

**UNITED STATES
SECURITIES AND EXCHANGE COMMISSION**
Washington, D.C. 20549

FORM 8-K

CURRENT REPORT
Pursuant to Section 13 OR 15(d)
of The Securities Exchange Act of 1934

Date of Report (Date of earliest event reported) February 8, 2021

LEGGETT & PLATT, INCORPORATED

(Exact name of registrant as specified in its charter)

Missouri
(State or other jurisdiction
of incorporation)

001-07845
(Commission
File Number)

44-0324630
(IRS Employer
Identification No.)

**No. 1 Leggett Road,
Carthage, MO**
(Address of principal executive offices)

64836
(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):

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

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

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Common Stock, \$.01 par value	LEG	New York Stock Exchange

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 (§240.12b-2 of this chapter).

Emerging growth company

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 February 8, 2021, Leggett & Platt, Incorporated issued a press release announcing its financial results for the fourth quarter and year ended December 31, 2020 and related matters. 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 February 9, 2021, the Company will hold an investor conference call to discuss its fourth quarter and year ended 2020 results, 2021 guidance and related matters.

The press release contains the Company (i) Net Debt/Leggett Reported Adjusted EBITDA (trailing twelve months) ratio; (ii) Net Debt/Pro Forma Adjusted EBITDA (trailing twelve months) ratio; (iii) Adjusted EPS; (iv) Adjusted EBIT; (v) Adjusted EBIT Margin; (vi) EBITDA; (vii) EBITDA Margin; (viii) Adjusted EBITDA; (ix) Adjusted EBITDA Margin; (x) Adjusted EBITDA (trailing twelve months); (xi) Pro Forma Adjusted EBITDA (trailing twelve months); and (xii) Organic Sales.

The press release also contains each Segments’ (i) Adjusted EBIT; (ii) Adjusted EBIT Margin; (iii) Adjusted EBITDA; (iv) Adjusted EBITDA Margin; and (v) Organic Sales.

Finally, the press release contains the Elite Comfort Solutions, Inc. (“ECS”) pre-acquisition EBIT and Adjusted EBITDA.

Company management believes the presentation of Net Debt/Leggett Reported Adjusted EBITDA (trailing twelve months) and Net Debt/Pro Forma Adjusted EBITDA (trailing twelve months) provides investors a useful way to assess the time it would take the Company to pay off its debt, ignoring various factors including interest and taxes. Management uses these ratios as supplemental information to assess its ability to pay off its incurred debt. Because we may not be able to use our earnings to reduce our debt on a dollar-for-dollar basis, the presentation of Net Debt/Leggett Reported Adjusted EBITDA (trailing twelve months) and Net Debt/Pro Forma Adjusted EBITDA (trailing twelve months) may have material limitations.

Company management believes the presentation of Company Adjusted EPS, Adjusted EBIT, Adjusted EBIT Margin, EBITDA, EBITDA Margin, Adjusted EBITDA, Adjusted EBITDA Margin, Adjusted EBITDA (trailing twelve months), Pro Forma Adjusted EBITDA (trailing twelve months), and Segment Adjusted EBIT, Adjusted EBIT Margin, Adjusted EBITDA, Adjusted EBITDA Margin, and the ECS EBIT and Adjusted EBITDA 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.

Organic Sales is calculated as trade sales excluding sales attributable to acquisitions and divestitures consummated within the last twelve months. Company management believes the presentation of Organic Sales is useful to investors, and is used by management, as supplemental information to analyze our underlying sales performance from period to period in our legacy businesses.

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. For non-GAAP reconciliations, please refer to pages 7 and 8 of the press release.

Item 7.01 Regulation FD Disclosure.

The information provided in Item 2.02, including [Exhibit 99.1](#), is incorporated herein by reference.

(d) Exhibits.

