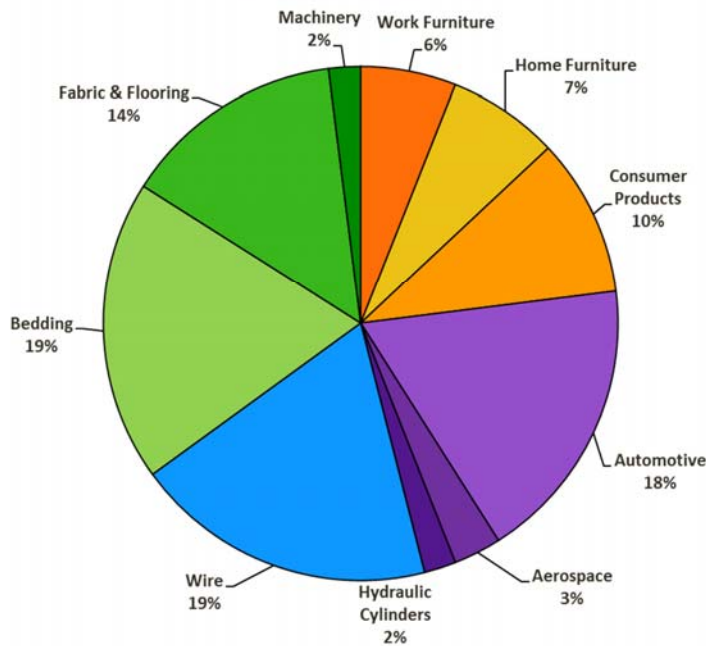
- Automotive
 - Auto seat support and lumbar systems
 - Motors, actuators & cables
- Aerospace
 - Tubing
 - Tube assemblies
- Hydraulic Cylinders
 - Hydraulic cylinders used in forklifts, lift trucks, construction equipment, truck-mounted cranes, aerial work platforms, and other equipment



1

Product Mix

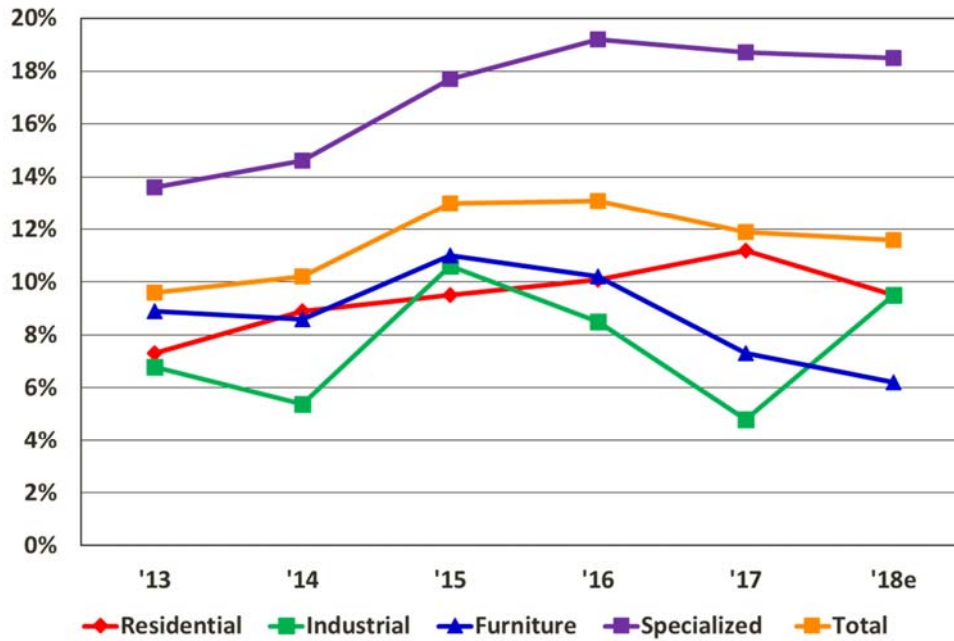
Product Mix
% of 2018 est total sales



4 segments; 10 groups; 14 business units

2

Segment EBIT Margins



- Amounts exclude unusual items. See appendix for non-GAAP recon.
- 2018 estimates are based on mid-point of guidance.

