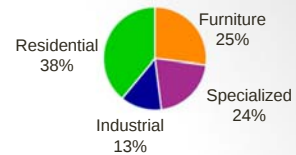


⌘ Segments ⌘

Segments

% of 2018 est total sales



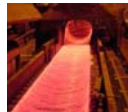
Residential Products

- Bedding
 - Mattress springs
 - Foundations
- Fabric & Carpet Cushion
 - Textile converting
 - Carpet cushion
 - 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

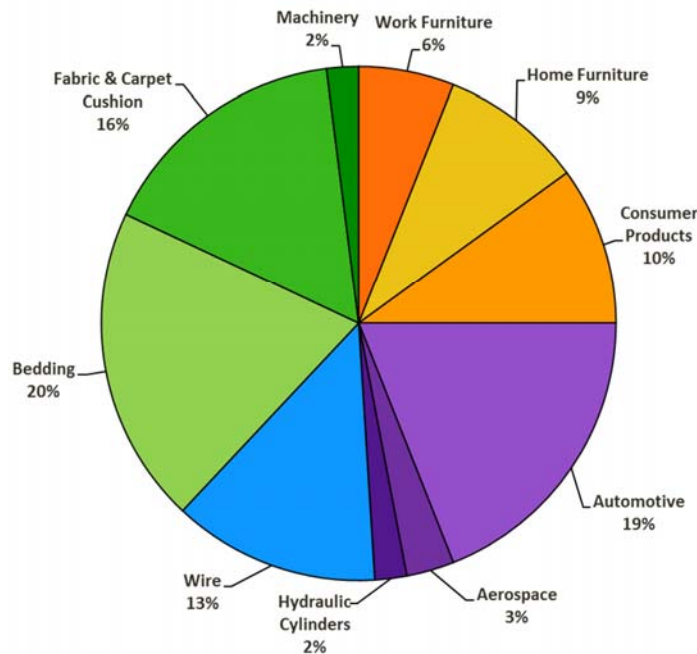
- Automotive
 - Auto seat support and lumbar systems
 - Motors, actuators & cables
- Aerospace
 - Tubing
 - Tube assemblies
- Hydraulic Cylinders
 - Hydraulic cylinders used in forklifts, lift trucks, construction equipment, truck-mounted cranes, aerial work platforms, and other equipment



1

Product Mix

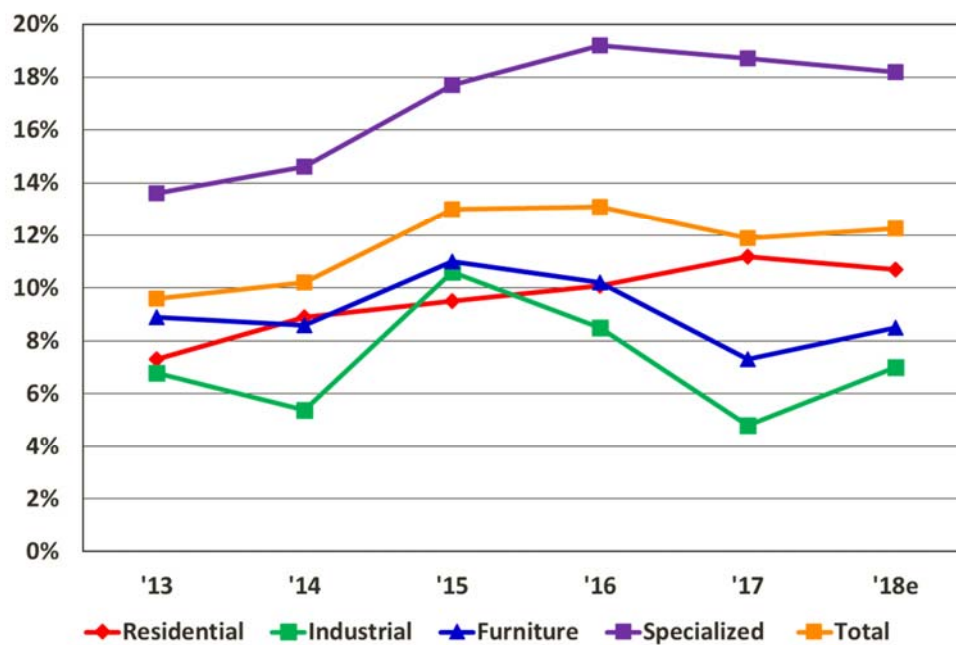
Product Mix
% of 2018 est total sales



4 segments; 10 groups; 14 business units

2

Segment EBIT Margins



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

Historical Segment Data

	Full Year						2007						2008						2009						2010						2011																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																															
							2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007		2007			

Segment Financial Data Continuing Operations

	2012				2013				2014				2015			
	1Q12	2Q12	3Q12	4Q12	FY12	1Q13	2Q13	3Q13	4Q13	FY13	1Q14	2Q14	3Q14	4Q14	FY14	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	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	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	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	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	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%	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%	1.8%
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%
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%	3.6%
Net Total Sales¹																
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	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	776.0
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	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	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	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%	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%	(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%	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%	3.8%
EBIT²																
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	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	26.7
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	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	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)	(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	486.5
EBIT Margin²																
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%
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%	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%	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%	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%	12.4%

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.