EXHIBIT INDEX

<u>Exhibit No.</u>	<u>Description</u>
99.1	Press Release dated February 8, 2021
101.INS	Inline XBRL Instance Document (the instance document does not appear in the Interactive Data File because its XBRL tags are embedded within the inline XBRL document)
101.SCH	Inline XBRL Taxonomy Extension Schema
101.LAB	Inline XBRL Taxonomy Extension Label Linkbase
101.PRE	Inline XBRL Taxonomy Extension Presentation Linkbase
104	Cover Page Interactive Data File (embedded within the inline XBRL document contained in Exhibit 101)



FOR IMMEDIATE RELEASE: FEBRUARY 8, 2021

LEGGETT & PLATT REPORTS 4Q AND FULL YEAR 2020 RESULTS AND ANNOUNCES 1Q DIVIDEND

Carthage, MO, February 8, 2021 —

- 4Q sales grew 3% vs 4Q19, to \$1.182 billion
- 4Q EPS was a fourth quarter record \$.76, an increase of \$.12 vs 4Q19
- 2020 sales decreased 10% vs 2019, to \$4.28 billion
- 2020 EPS was \$1.82 and 2020 adjusted¹ EPS was \$2.13, decreases vs 2019
- 2020 cash flow from operations was \$603 million
- Board of Directors declared first quarter dividend of \$.40 per share
- 2021 guidance: sales of \$4.6–\$4.9 billion and EPS of \$2.30–\$2.60

Chairman and CEO Karl Glassman commented, “We are pleased to have delivered a strong fourth quarter to end a very challenging 2020. Fourth quarter sales, EBIT, EBIT margin, and earnings per share increased versus the fourth quarter of 2019. For the full year, we generated strong operating cash flow, reduced debt levels, maintained significant liquidity, and increased the dividend for the 49th consecutive year.

“I would like to thank our employees for their dedication, ingenuity, and tenacity in what was a very challenging year as a result of the COVID-19 pandemic. Our teams across our corporate functions and businesses came together to find solutions and navigate the many issues that resulted from the global pandemic. I am extremely proud of all they accomplished. We finished 2020 as a stronger company as a result of their extraordinary efforts.

“We expect continued recovery into 2021 as a result of strong consumer demand for home-related items and global automotive, and modest improvement in our businesses in industries that are experiencing ongoing impacts from COVID-19. We also expect continued supply chain constraints, inflation in commodity costs, and recovery of those higher costs through selling price increases.”

FOURTH QUARTER RESULTS

Fourth quarter 2020 sales of \$1.182 billion, a 3% increase versus fourth quarter 2019.

- Organic sales were up 3%
 - Volume was up 1%²; strong demand in residential end markets and Automotive was largely offset by weakness in Aerospace and Work Furniture
 - Raw material-related selling price increases and currency benefit added 2%
- Acquisitions and divestitures offset each other

¹ Please refer to attached tables for Non-GAAP Reconciliations

² Includes 1% volume reduction attributable to exited business

Fourth quarter EBIT was \$150 million, up \$15 million or 11% from fourth quarter 2019, and up \$10 million or 7% from fourth quarter 2019 adjusted¹ EBIT.

- EBIT benefited primarily from fixed cost reductions, the non-recurrence of a \$5 million restructuring-related charge in fourth quarter 2019, and other smaller items partially offset by change in LIFO impact
 - Fixed cost reductions implemented earlier in the year reduced 4Q costs by approximately \$25 million
 - LIFO expense was \$8 million in 4Q 2020, versus a LIFO benefit of \$14 million in 4Q 2019
- EBIT margin was 12.7%, up from 11.8% in the fourth quarter of 2019 and up from an adjusted¹ EBIT margin of 12.2% in that same period

Fourth quarter EPS was \$.76, a fourth quarter record. EPS increased \$.12 versus fourth quarter 2019 and \$.08 versus adjusted¹ EPS in fourth quarter 2019. Improved EBIT was the primary driver of the increase, augmented by lower interest expense (\$.01 per share) and a lower tax rate (\$.02 per share).

FULL YEAR RESULTS

2020 sales of \$4.28 billion, a 10% decrease versus 2019.