Historical Segment Data

	Full Year						2007						2008						2009						2010						2011					
	2007	2008	2009	2010	2011		1Q07	2Q07	3Q07	4Q07		1Q08	2Q08	3Q08	4Q08		1Q09	2Q09	3Q09	4Q09		1Q10	2Q10	3Q10	4Q10		1Q11	2Q11	3Q11	4Q11						
Net Trade Sales																																				
Residential Furnishings	2238	2102	1685	1739	1828		584	562	564	530		518	552	576	456		412	418	441	414		432	455	442	410		458	465	470	435						
Commercial Fixturing & Components	820	697	487	531	502		191	211	236	182		187	179	195	135		114	131	142	100		141	141	149	101		128	137	141	97						
Industrial Materials	523	658	438	498	617		121	131	134	137		140	170	203	145		104	103	115	115		115	132	127	124		146	166	157	148						
Specialized Products	669	619	446	591	689		152	166	159	192		153	162	158	146		88	106	112	141		128	146	149	168		165	176	173	175						
Sum	4250	4076	3055	3359	3636		1048	1071	1092	1040		998	1063	1132	883		718	757	810	770		816	874	867	802		896	945	941	854						
Sales Growth (Net Trade Sales)																																				
Organic	(2.6%)	(4.0%)	(24.4%)	10.8%	8.2%		(1.8%)	(3.0%)	(4.4%)	(1.0%)		(6.2%)	(0.5%)	4.3%	(14.1%)		(27.0%)	(28.0%)	(28.0%)	(12.6%)		13.8%	15.6%	8.2%	5.9%		9.8%	8.1%	8.4%	6.3%						
Acquisition (net)	2.2%	(0.1%)	(0.6%)	(0.8%)	0.0%		1.8%	2.3%	2.3%	2.3%		1.5%	(0.2%)	(0.7%)	(1.0%)		(1.0%)	(0.8%)	(0.5%)	(0.2%)		(0.1%)	(0.2%)	(1.2%)	(1.7%)		(0.1%)	0.0%	0.2%	0.2%						
Sum	(0.4%)	(4.1%)	(25.0%)	10.0%	8.2%		0.0%	(0.7%)	(2.1%)	1.4%		(4.7%)	(0.7%)	3.7%	(15.1%)		(28.1%)	(28.8%)	(28.5%)	(12.8%)		13.7%	15.4%	7.0%	4.2%		9.7%	8.1%	8.6%	6.5%						
Net Total Sales																																				
Residential Furnishings	2254	2120	1693	1747	1836		588	565	567	533		523	558	580	460		414	420	443	416		434	457	444	411		460	468	472	437						
Commercial Fixturing & Components	837	711	491	535	507		195	218	239	186		192	184	200	136		116	131	143	101		142	142	150	102		129	139	142	98						
Industrial Materials	776	966	647	725	857		191	196	199	189		213	247	293	213		165	153	172	157		177	195	183	170		210	229	217	201						
Specialized Products	715	682	501	629	736		163	178	173	201		169	180	172	161		104	120	125	152		136	156	160	177		175	187	188	187						
Sum	4582	4479	3332	3636	3937		1137	1158	1179	1109		1096	1169	1245	970		799	824	884	826		890	950	936	860		974	1022	1018	922						
Organic Growth (Net Total Sales)																																				
Residential Furnishings	(6.4%)	(5.2%)	(18.9%)	3.2%	5.0%		(3.3%)	(6.6%)	(8.6%)	(7.1%)		(11.0%)	(1.2%)	3.1%	(11.9%)		(19.3%)	(23.0%)	(22.5%)	(9.2%)		4.9%	8.8%	0.1%	(1.0%)		5.8%	2.3%	6.2%	5.8%						
Commercial Fixturing & Components	(2.7%)	(15.5%)	(30.6%)	8.8%	(5.1%)		(5.4%)	(1.5%)	(3.2%)	(0.6%)		(3.8%)	(15.7%)	(16.1%)	(27.2%)		(38.5%)	(28.8%)	(28.3%)	(25.5%)		22.7%	7.9%	4.3%	0.6%		(9.0%)	(5.2%)	(3.8%)	(3.8%)						
Industrial Materials	(3.4%)	23.9%	(33.1%)	16.4%	18.3%		(5.0%)	(2.4%)	(3.5%)	(2.7%)		7.7%	26.6%	47.1%	12.6%		(22.4%)	(36.3%)	(41.3%)	(26.3%)		7.8%	28.6%	12.7%	17.6%		19.3%	17.7%	18.3%	17.9%						
Specialized Products	10.8%	(5.4%)	(26.5%)	25.4%	16.9%		9.3%	5.9%	11.2%	16.5%		0.7%	0.8%	(0.7%)	(19.7%)		(38.2%)	(33.2%)	(27.5%)	(5.8%)		30.5%	29.9%	28.0%	16.3%		28.0%	19.5%	17.4%	5.7%						
EBIT																																				
Residential Furnishings	174.3	150.7	90.3	159.7	137.5		56.4	42.3	50.0	25.6		37.3	48.6	61.8	3.0		24.1	24.1	39.1	34.2		49.1	44.9	36.3	27.4		42.1	41.2	33.5	20.7						
Commercial Fixturing & Components	(104.4)	14.4	7.6	23.1	15.7		7.9	14.7	19.5	(146.5)		7.8	8.9	9.3	(11.6)		1.7	11.0	(1.8)	(1.8)		7.9	8.7	10.0	(3.5)		8.2	7.5	6.7	(6.7)						
Industrial Materials	54.6	95.5	60.3	55.2	28.4		13.1	13.4	16.4	11.7		18.5	23.2	34.0	19.8		13.0	13.8	21.8	11.7		13.4	16.8	14.6	10.4		14.0	13.6	11.7	(10.9)						
Specialized Products	70.2	44.7	17.3	66.2	77.0		15.2	19.0	18.3	17.7		15.0	15.8	11.8	2.1		1.7	8.9	15.2	15.2		8.4	18.8	19.2	19.8		18.1	21.4	20.6	16.9						
Intersegment Eliminations	0.7	(11.1)	(12.0)	(1.2)	(6.8)		(0.7)	(1.8)	0.1	3.1		(4.7)	(2.6)	(1.0)	(2.8)		6.8	(19.5)	(1.8)	2.5		0.5	(1.9)	(1.2)	1.4		(2.7)	(1.1)	(1.8)	(1.2)						
LIFO	1.1	(61.9)	66.8	(15.0)	(14.0)		0.8	0.8	2.2	(2.7)		(3.6)	(11.5)	(19.7)	(27.1)		17.0	19.0	16.0	14.8		(2.1)	(2.2)	(5.3)	(5.4)		(5.5)	(3.5)	0.9	(5.9)						
Sum	196.5	232.3	230.3	288.0	237.8		92.7	88.4	106.5	(91.1)		70.3	82.4	96.2	(16.6)		17.9	40.8	95.0	76.6		77.2	85.1	75.6	50.1		74.2	79.1	71.6	12.9						
EBIT Margin																																				
Residential Furnishings	7.7%	7.1%	5.3%	9.1%	7.5%		9.6%	7.5%	8.8%	4.8%		7.1%	8.7%	10.7%	0.7%		(1.7%)	5.7%	8.8%	8.2%		11.3%	9.8%	8.6%	6.7%		9.2%	8.8%	7.1%	4.7%						
Commercial Fixturing & Components	(12.5%)	2.0%	1.5%	4.3%	3.1%		4.1%	6.8%	8.1%	(78.9%)		4.1%	4.8%	4.7%	(8.5%)		(2.9%)	1.3%	7.7%	(1.8%)		5.6%	6.1%	6.7%	(3.4%)		6.4%	5.4%	4.7%	(6.9%)						
Industrial Materials	7.0%	9.9%	9.3%	7.6%	3.3%		6.9%	6.8%	8.2%	6.2%		8.7%	9.4%	11.6%	9.3%		7.9%	9.0%	12.7%	7.4%		7.6%	8.6%	8.0%	6.1%		6.7%	5.9%	5.4%	(5.4%)						
Specialized Products	9.8%	6.6%	3.5%	10.5%	10.5%		9.3%	10.7%	10.6%	8.8%		8.9%	8.8%	6.9%	1.3%		(8.1%)	1.4%	7.1%	10.0%		6.2%	12.1%	12.0%	11.2%		10.4%	11.5%	11.0%	9.0%						
Overall	4.6%	5.7%	7.5%	8.6%	6.5%		8.8%	8.3%	9.8%	(8.8%)		7.0%	7.8%	8.5%	(1.9%)		2.5%	5.4%	11.7%	10.0%		9.5%	9.7%	8.7%	6.2%		8.3%	8.4%	7.6%	1.5%						

