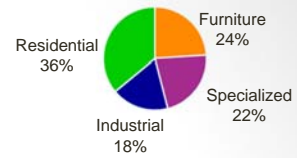


⌘ Segments ⌘

Segments

% of 2018 est total sales



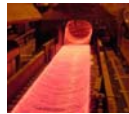
Residential Products

- 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



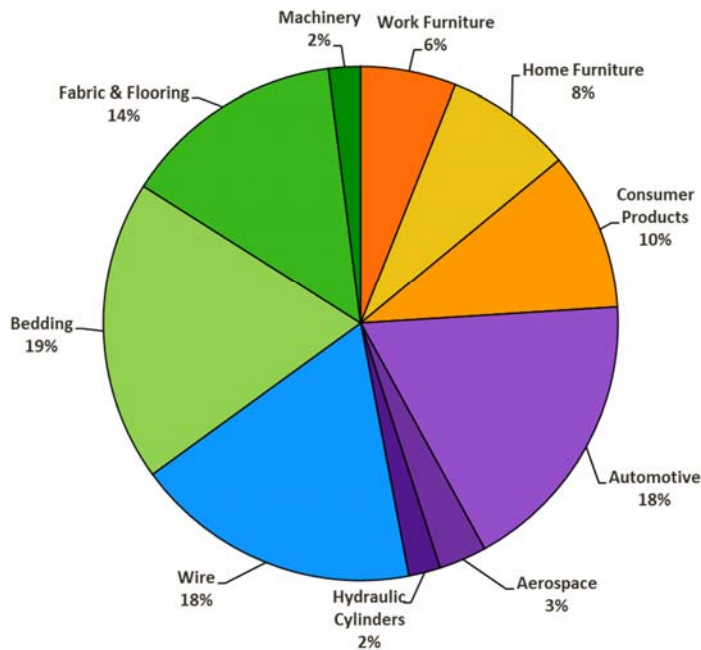
Specialized Products

- 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



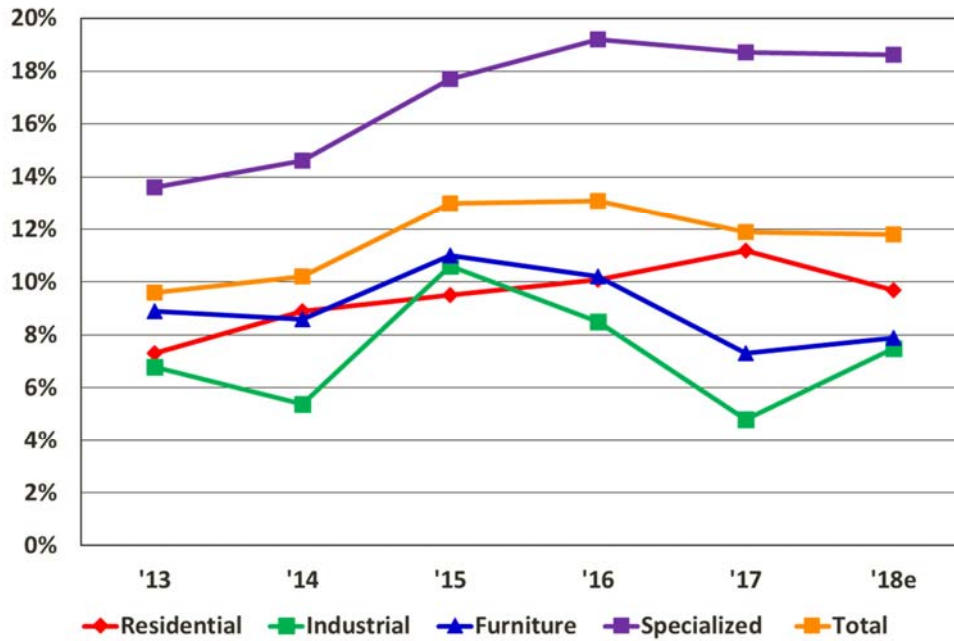
Product Mix

Product Mix
% of 2018 est total sales



4 segments; 10 groups; 14 business units

Segment EBIT Margins



- Amounts exclude unusual items. See Appendix - Non-GAAP Adjustments.
- 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 | 186.3 | 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 | 287.4 | 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 | | | | 398.1 |
| Industrial Products | 77.1 | 79.9 | 71.4 | 61.0 | 289.4 | 69.8 | 75.9 | 71.2 | 74.8 | 291.7 | 82.0 | | | | 82.0 |
| 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 | | | | 281.3 |
| Specialized Products | 219.8 | 235.4 | 219.7 | 224.9 | 899.8 | 234.4 | 238.4 | 227.8 | 234.9 | 935.5 | 267.4 | | | | 267.4 |
| 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 | | | | 1,028.8 |
| 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% | | | | 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% | | | | 2.4% |
| Divestiture | (2.8%) | (3.2%) | (4.2%) | (3.9%) | (3.6%) | (2.7%) | (2.2%) | (1.7%) | (2.0%) | (2.1%) | (0.9%) | | | | (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% | | | | 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 | | | | 402.7 |
| Industrial Products | 157.2 | 150.1 | 144.7 | 130.5 | 582.5 | 135.4 | 139.2 | 135.0 | 136.0 | 545.6 | 152.4 | | | | 152.4 |
| 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 | | | | 284.2 |
| Specialized Products | 221.5 | 237.2 | 221.2 | 226.4 | 906.3 | 236.3 | 240.1 | 229.7 | 236.5 | 942.6 | 268.1 | | | | 268.1 |
| 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 | | | | 1,107.4 |