- Organic sales were down 11%
 - Volume down 10%³, largely due to economic impact of COVID-19
 - Raw material-related selling price decreases earlier in the year reduced sales 1%
- Acquisitions added 1% to sales

2020 EBIT was \$401 million, down \$113 million or 22% from 2019, and **adjusted¹ EBIT** was \$446 million, an \$83 million or 16% decrease.

- EBIT and adjusted¹ EBIT declined primarily as a result of lower volume and change in LIFO impact, partially offset by fixed cost reductions
 - Fixed cost reductions totaled approximately \$90 million for the year
 - LIFO expense was \$8 million in 2020, versus a LIFO benefit of \$32 million in 2019
 - 2020 adjustments were \$25 million non-cash goodwill impairment charge related to our Hydraulic Cylinders business; \$9 million of restructuring-related charges primarily from severance costs related to the pandemic; an \$8 million non-cash impairment charge related to a note receivable; and a \$4 million non-cash charge to write off stock associated with a prior year divestiture
 - 2019 adjustments were restructuring-related charges of \$15 million and ECS transaction costs of \$1 million
- EBIT margin was 9.4%, down from 10.8% in 2019, and adjusted¹ EBIT margin was 10.4%, a decrease from 11.1% in 2019

2020 EPS was \$1.82, a decrease of \$.65 versus 2019. Full year **adjusted¹ EPS** was \$2.13, a decrease of \$.44, reflecting lower adjusted¹ EBIT.

2020 DEBT, CASH FLOW, AND DIVIDEND

- **Reduced debt** by \$228 million
- **Net Debt** was 2.44x trailing 12-month adjusted EBITDA¹ at year-end
- **Operating cash flow** was \$603 million, down \$65 million from a record \$668 million in 2019
- **Capital expenditures** were \$66 million for the year
- **Dividends** were \$1.60 per share, up \$.02 from \$1.58 per share in 2019

LIQUIDITY AND BALANCE SHEET

- \$1.5 billion of liquidity at **December 31**
 - \$349 million of cash on hand

³ Includes 2% volume reduction attributable to exited business

- \$1.2 billion in capacity remaining under revolving credit facility
- Debt at **December 31**
 - Total debt of \$1.9 billion; no commercial paper outstanding
 - No significant maturities until August 2022

DIVIDEND

- **The Company's Board of Directors declared first quarter dividend of \$.40**
- Dividend will be paid on April 15, 2021 to shareholders of record on March 15, 2021
- At an annual indicated dividend of \$1.60 per share, the yield is 3.7% based upon Friday's closing stock price of \$43.02 per share, one of the highest yields among the S&P 500 Dividend Aristocrats

2021 GUIDANCE

- **Sales** are expected to be \$4.6–\$4.9 billion, +7% to 14% versus 2020
 - Volume expected to grow mid-single digits
 - Raw material-related price increases and currency benefit expected to add sales growth
 - Small acquisitions expected to be largely offset by prior year divestitures
- **EPS** is expected to be \$2.30–\$2.60
 - Reflects higher volume partially offset by increasing steel, chemical, and other raw material costs, as well as the pricing lag associated with passing along these costs, particularly in 1Q 2021
 - Assumes no LIFO impact in 2021
- Based on this guidance framework, EBIT margin should be 10.5% to 11.0%
- Additional guidance expectations:
 - Depreciation and amortization \$195 million
 - Net interest expense \$75 million
 - Effective tax rate 23%
 - Fully diluted shares 137 million
 - Operating cash flow approximately \$450 million
 - Capital expenditures \$150 million
 - Dividends \$220 million

SEGMENT RESULTS – Fourth Quarter 2020 (versus 4Q 2019)

Bedding Products –

- Trade sales increased 3%
 - Volume increased 2%; growth in ECS, European Spring, and U.S. Spring was partially offset by lower volume in Adjustable Bed and exited volume in Drawn Wire
 - Raw material-related selling price increases added 3%
 - Divestitures reduced sales by approximately 2% (small operations in Drawn Wire and former Fashion Bed business)
- EBIT increased \$6 million, primarily from fixed cost reductions and volume growth, partially offset by change in LIFO impact