Segments = EBIT / Total Sales
Overall = EBIT / Trade Sales

Segment Financial Data Continuing Operations

	2012				2013				2014				2015								
	1Q12	2Q12	3Q12	4Q12	FY12	1Q13	2Q13	3Q13	4Q13	FY13	1Q14	2Q14	3Q14	4Q14	FY14	1Q15	2Q15	3Q15	4Q15	FY15	
Net Trade Sales¹																					
Residential Products	339.4	328.7	341.5	314.8	1,324.4	332.9	343.5	358.7	338.0	1,373.1	341.6	381.6	446.2	404.8	1,574.2	408.4	421.8	433.5	402.4	1,686.1	
Industrial Products	150.7	150.7	139.8	117.7	558.9	143.2	138.9	129.7	117.8	529.6	125.1	135.6	124.2	107.1	492.0	117.7	111.7	106.8	91.4	427.6	
Furniture Products	225.2	216.7	211.6	210.0	863.5	214.6	212.8	214.4	214.4	856.2	215.2	221.4	225.3	241.4	903.3	235.8	248.9	258.8	239.2	982.7	
Specialized Products	160.2	171.2	170.0	166.3	667.7	170.1	184.4	174.8	189.0	718.3	193.6	217.5	201.7	200.0	812.8	204.3	214.9	210.0	211.6	840.8	
Sum	875.5	867.3	862.9	808.8	3,414.5	860.8	879.6	877.6	859.2	3,477.2	875.5	956.1	997.4	953.3	3,782.3	966.2	997.3	1,009.1	944.6	3,917.2	
Sales Growth (Net Trade Sales)																					
Organic	7.1%	(0.6%)	(0.4%)	(1.4%)	1.1%	(2.3%)	0.8%	0.2%	3.9%	0.6%	(0.1%)	6.9%	8.6%	6.2%	5.4%	5.6%	(0.7%)	(0.7%)	(2.4%)	0.3%	
Acquisition	2.0%	2.4%	2.3%	2.3%	2.3%	0.6%	0.6%	1.5%	2.3%	1.2%	1.8%	1.8%	5.1%	4.8%	3.4%	4.8%	5.0%	1.9%	1.6%	3.3%	
Divestiture	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	(0.1%)	0.0%	
Sum	9.1%	1.8%	1.9%	0.9%	3.4%	(1.7%)	1.4%	1.7%	6.2%	1.8%	1.7%	8.7%	13.7%	11.0%	8.8%	10.4%	4.3%	1.2%	(0.9%)	3.6%	
Net Total Sales²																					
Residential Products	344.6	333.8	345.8	319.4	1,343.6	338.0	349.2	363.1	343.9	1,394.2	346.9	387.2	452.3	409.0	1,595.4	413.8	427.4	439.0	407.8	1,688.0	
Industrial Products	223.6	218.8	200.8	174.6	817.8	209.4	204.0	195.3	181.1	789.8	196.3	207.5	212.8	196.7	813.3	219.2	200.1	191.3	166.0	776.6	
Furniture Products	230.0	221.8	217.0	214.7	883.5	219.5	217.2	219.2	219.2	875.1	221.6	234.0	239.6	257.4	952.6	255.2	274.3	280.6	261.7	1,071.8	
Specialized Products	161.1	172.0	170.7	166.9	670.7	170.8	185.1	175.6	189.5	721.0	194.2	218.3	203.6	200.9	817.0	205.3	216.3	212.2	213.4	847.2	
Sum	959.3	946.4	934.3	875.6	3,715.6	937.7	955.5	953.2	933.7	3,780.1	959.0	1,047.0	1,108.3	1,064.0	4,178.3	1,093.5	1,118.1	1,123.1	1,048.9	4,383.6	
Organic Growth (Net Total Sales)																					
Residential Products	5.1%	(3.3%)	(0.3%)	1.4%	0.7%	(2.1%)	4.4%	4.8%	7.2%	3.5%	2.4%	10.2%	13.7%	7.9%	8.7%	9.2%	1.9%	(3.6%)	(0.3%)	1.4%	
Industrial Products	6.2%	(5.1%)	(8.3%)	(14.1%)	(5.3%)	(8.5%)	(8.6%)	(5.2%)	1.8%	(5.5%)	(6.2%)	1.7%	8.9%	8.6%	3.0%	11.7%	(3.6%)	(10.1%)	(15.7%)	(4.5%)	
Furniture Products	9.4%	3.6%	2.4%	3.2%	4.6%	(4.5%)	(2.1%)	1.0%	2.1%	1.0%	0.9%	7.8%	9.3%	16.0%	8.5%	12.2%	10.9%	10.6%	(4.3%)	7.0%	
Specialized Products	9.1%	9.0%	6.0%	4.0%	7.0%	6.0%	7.2%	(1.6%)	5.1%	4.1%	5.0%	10.8%	13.6%	6.0%	8.8%	5.7%	(0.9%)	4.2%	6.8%	3.8%	
EBIT³																					
Residential Products	24.5	27.7	26.2	23.3	101.7	19.7	26.4	29.0	26.5	101.6	33.9	36.9	11.2	6.4	88.4	38.0	36.6	44.6	35.5	154.7	
Industrial Products	11.7	15.3	21.9	18.8	67.7	19.4	18.3	17.9	(2.0)	53.6	7.4	9.1	14.7	12.8	44.0	10.4	17.6	22.1	26.7	76.8	
Furniture Products	21.8	20.3	17.7	18.9	78.7	19.3	17.8	21.1	18.7	77.9	19.6	22.4	21.2	18.8	82.0	26.2	29.7	36.2	26.0	118.1	
Specialized Products	14.6	23.1	21.7	17.5	76.9	22.3	28.5	21.0	(40.5)	31.3	26.6	34.1	29.1	29.7	119.5	37.8	36.8	37.1	38.5	150.2	
Intersegment Eliminations & other	(0.8)	(0.5)	0.1	0.6	(0.6)	(2.2)	0.5	10.4	1.5	10.2	(1.7)	(0.3)	(0.8)	0.4	(2.4)	(0.7)	(1.5)	1.5	(12.6)	(13.3)	
Sum	71.8	85.9	87.6	79.1	324.4	78.5	91.5	99.4	5.2	274.6	85.8	102.2	75.4	68.1	331.5	111.7	119.2	141.5	114.1	486.5	
EBIT Margin³																					
Residential Products	7.1%	8.3%	7.6%	7.3%	7.6%	5.8%	7.6%	8.0%	7.7%	7.3%	9.8%	9.5%	2.5%	1.6%	5.5%	9.2%	8.6%	10.2%	8.7%	9.2%	
Industrial Products	5.2%	7.0%	10.9%	10.8%	8.3%	9.3%	9.0%	9.2%	(1.1%)	6.8%	3.8%	4.4%	6.9%	6.5%	5.4%	4.7%	8.8%	11.6%	16.1%	9.9%	
Furniture Products	9.5%	9.2%	8.2%	8.8%	8.9%	8.8%	8.2%	9.6%	9.0%	8.9%	8.8%	9.6%	8.8%	7.3%	8.6%	10.3%	10.8%	12.9%	9.9%	11.0%	
Specialized Products	9.1%	13.4%	12.7%	10.5%	11.5%	13.1%	15.4%	12.0%	(21.4%)	4.3%	13.7%	15.6%	14.3%	14.8%	14.6%	18.4%	17.0%	17.5%	18.0%	17.7%	
Overall	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%	11.6%	12.0%	14.0%	12.1%	12.4%	

Segments = EBIT / Total Sales

Overall = EBIT / Trade Sales

¹ Sales, EBIT, and margin reflects new segment structure and excludes discontinued operations.