| 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% | | | | 0.8% |
| Industrial Products | (19.1%) | (12.8%) | (7.7%) | (3.7%) | (11.6%) | (4.1%) | 0.7% | (3.4%) | 7.3% | 0.0% | 12.6% | | | | 12.6% |
| Furniture Products | 2.7% | (7.8%) | (5.3%) | (1.6%) | (3.1%) | (0.5%) | 5.9% | 6.8% | 8.1% | 5.0% | 3.3% | | | | 3.3% |
| Specialized Products | 8.6% | 9.9% | 7.0% | 8.0% | 8.4% | 9.3% | 4.7% | 8.6% | 10.2% | 8.3% | 11.1% | | | | 11.1% |
| 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 | | | | 35.0 |
| Industrial Products | 20.1 | 13.0 | 16.9 | 15.3 | 65.3 | 8.8 | 7.1 | 1.1 | 4.0 | 21.0 | 9.0 | | | | 9.0 |
| Furniture Products | 31.5 | 24.6 | 26.4 | 24.1 | 106.6 | 20.3 | 20.3 | 24.5 | 16.4 | 81.5 | 18.0 | | | | 18.0 |
| Specialized Products | 43.5 | 54.7 | 40.6 | 42.6 | 181.4 | 43.0 | 44.1 | 34.2 | 74.3 | 195.6 | 46.1 | | | | 46.1 |
| 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) | | | | (0.7) |
| Sum | 127.1 | 146.5 | 130.2 | 118.2 | 522.0 | 115.9 | 122.3 | 109.2 | 120.5 | 467.9 | 107.4 | | | | 107.4 |
| 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% | | | | 8.7% |
| Industrial Products | 12.8% | 8.7% | 11.7% | 11.7% | 11.2% | 6.5% | 5.1% | 0.8% | 2.9% | 3.8% | 5.9% | | | | 5.9% |
| Furniture Products | 11.6% | 9.7% | 9.9% | 9.4% | 10.2% | 7.5% | 7.5% | 8.5% | 5.8% | 7.3% | 6.3% | | | | 6.3% |
| Specialized Products | 19.6% | 23.1% | 18.4% | 18.8% | 20.0% | 18.2% | 18.4% | 14.9% | 31.4% | 20.8% | 17.2% | | | | 17.2% |
| Overall | 13.5% | 15.3% | 13.7% | 13.1% | 13.9% | 12.1% | 12.4% | 10.8% | 12.2% | 11.9% | 10.4% | | | | 10.4% |
| 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 | 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 | 1,003.1 | 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% | 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 | 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