Specialized Products –

- Trade sales increased 1%
 - Volume was down 2%; growth in Automotive was more than offset by weak demand in Aerospace
 - Currency benefit increased sales 3%
- EBIT increased \$2 million, primarily from fixed cost reductions partially offset by lower volume

Furniture, Flooring & Textile Products –

- Trade sales increased 5%

- Volume increased 2%; strong demand in Fabric Converting, Geo Components, and Home Furniture was partially offset by weak demand in Work Furniture and Flooring Products' hospitality business
- Currency benefit increased sales 1%
- A small Geo Components acquisition completed in December 2019 added 2% to sales
- EBIT increased \$6 million, primarily from fixed cost reductions partially offset by change in LIFO impact

SEGMENT RESULTS – Full Year 2020 (versus 2019)

Bedding Products –

- Trade sales declined 10%
 - Volume was down 9%⁴, primarily due to pandemic-related economic declines earlier in the year
 - Raw material-related price decreases and currency impact reduced sales 1%
- EBIT decreased \$50 million, primarily from lower volume, change in LIFO impact, an \$8 million impairment related to a note receivable, and lower metal margin in our rod mill partially offset by fixed cost reductions

Specialized Products –

- Trade sales decreased 16%
 - Volume was down 17%, primarily due to pandemic-related economic declines earlier in the year and continued weak demand in Aerospace
 - Currency benefit increased sales 1%
- EBIT decreased \$79 million, primarily from volume declines and a \$25 million goodwill impairment charge in Hydraulic Cylinders partially offset by fixed cost reductions

Furniture, Flooring & Textile Products –

- Trade sales were down 6%
 - Volume decreased 8%, primarily due to pandemic-related economic declines earlier in the year and continued weak demand in Work Furniture and Flooring Products' hospitality business
 - A small Geo Components acquisition completed in December 2019 added 2% to sales
 - Raw material-related selling price decreases were offset by a currency benefit
- EBIT increased \$19 million, primarily from fixed cost reductions, improved pricing, and lower restructuring-related charges (\$5m) partially offset by lower volume

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 Tuesday, February 9. The webcast can be accessed from Leggett's website. The dial-in number is (201) 689-8341; there is no passcode.

First quarter results will be released after the market closes on Monday, May 3, 2021, 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 138-year-old diversified manufacturer that designs and produces engineered products found in most homes and automobiles. The Company is comprised of 15 business units, 20,000 employee-partners, and 132 manufacturing facilities located in 17 countries.

⁴ Includes 1% volume reduction attributable to exited business

Leggett & Platt is the leading U.S.-based manufacturer of: a) bedding components; b) automotive seat support and lumbar systems; c) specialty bedding foams and private label finished mattresses; d) components for home furniture and work furniture; e) flooring underlayment; f) adjustable beds; and g) bedding industry machinery.