² LIFO impact is now recognized within the segment to which it relates.

**Segment Financial Data
Continuing Operations**

	2016			2017			2018								
	1Q16	2Q16	3Q16	4Q16	FY16	1Q17	2Q17	3Q17	4Q17	FY17	1Q18	2Q18	3Q18	4Q18	FY18
Net Trade Sales															
Residential Products	390.2	408.0	403.2	370.0	1,571.4	391.3	407.8	426.7	394.4	1,620.2	398.1	438.8			836.9
Industrial Products	77.1	79.9	71.4	61.0	289.4	69.8	75.9	71.2	74.8	291.7	82.0	96.4			178.4
Furniture Products	251.3	235.6	254.6	247.8	989.3	264.8	267.2	284.0	280.4	1,096.4	281.3	291.4			572.7
Specialized Products	219.8	235.4	219.7	224.9	899.8	234.4	227.8	234.9	239.5	935.5	267.4	275.9			543.3
Sum	938.4	958.9	948.9	903.7	3,749.9	960.3	989.3	1,009.7	984.5	3,943.8	1,028.8	1,102.5			2,131.3
Sales Growth (Net Trade Sales)															
Organic	(1.3%)	(1.1%)	(2.3%)	(1.1%)	(1.4%)	3.9%	3.7%	6.2%	9.0%	5.6%	5.7%	10.0%			5.7%
Acquisition	1.2%	0.4%	0.5%	0.7%	0.7%	1.1%	1.7%	1.9%	1.9%	1.7%	2.4%	2.8%			2.4%
Divestiture	(2.8%)	(3.2%)	(4.2%)	(3.9%)	(3.6%)	(2.7%)	(2.2%)	(1.7%)	(2.0%)	(2.1%)	(0.9%)	(1.4%)			(0.9%)
Sum	(2.9%)	(3.9%)	(6.0%)	(4.3%)	(4.3%)	2.3%	3.2%	6.4%	8.9%	5.2%	7.1%	11.4%			7.1%
Net Total Sales															
Residential Products	395.1	412.2	407.3	374.0	1,588.6	396.1	412.0	431.2	399.5	1,638.8	402.7	443.5			846.2
Industrial Products	157.2	150.1	144.7	130.5	582.5	135.4	139.2	135.0	136.0	545.6	152.4	170.5			322.9
Furniture Products	272.3	252.9	265.8	257.6	1,048.6	271.1	271.6	287.7	282.8	1,113.2	284.2	295.0			579.2
Specialized Products	221.5	237.2	221.2	226.4	906.3	236.3	240.1	229.7	236.5	942.6	268.1	276.5			544.6
Sum	1,046.1	1,052.4	1,039.0	988.5	4,126.0	1,038.9	1,062.9	1,083.6	1,054.8	4,240.2	1,107.4	1,185.5			2,292.9
Organic Growth (Net Total Sales)															
Residential Products	(4.5%)	(3.6%)	(7.5%)	(8.9%)	(6.1%)	(1.7%)	(3.0%)	2.5%	3.1%	0.2%	0.8%	6.4%			3.7%
Industrial Products	(19.1%)	(12.8%)	(7.7%)	(3.7%)	(11.6%)	(4.1%)	0.7%	(3.4%)	7.3%	0.0%	12.6%	22.5%			17.6%
Furniture Products	2.7%	(7.8%)	(5.3%)	(1.6%)	(3.1%)	(0.5%)	5.9%	6.8%	8.1%	5.0%	3.3%	8.6%			6.0%
Specialized Products	8.6%	9.9%	7.0%	8.0%	8.4%	9.3%	4.7%	8.6%	10.2%	8.3%	11.1%	11.3%			11.2%
EBIT															
Residential Products	33.1	52.2	45.1	37.1	167.5	42.5	50.2	50.5	40.8	184.0	35.0	40.0			75.0
Industrial Products	20.1	13.0	16.9	15.3	65.3	8.8	7.1	1.1	4.0	21.0	9.0	13.4			22.4
Furniture Products	31.5	24.6	26.4	24.1	106.6	20.3	20.3	24.5	16.4	81.5	18.0	16.3			34.3
Specialized Products	43.5	54.7	40.6	42.6	181.4	43.0	44.1	34.2	74.3	195.6	46.1	51.9			98.0
Intersegment Eliminations & other	(1.1)	2.0	1.2	(0.9)	1.2	1.3	0.6	(1.1)	(15.0)	(14.2)	(0.7)	(0.5)			(1.2)
Sum	127.1	146.5	130.2	118.2	522.0	115.9	122.3	109.2	120.5	467.9	107.4	121.1			228.5
EBIT Margin															
Residential Products	8.4%	12.7%	11.1%	9.9%	10.5%	10.7%	12.2%	11.7%	10.2%	11.2%	8.7%	9.0%			8.9%
Industrial Products	12.8%	8.7%	11.7%	11.7%	11.2%	6.5%	5.1%	0.8%	2.9%	3.8%	5.9%	7.9%			6.9%
Furniture Products	11.6%	9.7%	9.9%	9.4%	10.2%	7.5%	7.5%	8.5%	5.8%	7.3%	6.3%	5.5%			5.9%
Specialized Products	19.6%	23.1%	18.4%	18.8%	20.0%	18.2%	18.4%	14.9%	31.4%	20.8%	17.2%	18.8%			18.0%
Overall	13.5%	15.3%	13.7%	13.1%	13.9%	12.1%	12.4%	10.8%	12.2%	11.9%	10.4%	11.0%			10.7%
Segments = EBIT / Total Sales															
Overall = EBIT / Trade Sales															