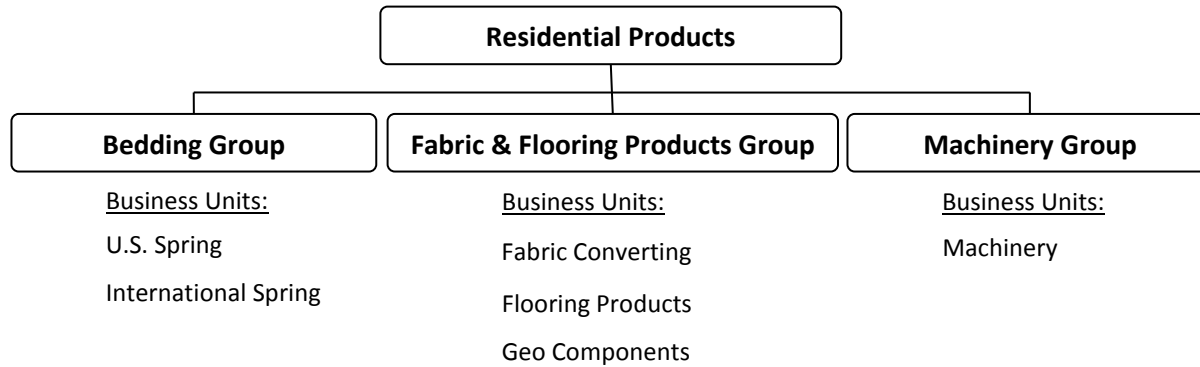
| | 2016 | | | | 2017 | | | | 2018 | | | | | | |
|---|----------------|----------------|----------------|---------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|------|------|------|----------------|
| | 1Q16 | 2Q16 | 3Q16 | 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 | | | | 398.1 |
| Industrial Products | 77.1 | 79.9 | 71.4 | 61.0 | 289.4 | 69.8 | 75.9 | 71.2 | 74.8 | 291.7 | 82.0 | | | | 82.0 |
| 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 | | | | 281.3 |
| Specialized Products | 219.8 | 235.4 | 219.7 | 224.9 | 899.8 | 234.4 | 238.4 | 227.8 | 234.9 | 935.5 | 267.4 | | | | 267.4 |
| 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 | | | | 1,028.8 |
| 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% | | | | 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% | | | | 2.4% |
| Divestiture | (2.8%) | (3.2%) | (4.2%) | (3.9%) | (3.6%) | (2.7%) | (2.2%) | (1.7%) | (2.0%) | (2.0%) | (0.9%) | | | | (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% | | | | 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 | | | | 402.7 |
| Industrial Products | 157.2 | 150.1 | 144.7 | 130.5 | 582.5 | 135.4 | 139.2 | 135.0 | 136.0 | 545.6 | 152.4 | | | | 152.4 |
| 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 | | | | 284.2 |
| Specialized Products | 221.5 | 237.2 | 221.2 | 226.4 | 906.3 | 236.3 | 240.1 | 229.7 | 236.5 | 942.6 | 268.1 | | | | 268.1 |
| 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 | | | | 1,107.4 |
| 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% | | | | 0.8% |
| Industrial Products | (19.1%) | (12.8%) | (7.7%) | (3.7%) | (11.6%) | (4.1%) | 0.7% | (3.4%) | 7.3% | 0.0% | 12.6% | | | | 12.6% |
| Furniture Products | 2.7% | (7.8%) | (5.3%) | (1.6%) | (3.1%) | (0.5%) | 5.9% | 6.8% | 8.1% | 5.0% | 3.3% | | | | 3.3% |
| Specialized Products | 8.6% | 9.9% | 7.0% | 8.0% | 8.4% | 9.3% | 4.7% | 8.6% | 10.2% | 8.3% | 11.1% | | | | 11.1% |
| 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 | | | | 35.0 |
| Industrial Products | 20.1 | 13.0 | 16.9 | (0.4) | 49.6 | 8.8 | 7.1 | 5.7 | 4.0 | 25.6 | 9.0 | | | | 9.0 |
| Furniture Products | 31.5 | 24.6 | 26.4 | 24.1 | 106.6 | 20.3 | 20.3 | 24.5 | 16.4 | 81.5 | 18.0 | | | | 18.0 |
| Specialized Products | 43.5 | 47.2 | 40.6 | 42.6 | 173.9 | 43.0 | 44.1 | 37.5 | 50.9 | 175.5 | 46.1 | | | | 46.1 |
| 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) | | | | (0.7) |
| Sum | 127.1 | 132.1 | 130.2 | 102.5 | 491.9 | 115.9 | 122.3 | 117.1 | 112.4 | 467.7 | 107.4 | | | | 107.4 |
| 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% | | | | 8.7% |
| Industrial Products | 12.8% | 8.7% | 11.7% | (0.3%) | 8.5% | 6.5% | 5.1% | 4.2% | 2.9% | 4.7% | 5.9% | | | | 5.9% |
| Furniture Products | 11.6% | 9.7% | 9.9% | 9.4% | 10.2% | 7.5% | 7.5% | 8.5% | 5.8% | 7.3% | 6.3% | | | | 6.3% |
| Specialized Products | 19.6% | 19.9% | 18.4% | 18.8% | 19.2% | 18.2% | 18.4% | 16.3% | 21.5% | 18.6% | 17.2% | | | | 17.2% |
| Overall | 13.5% | 13.8% | 13.7% | 11.3% | 13.1% | 12.1% | 12.4% | 11.6% | 11.4% | 11.9% | 10.4% | | | | 10.4% |