FORWARD-LOOKING STATEMENTS: This press release contains “forward-looking statements,” including, but not limited to, strong consumer demand for home-related items and global automotive; modest improvement in COVID-19 impacted businesses; continued supply chain constraints, continued inflation in commodity costs; recovery of commodity costs through selling price increases; raw material-related price increases; volume growth; acquisition and divestiture activity; LIFO impact; the amount of sales, EPS, capital expenditures, depreciation and amortization, net interest expense, fully diluted shares, operating cash flow; our EBIT margin, and effective tax rate and amount of dividends. Such forward-looking statements are expressly qualified by the cautionary statements described in this provision and reflect only the beliefs of Leggett or its management at the time the statement is made. Because all forward-looking statements deal with the future, they are subject to risks, uncertainties and developments which might cause actual events or results to differ materially from those envisioned or reflected in any forward-looking statement. Moreover, we do not have, and do not undertake, any duty to update or revise any forward-looking statement to reflect events or circumstances after the date on which the statement was made. Some of these risks and uncertainties include: (i) the adverse impact on our sales, earnings, liquidity, cash flow, costs, and financial condition caused by the COVID-19 pandemic which has, in varying degrees, and could continue to materially negatively impact (a) the demand for our products and our customers’ products, growth rates in the industries in which we participate, and opportunities in those industries (b) our manufacturing facilities’ ability to remain open or fully operational, obtain necessary raw materials (including nonwoven fabrics) and parts, maintain appropriate labor levels and ship finished products to customers, (c) operating costs related to pay and benefits for our terminated employees, (d) our ability to collect trade and other notes receivables in accordance with their terms; (e) impairment of goodwill and long-lived assets, (f) restructuring-related costs, and (g) our ability to access the commercial paper market or borrow under our revolving credit facility, including compliance with restrictive covenants that may limit our operational flexibility and our ability to timely pay our debt; (ii) the speed at which vaccines for the COVID-19 virus are administered, the percentage of the population vaccinated, and the effectiveness of those vaccines; (iii) the Company’s ability to manage working capital; (iv) increases or decreases in our capital needs, which may vary depending on acquisition or divestiture activity, our working capital needs and capital expenditures; (v) market conditions; (vi) price and product competition from foreign and domestic competitors, (vii) cost and availability of raw materials (including chemicals), labor, and energy costs, (viii) cash generation sufficient to pay the dividend, (ix) cash repatriation from offshore accounts; (x) changing tax rates, increased trade costs, cybersecurity breaches, customer losses and insolvencies, disruption to our steel rod mill, foreign currency fluctuation, the imposition or continuation of anti-dumping duties on innersprings, steel wire rod and mattresses, gain on the sale of real estate; data privacy, climate change and ESG obligations, and litigation risks; and (xi) risk factors in the “Forward-Looking Statements” and “Risk Factors” sections in Leggett’s most recent Form 10-K and Form 10-Q reports filed with the SEC.

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RESULTS OF OPERATIONS

	FOURTH QUARTER			YEAR TO DATE		
	2020	2019	Change	2020	2019	Change
Net trade sales	\$1,182.0	\$1,144.9	3%	\$4,280.2	\$ 4,752.5	(10)%
Cost of goods sold	923.4	872.5		3,385.7	3,701.9	
Gross profit	258.6	272.4	(5)%	894.5	1,050.6	(15)%
Selling & administrative expenses	103.8	117.6	(12)%	424.4	469.7	(10)%
Amortization	16.3	16.0		65.2	63.3	
Other expense (income), net	(11.2)	3.7		4.4	4.2	
Earnings before interest and taxes	149.7	135.1	11%	400.5	513.4	(22)%
Net interest expense	18.8	20.3		79.6	83.3	
Earnings before income taxes	130.9	114.8		320.9	430.1	
Income taxes	27.7	27.9		73.2	96.2	
Net earnings	103.2	86.9		247.7	333.9	
Less net income from non-controlling interest	—	(0.1)		(0.1)	(0.1)	
Net earnings attributable to L&P	\$ 103.2	\$ 86.8	19%	\$ 247.6	\$ 333.8	(26)%
Earnings per diluted share						
Net earnings per diluted share	\$ 0.76	\$ 0.64	19%	\$ 1.82	\$ 2.47	(26)%
Shares outstanding						
Common stock (at end of period)	132.6	131.8	0.6%	132.6	131.8	0.6%
Basic (average for period)	135.9	135.2		135.7	134.8	
Diluted (average for period)	136.2	135.8	0.3%	135.9	135.4	0.4%