**Segment Financial Data
Continuing Operations
(adjusted for unusual items)³**

	2012				2013				2014				2015				FY15			
	1Q12	2Q12	3Q12	4Q12	FY12	1Q13	2Q13	3Q13	4Q13	FY13	1Q14	2Q14	3Q14	4Q14	FY14	1Q15		2Q15	3Q15	4Q15
Net Trade Sales¹																				
Residential Products	339.4	328.7	341.5	314.8	1,324.4	332.9	343.5	358.7	338.0	1,373.1	341.6	381.6	446.2	404.8	1,574.2	408.4	421.8	433.5	402.4	1,666.1
Industrial Products	150.7	150.7	139.8	117.7	558.9	143.2	138.9	129.7	117.8	528.6	125.1	135.6	124.2	107.1	482.0	117.7	111.7	106.8	91.4	427.6
Furniture Products	225.2	216.7	211.6	210.0	863.5	214.6	214.8	214.4	214.4	856.2	215.2	212.8	215.3	241.4	903.3	235.8	248.9	258.8	239.2	982.7
Specialized Products	160.2	171.2	170.0	166.3	667.7	170.1	184.4	174.8	189.0	718.3	193.6	217.5	201.7	200.0	812.8	204.3	214.9	210.0	211.6	840.8
Sum	875.5	867.3	862.9	808.8	3,414.5	860.8	879.6	877.6	859.2	3,477.2	875.5	956.1	997.4	953.3	3,782.3	966.2	997.3	1,003.1	944.6	3,917.2
Sales Growth (Net Trade Sales)																				
Organic	7.1%	(0.6%)	(0.4%)	(1.4%)	1.1%	(2.3%)	0.8%	0.2%	3.9%	0.8%	(0.1%)	6.9%	8.6%	6.2%	5.4%	(0.7%)	(0.7%)	(0.7%)	(2.4%)	0.3%
Acquisition	2.0%	2.4%	2.3%	0.0%	2.3%	0.6%	0.6%	1.5%	2.3%	1.2%	1.8%	1.8%	5.1%	4.8%	3.4%	4.8%	5.0%	1.9%	1.6%	3.3%
Divestiture	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	(0.1%)	0.0%
Sum	9.1%	1.8%	1.9%	0.9%	3.4%	(1.7%)	1.4%	1.7%	6.2%	1.8%	1.7%	8.7%	13.7%	11.0%	8.8%	10.4%	4.3%	1.2%	(0.9%)	3.6%
Net Total Sales²																				
Residential Products	344.6	333.8	345.8	319.4	1,343.6	338.0	349.2	363.1	343.9	1,394.2	346.9	387.2	452.3	409.0	1,595.4	413.8	427.4	439.0	407.8	1,688.0
Industrial Products	223.6	218.8	200.8	174.6	817.8	209.4	204.0	195.3	181.1	789.8	196.3	207.5	212.8	196.7	813.3	219.2	200.1	191.3	166.0	776.6
Furniture Products	230.0	221.8	217.0	214.7	883.5	219.5	217.2	219.2	219.2	875.1	221.6	234.0	239.6	257.4	952.6	255.2	274.3	280.6	261.7	1,071.8
Specialized Products	161.1	172.0	170.7	166.9	670.7	170.8	185.1	175.6	189.5	721.0	194.2	218.3	203.6	200.9	817.0	205.3	216.3	212.2	213.4	847.2
Sum	959.3	946.4	934.3	875.6	3,715.6	937.7	955.5	953.2	933.7	3,780.1	959.0	1,047.0	1,108.3	1,064.0	4,178.3	1,093.5	1,118.1	1,123.1	1,048.9	4,383.6
Organic Growth (Net Total Sales)																				
Residential Products	5.1%	(3.3%)	(0.3%)	1.4%	0.7%	(2.1%)	4.4%	4.8%	7.2%	3.5%	2.4%	10.2%	13.7%	7.9%	8.7%	9.2%	1.9%	(3.6%)	(0.3%)	1.4%
Industrial Products	6.2%	(5.1%)	(8.3%)	(14.1%)	(5.3%)	(8.5%)	(8.6%)	(5.2%)	1.8%	(5.5%)	(6.2%)	1.7%	8.9%	8.6%	3.0%	11.7%	(3.6%)	(10.1%)	(15.7%)	(4.5%)
Furniture Products	9.4%	3.6%	2.4%	3.2%	4.6%	(4.5%)	(2.1%)	1.0%	2.1%	1.0%	0.9%	7.8%	9.3%	16.0%	8.5%	12.2%	10.9%	10.6%	(4.3%)	7.0%
Specialized Products	9.1%	9.0%	6.0%	4.0%	7.0%	6.0%	7.2%	(1.6%)	5.1%	4.1%	5.0%	10.8%	13.6%	6.0%	8.8%	5.7%	(0.9%)	4.2%	6.8%	3.8%
EBIT³																				
Residential Products	24.5	27.7	26.2	23.3	101.7	19.7	26.4	29.0	26.5	101.6	33.9	36.9	42.6	28.4	141.8	38.0	38.2	44.6	39.5	160.3
Industrial Products	11.7	15.3	21.9	18.8	67.7	19.4	18.3	17.9	(2.0)	53.6	7.4	9.1	14.7	12.8	44.0	15.9	17.6	22.1	26.7	82.3
Furniture Products	21.8	20.3	17.7	18.9	78.7	19.3	17.8	21.1	19.7	77.9	19.6	22.4	21.2	18.8	82.0	26.2	29.7	36.2	26.0	118.1
Specialized Products	14.6	23.1	21.7	17.5	76.9	22.3	28.5	21.0	26.3	98.1	26.6	34.1	29.1	29.7	119.5	37.8	36.8	37.1	38.5	150.2
Intersegment Eliminations & other	(0.8)	(0.5)	0.1	0.6	(0.6)	(2.2)	0.5	1.7	1.5	1.5	(1.7)	(0.3)	(0.8)	0.4	(2.4)	(0.7)	(1.5)	1.5	(0.6)	(1.3)
Sum	71.8	85.9	87.6	79.1	324.4	78.5	91.5	90.7	72.0	332.7	85.8	102.2	106.8	90.1	384.9	117.2	120.8	141.5	130.1	509.6
EBIT Margin³																				
Residential Products	7.1%	8.3%	7.6%	7.3%	7.6%	5.8%	7.6%	8.0%	7.7%	7.3%	9.8%	9.5%	9.4%	6.9%	8.9%	9.2%	8.9%	10.2%	9.7%	9.5%
Industrial Products	5.2%	7.0%	10.9%	10.8%	8.3%	9.3%	9.0%	9.2%	(1.1%)	6.8%	3.8%	4.4%	6.9%	6.5%	5.4%	7.3%	8.8%	11.6%	16.1%	10.6%
Furniture Products	9.5%	9.2%	8.2%	8.8%	8.9%	8.8%	8.2%	9.6%	9.0%	8.9%	8.8%	9.6%	8.8%	7.3%	8.6%	10.3%	10.8%	12.9%	9.9%	11.0%
Specialized Products	9.1%	13.4%	12.7%	10.5%	11.5%	13.1%	15.4%	12.0%	13.9%	13.6%	13.7%	15.6%	14.3%	14.8%	14.6%	18.4%	17.0%	17.5%	18.0%	17.7%
Overall	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%	12.1%	12.1%	14.0%	13.8%	13.0%
Segments = EBIT / Total Sales																				
Overall = EBIT / Trade Sales																				