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)

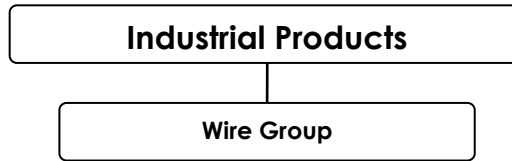
Machinery Group

- 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

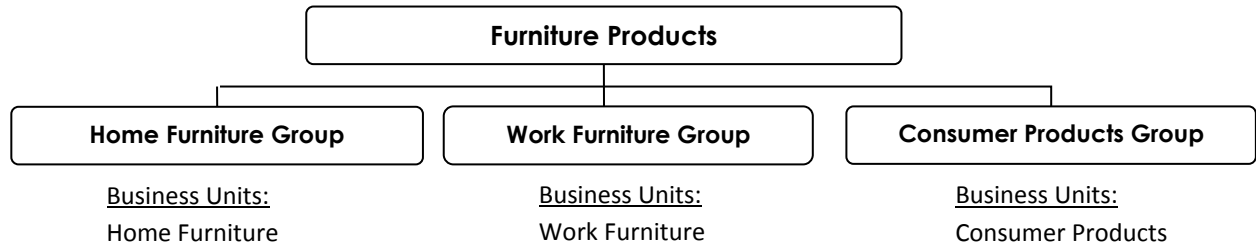
We use about 2/3 of our wire output to manufacture our own products, including:

- 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

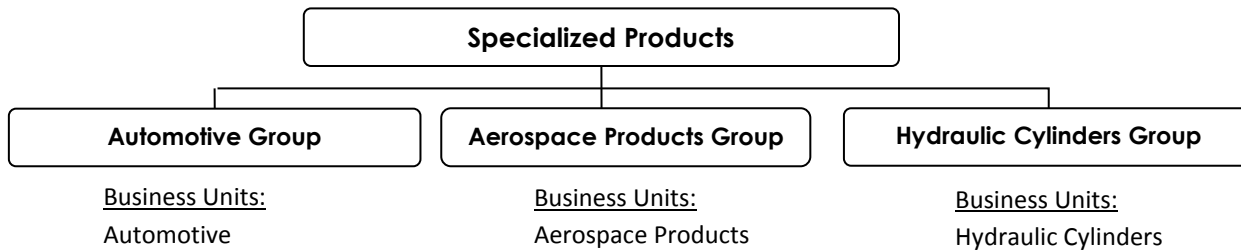
Consumer Products Group

- 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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