CASH FLOW

	(In millions)	FOURTH QUARTER			YEAR TO DATE		
		2020	2019	Change	2020	2019	Change
Net earnings		\$ 103.2	\$ 86.9		\$ 247.7	\$ 333.9	
Depreciation and amortization		48.4	47.2		189.4	191.9	
Working capital decrease (increase)		69.9	101.1		92.5	80.5	
Impairments		—	2.1		29.4	7.8	
Other operating activities		(2.7)	14.1		43.6	53.9	
Net Cash from Operating Activities		\$ 218.8	\$ 251.4	(13)%	\$ 602.6	\$ 668.0	(10)%
Additions to PP&E		(13.9)	(40.1)		(66.2)	(143.1)	
Purchase of companies, net of cash		—	(20.8)		—	(1,265.1)	
Proceeds from business and asset sales		8.8	0.2		14.8	5.5	
Dividends paid		(53.0)	(52.6)		(211.5)	(204.6)	
Repurchase of common stock, net		(0.1)	(2.7)		(9.1)	(7.1)	
Additions (payments) to debt, net		(63.1)	(127.5)		(227.8)	947.0	
Other		6.4	(2.3)		(1.5)	(21.1)	
Increase (Decr.) in Cash & Equiv.		\$ 103.9	\$ 5.6		\$ 101.3	\$ (20.5)	

FINANCIAL POSITION

	(In millions)	December 31,		
		2020	2019	Change
Cash and equivalents		\$ 348.9	\$ 247.6	
Receivables		563.6	591.9	
Inventories		645.5	636.7	
Other current assets		54.1	61.9	
Total current assets		1,612.1	1,538.1	5%
Net fixed assets		784.8	830.8	
Operating lease right-of-use assets		161.6	158.8	
Goodwill		1,388.8	1,406.3	
Intangible assets and deferred costs		806.7	882.4	
TOTAL ASSETS		\$4,754.0	\$4,816.4	(1)%
Trade accounts payable		\$ 552.2	\$ 463.4	
Current debt maturities		50.9	51.1	
Current operating lease liabilities		42.4	39.3	
Other current liabilities		360.5	374.3	
Total current liabilities		1,006.0	928.1	8%
Long-term debt		1,849.3	2,066.5	(11)%
Operating lease liabilities		122.1	121.6	
Deferred taxes and other liabilities		386.3	387.7	
Equity		1,390.3	1,312.5	6%
Total Capitalization		3,748.0	3,888.3	(4)%
TOTAL LIABILITIES & EQUITY		\$4,754.0	\$4,816.4	(1)%