¹ Sales, EBIT, and margin reflects new segment structure and excludes discontinued operations.

² LIFO impact is now recognized within the segment to which it relates.

³ See Appendix - Non-GAAP Adjustments.

**Segment Financial Data
Continuing Operations
(adjusted for unusual items)**³

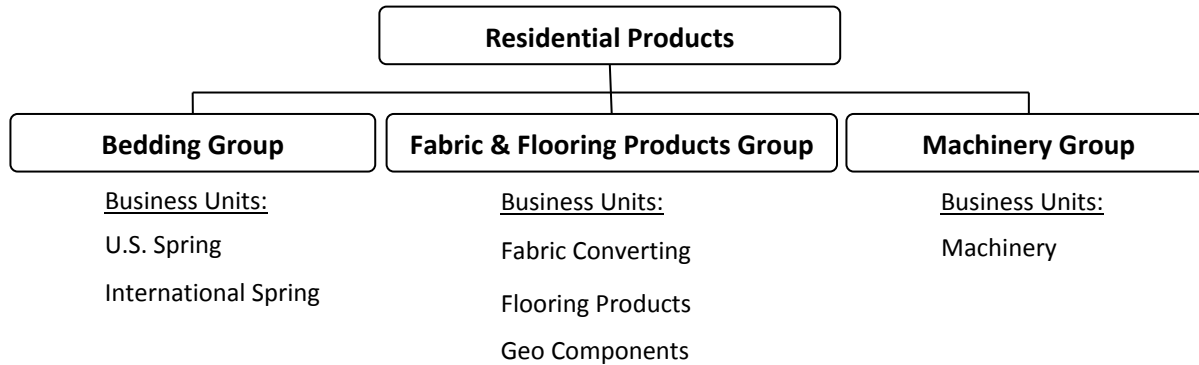
	2016				2017				2018						
	1Q16	2Q16	3Q16	4Q16	FY16	1Q17	2Q17	3Q17	4Q17	FY17	1Q18	2Q18	3Q18	4Q18	FY18
Net Trade Sales															
Residential Products	390.2	408.0	403.2	370.0	1,571.4	391.3	407.8	426.7	394.4	1,620.2	398.1	438.8			836.9
Industrial Products	77.1	79.9	71.4	61.0	289.4	69.8	75.9	71.2	74.8	291.7	82.0	96.4			178.4
Furniture Products	251.3	235.6	254.6	247.8	989.3	264.8	267.2	284.0	281.3	1,096.4	281.3	291.4			572.7
Specialized Products	219.8	235.4	219.7	224.9	899.8	234.4	238.4	227.8	234.9	935.5	267.4	275.9			543.3
Sum	938.4	958.9	948.9	903.7	3,749.9	960.3	989.3	1,009.7	984.5	3,943.8	1,028.8	1,102.5			2,131.3
Sales Growth (Net Trade Sales)															
Organic	(1.3%)	(1.1%)	(2.3%)	(1.1%)	(1.4%)	3.8%	3.7%	6.2%	9.0%	5.6%	5.7%	10.0%			7.9%
Acquisition	1.2%	0.4%	0.5%	0.7%	0.7%	1.1%	1.7%	1.9%	1.9%	1.7%	2.4%	2.8%			2.6%
Divestiture	(2.8%)	(3.2%)	(4.2%)	(3.9%)	(3.6%)	(2.7%)	(2.2%)	(1.7%)	(2.0%)	(2.0%)	(0.9%)	(1.4%)			(1.2%)
Sum	(2.9%)	(3.9%)	(6.0%)	(4.3%)	(4.3%)	2.3%	3.2%	6.4%	8.9%	5.2%	7.1%	11.4%			9.3%
Net Total Sales															
Residential Products	395.1	412.2	407.3	374.0	1,588.6	396.1	412.0	431.2	399.5	1,638.8	402.7	443.5			846.2
Industrial Products	157.2	150.1	144.7	130.5	582.5	135.4	139.2	135.0	136.0	545.6	152.4	170.5			322.9
Furniture Products	272.3	252.9	265.8	257.6	1,048.6	271.1	271.6	287.7	282.8	1,113.2	284.2	295.0			579.2
Specialized Products	221.5	237.2	221.2	226.4	906.3	236.3	240.1	229.7	236.5	942.6	268.1	276.5			544.6
Sum	1,046.1	1,052.4	1,039.0	988.5	4,126.0	1,038.9	1,062.9	1,083.6	1,054.8	4,240.2	1,107.4	1,185.5			2,292.9
Organic Growth (Net Total Sales)															
Residential Products	(4.5%)	(3.6%)	(7.5%)	(8.9%)	(6.1%)	(1.7%)	(3.0%)	2.5%	3.1%	0.2%	0.8%	6.4%			3.7%
Industrial Products	(19.1%)	(12.8%)	(7.7%)	(3.7%)	(11.6%)	(4.1%)	0.7%	(3.4%)	7.3%	0.0%	12.6%	22.5%			17.6%
Furniture Products	2.7%	(7.8%)	(5.3%)	(1.6%)	(3.1%)	(0.5%)	5.9%	6.8%	8.1%	5.0%	3.3%	8.6%			6.0%
Specialized Products	8.6%	9.9%	7.0%	8.0%	8.4%	9.3%	4.7%	8.6%	10.2%	8.3%	11.1%	11.3%			11.2%
EBIT															
Residential Products	33.1	45.3	45.1	37.1	160.6	42.5	50.2	50.5	40.8	184.0	35.0	40.0			75.0
Industrial Products	20.1	13.0	16.9	(0.4)	49.6	8.8	7.1	5.7	4.0	25.6	9.0	13.4			22.4
Furniture Products	31.5	24.6	26.4	24.1	106.6	20.3	20.3	24.5	16.4	81.5	18.0	16.3			34.3
Specialized Products	43.5	47.2	40.6	42.6	173.9	43.0	44.1	37.5	50.9	175.5	46.1	51.9			98.0
Intersegment Eliminations & other	(1.1)	2.0	1.2	(0.9)	1.2	1.3	0.6	(1.1)	0.3	1.1	(0.7)	(0.5)			(1.2)
Sum	127.1	132.1	130.2	102.5	491.9	115.9	122.3	117.1	112.4	467.7	107.4	121.1			228.5
EBIT Margin															
Residential Products	8.4%	11.0%	11.1%	9.9%	10.1%	10.7%	12.2%	11.7%	10.2%	11.2%	8.7%	9.0%			8.9%
Industrial Products	12.8%	8.7%	11.7%	(0.3%)	8.5%	6.5%	5.1%	4.2%	2.9%	4.7%	5.9%	7.9%			6.9%
Furniture Products	11.6%	9.7%	9.9%	9.4%	10.2%	7.5%	7.5%	8.5%	5.8%	7.3%	6.3%	5.5%			5.9%
Specialized Products	19.6%	19.9%	18.4%	18.8%	19.2%	18.2%	18.4%	16.3%	21.5%	18.6%	17.2%	18.8%			18.0%
Overall	13.5%	13.8%	13.7%	11.3%	13.1%	12.1%	12.4%	11.6%	11.4%	11.9%	10.4%	11.0%			10.7%