SEGMENT RESULTS ¹

	(In millions)	FOURTH QUARTER			YEAR TO DATE		
		2020	2019	Change	2020	2019	Change
Bedding Products							
Trade Sales		\$ 548.3	\$ 530.2	3%	\$2,039.3	\$2,254.3	(10)%
EBIT		63.6	57.5	11%	185.8	235.8	(21)%
EBIT Margin		11.6%	10.8%	80 bps ²	9.1%	10.5%	-140 bps ²
Note impairment		—	—		8.4	—	
Restructuring-related charges		—	2.1		3.3	9.0	
ECS transaction costs		—	—		—	0.9	
Adjusted EBIT		63.6	59.6	7%	197.5	245.7	(20)%
Adjusted EBIT Margin		11.6%	11.2%	40 bps	9.7%	10.9%	-120 bps
Depreciation and amortization		27.0	26.8		106.7	107.3	
Adjusted EBITDA		90.6	86.4	5%	304.2	353.0	(14)%
Adjusted EBITDA Margin		16.5%	16.3%	20 bps	14.9%	15.7%	-80 bps
Specialized Products							
Trade Sales		\$ 273.0	\$ 269.7	1%	\$ 891.2	\$1,066.8	(16)%
EBIT		51.2	48.9	5%	91.9	170.5	(46)%
EBIT Margin		18.8%	18.1%	70 bps	10.3%	16.0%	-570 bps
Restructuring-related charges		—	—		3.8	—	
Goodwill impairment		—	—		25.4	—	
Adjusted EBIT		51.2	48.9	5%	121.1	170.5	(29)%
Adjusted EBIT Margin		18.8%	18.1%	70 bps	13.6%	16.0%	-240 bps
Depreciation and amortization		11.8	10.8		44.3	41.8	
Adjusted EBITDA		63.0	59.7	6%	165.4	212.3	(22)%
Adjusted EBITDA Margin		23.1%	22.1%	100 bps	18.6%	19.9%	-130 bps
Furniture, Flooring & Textile Products							
Trade Sales		\$ 360.7	\$ 345.0	5%	\$1,349.7	\$1,431.4	(6)%
EBIT		34.6	28.2	23%	126.2	107.4	18%
EBIT Margin		9.6%	8.2%	140 bps	9.4%	7.5%	190 bps
Restructuring-related charges		—	2.9		1.5	6.1	
Adjusted EBIT		34.6	31.1	11%	127.7	113.5	13%
Adjusted EBIT Margin		9.6%	9.0%	60 bps	9.5%	7.9%	160 bps
Depreciation and amortization		6.4	6.0		25.5	25.7	
Adjusted EBITDA		41.0	37.1	11%	153.2	139.2	10%
Adjusted EBITDA Margin		11.4%	10.8%	60 bps	11.4%	9.7%	170 bps
Total Company							
Net Trade Sales		\$1,182.0	\$1,144.9	3%	\$4,280.2	\$4,752.5	(10)%
EBIT - segments		149.4	134.6	11%	403.9	513.7	(21)%
Intersegment eliminations and other		0.3	0.5		(3.4)	(0.3)	
EBIT		149.7	135.1	11%	400.5	513.4	(22)%
EBIT Margin		12.7%	11.8%	90 bps	9.4%	10.8%	-140 bps
Goodwill impairment ³		—	—		25.4	—	
Note impairment ³		—	—		8.4	—	
Stock write-off from prior year divestiture ³		—	—		3.5	—	
Restructuring-related charges ³		—	5.0		8.6	15.1	
ECS transaction costs ³		—	—		—	0.9	
Adjusted EBIT ³		149.7	140.1	7%	446.4	529.4	(16)%
Adjusted EBIT Margin ³		12.7%	12.2%	50 bps	10.4%	11.1%	-70 bps
Depreciation and amortization - segments		45.2	43.6		176.5	174.8	
Depreciation and amortization - unallocated ⁴		3.2	3.6		12.9	17.1	
Adjusted EBITDA ³		\$ 198.1	\$ 187.3	6%	\$ 635.8	\$ 721.3	(12)%
Adjusted EBITDA Margin		16.8%	16.4%	40 bps	14.9%	15.2%	-30 bps
LAST SIX QUARTERS							
		2019		2020			
Selected Figures		3Q	4Q	1Q	2Q	3Q	4Q
Net Trade Sales (\$ million)		1,239.3	1,144.9	1,045.5	845.1	1,207.6	1,182.0
Sales Growth (vs. prior year)		14%	9%	(9)%	(30)%	(3)%	3%
Volume Growth (same locations vs. prior year)		(1)%	(1)%	(9)%	(29)%	(3)%	3%
Adjusted EBIT ³		147.9	140.1	92.6	51.1	153.0	149.7
Cash from Operations (\$ million)		212.9	251.4	10.4	112.1	261.3	218.8
Adjusted EBITDA (trailing twelve months) ³		689.1	721.3	709.7	621.3	625.0	635.8
(Long-term debt + current maturities - cash and equivalents) / Adj. EBITDA ^{3,5}		2.91	2.59	2.76	3.10	2.74	2.44
Organic Sales (vs. prior year) ⁶		3Q	4Q	1Q	2Q	3Q	4Q
Bedding Products		(9)%	(10)%	(15)%	(28)%	(1)%	5%
Specialized Products		5%	4%	(11)%	(47)%	(9)%	1%
Furniture, Flooring & Textile Products		1%	(2)%	(7)%	(25)%	(2)%	3%
Overall		(2)%	(4)%	(12)%	(31)%	(3)%	3%

¹ Segment and overall company margins calculated on Trade sales.

² bps = basis points; a unit of measure equal to 1/100th of 1%.

³ Refer to next page for non-GAAP reconciliations.

⁴ Consists primarily of depreciation of non-operating assets.

⁵ EBITDA based on trailing twelve months.

⁶ Trade sales excluding sales attributable to acquisitions and divestitures consummated in the last 12 months.