Segments = EBIT / Total Sales
Overall = EBIT / Trade Sales

Overview of Segments

Leggett & Platt manufactures thousands of different items. These products are sold through businesses organized into four segments and further divided into 10 groups and 14 business units. Here we share more information about our four segments.

Residential Products Segment



Our Residential Products segment began in 1883 with the manufacture of steel coil bedsprings. Today, we supply a variety of components and machinery used by bedding manufacturers in the production and assembly of their finished products. Our range of products offers our customers a single source for many of their component and finishing needs. We also produce or distribute carpet cushion, hard surface flooring underlayment, fabric, and geo components.

Innovative proprietary products and low cost have made us the largest U.S. manufacturer in many of these businesses. We strive to understand what drives consumer purchases in our markets and focus our product development activities on meeting end-consumer needs. We attain a cost advantage from efficient manufacturing methods, internal production of key raw materials, purchasing leverage, and large-scale production. Sourcing components from us allows our customers to focus on designing, merchandising, and marketing their products.

Products

Bedding Group

- Innersprings (sets of steel coils, bound together, that form the core of a mattress)
- Wire forms for mattress foundations
- Machines that we use to shape wire into various types of springs

Fabric & Flooring Products Group

- Structural fabrics for mattresses, residential furniture and industrial uses
- Carpet cushion and hard surface flooring underlayment (made from bonded scrap foam, fiber, rubber and prime foam)
- Geo components (synthetic fabrics and various other products used in ground stabilization, drainage protection, erosion and weed control)

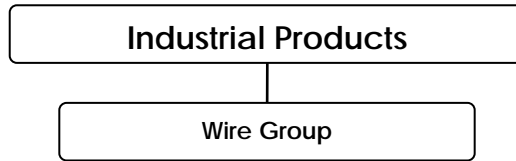
Machinery Group

- Quilting machines for mattress covers
- Industrial sewing/finishing machines
- Conveyor lines
- Mattress packaging and glue-drying equipment

Customers

- Manufacturers of finished bedding (mattresses and foundations)
- Flooring retailers and distributors
- Contractors, landscapers, road construction companies, and government agencies using geo components
- Manufacturers of upholstered furniture, packaging, filtration and draperies

Industrial Products Segment



Business Units:

Drawn Wire

Steel Rod

The quality of our products and service, together with low cost, have made Leggett & Platt the leading U.S. supplier of high-carbon drawn steel wire. Our Wire Group operates a steel rod mill with an annual output of approximately 500,000 tons, of which a substantial majority is used by our own wire mills. We have three wire mills that supply virtually all the wire consumed by our other domestic businesses. We also supply steel wire to trade customers that operate in a broad range of markets.

Products

Wire Group

- Drawn wire
- Steel rod

Customers

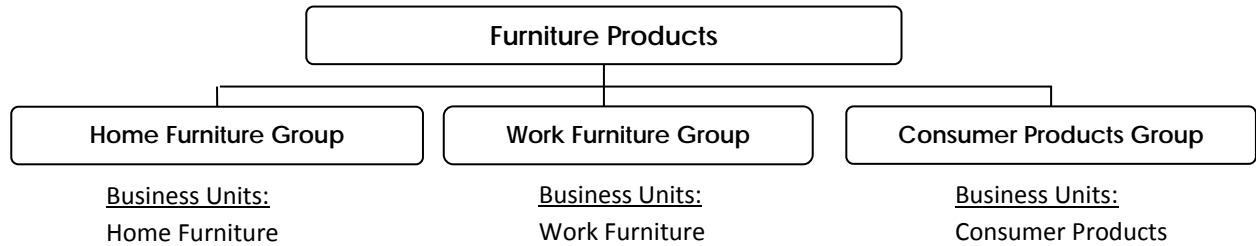
We use about 70% of our wire output to manufacture our own products, including:

- Bedding and furniture components
- Automotive seat suspension systems

The Industrial Products segment also has a diverse group of trade customers that include:

- Mechanical spring manufacturers
- Wire distributors
- Packaging and baling companies

Furniture Products Segment



In our Furniture Products segment we design, manufacture, and distribute a wide range of components and finished products for the residential furniture, office and commercial furniture, and sleep specialty markets. We supply components used by home and work furniture manufacturers to provide comfort, motion and style in their finished products, as well as select lines of private-label finished furniture. We are also a major supplier of adjustable beds and fashion beds, with domestic manufacturing, distribution, e-commerce fulfillment and global sourcing capabilities.

Products

Home Furniture Group

- Steel mechanisms and hardware (enabling furniture to recline, tilt, swivel, rock and elevate) for reclining chairs, sofas, sleeper sofas and lift chairs
- Springs and seat suspensions for chairs, sofas and loveseats

Work Furniture Group

- Select lines of private-label finished furniture
- Bases, columns, back rests, casters and frames for office chairs, and control devices that allow chairs to tilt, swivel and elevate
- Molded plywood components

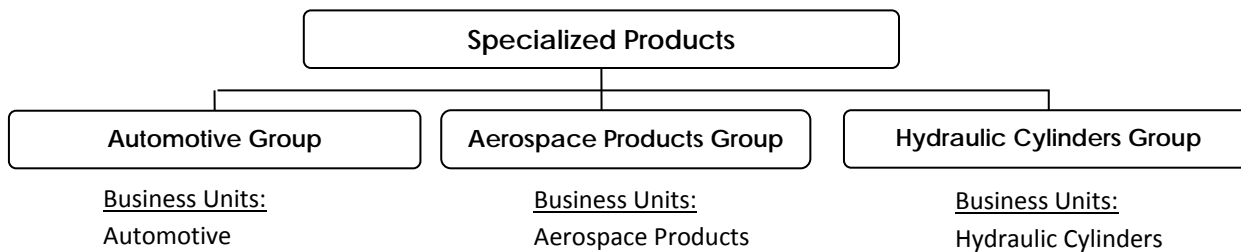
Consumer Products Group

- Adjustable beds
- Fashion beds and bed frames

Customers

- Manufacturers of upholstered furniture
- Office furniture manufacturers
- Mattress and furniture retailers
- Department stores and big box retailers
- E-commerce retailers

Specialized Products Segment



Our Specialized Products segment designs, manufactures and sells products including automotive seating components, tubing and fabricated assemblies for the aerospace industry, and hydraulic cylinders for the material handling, construction and transportation industries. Our technical capability and deep customer engagement allows us to compete on critical functionality, such as comfort, size, weight and noise. Our reliable product development and launch capability, coupled with our global footprint, makes us a trusted partner for our Tier 1 and OEM customers.

Products

Automotive Group

- Mechanical and pneumatic lumbar support and massage systems for automotive seating
- Seat suspension systems
- Motors and actuators, used in wide variety of vehicle power features
- Cables

Aerospace Products Group

- Titanium, nickel, and stainless-steel tubing, formed tube, and tube assemblies, primarily used in fluid conveyance systems

Hydraulic Cylinders Group

- Engineered hydraulic cylinders

Customers

- Automobile OEMs and Tier 1 suppliers
- Aerospace suppliers
- Mobile equipment OEMs, primarily serving material handling and construction markets

Major Facilities

Each is roughly \$20 million in sales, or larger

Name	City	State	Country	Name	City	State	Country
Residential Products - Bedding				Furniture Products - Home Furniture			
L.A. Spring	South Gate	CA	USA	Omega Motion	Saltillo	MS	USA
Monroe Spring	Monroe	GA	USA	Super Sagless	Tupelo	MS	USA
Rensselaer Spring	Rensselaer	IN	USA	Kendallville	Kendallville	IN	USA
Winchester Spring	Winchester	KY	USA	Leitchfield	Leitchfield	KY	USA
Pride Frame	Wilkes-Barre	PA	USA	Tupelo Sleeper	Tupelo	MS	USA
Carthage Spring	Carthage	MO	USA	High Point Furniture	High Point	NC	USA
High Point Spring	High Point	NC	USA	Matrex	Greensboro	NC	USA
Ennis Spring	Ennis	TX	USA	Jiaxing Furniture	Jiaxing		China
L&P Springs Denmark	Tistrup		Denmark	Hui Zhou	Guangdong		China
Leggett & Platt do Brasil	Sorocaba		Brazil	Tai Zhou	Jiang Yan City		China
L&P Springs UK	Barnsley		UK				
Prelog Spring	Prelog		Croatia	Furniture Products - Work Furniture			
Spuhl Ag	St. Gallen		Switzerland	Davidson Plyforms	Grand Rapids	MI	USA
				Genesis Seating	Grand Rapids	MI	USA
Residential Products - Fabric & Flooring Products				Moiron	Sparta	MI	USA
Hanes Dye & Finishing Co.	Winston-Salem	NC	USA	Northfield Metal Products	Waterloo	Ontario	Canada
Hanes Industries	Conover	NC	USA	Cincro	Liberty	NC	USA
Hanes Geo	Winston-Salem	NC	USA	Trio Line Polska	Poznan		Poland
Lenrod	Mount-Royal	Quebec	Canada	Chieng Yeng	FoShan City		China
Flooring Products - Ontario	Ontario	CA	USA	Furniture Products - Consumer Products			
Flooring Products - Tracy	Tracy	CA	USA	Fashion Bed Group	Chicago	IL	USA
Flooring Products - Aurora	Aurora	IL	USA	Whittier	Whittier	CA	USA
Sponge Cushion	Morris	IL	USA	L&P Linwood	Linwood	NC	USA
Flooring Products - Houston	Houston	MS	USA	Georgetown - Adjustable Bed	Georgetown	KY	USA
Flooring Products - Berwick	Berwick	PA	USA	Spring Hill - Adjustable Bed	Spring Hill	FL	USA
Flooring Products - Ft Worth	Ft. Worth	TX	USA	Joplin - Adjustable Bed	Joplin	MO	USA
Flooring Products - Statesville	Statesville	NC	USA	Juarez - Adjustable Bed	Juarez		Mexico
Flooring Products - Walk-On	Salisbury	NC	USA	Specialized Products - Automotive			
Residential Products - Machinery				Flex-O-Lators	Carthage	MO	USA
Gribetz International	Sunrise	FL	USA	LPAG Mexico	Juarez		Mexico
L&P Machine Products	Carthage	MO	USA	Pullmafex - UK	Ammanford	Wales	UK
Vertex Fasteners	Chicago	IL	USA	Pullmafex - Benelux	Wevelgem		Belgium
Industrial Products - Wire				Schukra - Windsor	Windsor	Ontario	Canada
Adcom Wire - Jacksonville	Jacksonville	FL	USA	Schukra - Berndorf	Berndorf		Austria
Merit Steel	Kouts	IN	USA	L&P Hungary	Tarján		Hungary
Carthage Wire Mill	Carthage	MO	USA	L&C China Pangeo	Changsha		China
Sterling Steel	Sterling	IL	USA	L&H Hua Guang	Wuxi		China
Solon Specialty Wire	Solon	OH	USA	L&V Guangdong	Zhaoqing City		China
				L&P Automotive Korea	Busan		Korea
				Specialized Products - Aerospace Products			
				Western Pneumatic Tube	Kirkland	WA	USA
				Valley Metals	Poway	CA	USA
				Pegasus	Middleton	CT	USA
				David Hart Aerospace Pipes	Salisbury		UK
				Specitubes	Samer		France
				Specialized Products - Hydraulic Cylinders			
				PHC - Beulaville	Beulaville	NC	USA

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