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

Segment Financial Data

Continuing Operations

	2016					2017				
	1Q16	2Q16	3Q16	4Q16	FY16	1Q17	2Q17	3Q17	4Q17	FY17
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
Industrial Products	77.1	79.9	71.4	61.0	289.4	69.8	75.9	71.2	74.8	291.7
Furniture Products	251.3	235.6	254.6	247.8	989.3	264.8	267.2	284.0	280.4	1,096.4
Specialized Products	219.8	235.4	219.7	224.9	899.8	234.4	238.4	227.8	234.9	935.5
Sum	938.4	958.9	948.9	903.7	3,749.9	960.3	989.3	1,009.7	984.5	3,943.8
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%
Acquisition	1.2%	0.4%	0.5%	0.7%	0.7%	1.1%	1.7%	1.9%	1.9%	1.7%
Divestiture	(2.8%)	(3.2%)	(4.2%)	(3.9%)	(3.6%)	(2.7%)	(2.2%)	(1.7%)	(2.0%)	(2.1%)
Sum	(2.9%)	(3.9%)	(6.0%)	(4.3%)	(4.3%)	2.3%	3.2%	6.4%	8.9%	5.2%
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
Industrial Products	157.2	150.1	144.7	130.5	582.5	135.4	139.2	135.0	136.0	545.6
Furniture Products	272.3	252.9	265.8	257.6	1,048.6	271.1	271.6	287.7	282.8	1,113.2
Specialized Products	221.5	237.2	221.2	226.4	906.3	236.3	240.1	229.7	236.5	942.6
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
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%
Industrial Products	(19.1%)	(12.8%)	(7.7%)	(3.7%)	(11.6%)	(4.1%)	0.7%	(3.4%)	7.3%	0.0%
Furniture Products	2.7%	(7.8%)	(5.3%)	(1.6%)	(3.1%)	(0.5%)	5.9%	6.8%	8.1%	5.0%
Specialized Products	8.6%	9.9%	7.0%	8.0%	8.4%	9.3%	4.7%	8.6%	10.2%	8.3%
EBIT **										
Residential Products	33.1	52.2	45.1	37.1	167.5	42.5	50.2	50.5	40.8	184.0
Industrial Products	20.1	13.0	16.9	15.3	65.3	8.8	7.1	1.1	4.0	21.0
Furniture Products	31.5	24.6	26.4	24.1	106.6	20.3	20.3	24.5	16.4	81.5
Specialized Products	43.5	54.7	40.6	42.6	181.4	43.0	44.1	34.2	74.3	195.6
Intersegment Eliminations & other	(1.1)	2.0	1.2	(0.9)	1.2	1.3	0.6	(1.1)	(15.0)	(14.2)
Sum	127.1	146.5	130.2	118.2	522.0	115.9	122.3	109.2	120.5	467.9
EBIT Margin -										
Residential Products	8.4%	12.7%	11.1%	9.9%	10.5%	10.7%	12.2%	11.7%	10.2%	11.2%
Industrial Products	12.8%	8.7%	11.7%	11.7%	11.2%	6.5%	5.1%	0.8%	2.9%	3.8%
Furniture Products	9.4%	9.7%	9.9%	9.4%	10.2%	7.5%	7.5%	8.5%	5.8%	7.3%
Specialized Products	19.6%	23.1%	18.4%	18.8%	20.0%	18.2%	18.4%	14.9%	31.4%	20.8%
Overall	13.5%	15.3%	13.7%	13.1%	13.9%	12.1%	12.4%	10.8%	12.2%	11.9%
Segments = EBIT / Total Sales Overall = EBIT / Trade Sales										

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

	2012				2013				2014				2015			
	1Q12	2Q12	3Q12	4Q12	FY12	1Q13	2Q13	3Q13	4Q13	FY13	1Q14	2Q14	3Q14	4Q14	FY14	FY15
Net Trade Sales*																
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	1,666.1
Industrial Products	150.7	150.7	139.8	117.7	558.9	143.2	138.9	129.7	117.8	526.6	125.1	135.6	124.2	107.1	492.0	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	214.4	225.3	241.4	903.3	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	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	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%	(0.7%)
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%
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%
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%
Net Total Sales*																
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	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	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	261.7
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	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	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%	1.9%
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%
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%
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%
Sum	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%	12.2%
EBIT**																
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	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	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
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	37.1
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)	(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	509.6
EBIT Margin*																
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%
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%
Furniture Products	9.5%	9.2%	8.2%	8.8%	8.9%	8.8%	8.2%	9.6%	9.0%	8.8%	8.8%	9.6%	8.8%	7.3%	8.6%	10.3%
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%
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%
<i>Segments = EBIT / Total Sales</i>																
<i>Overall = EBIT / Trade Sales</i>																

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

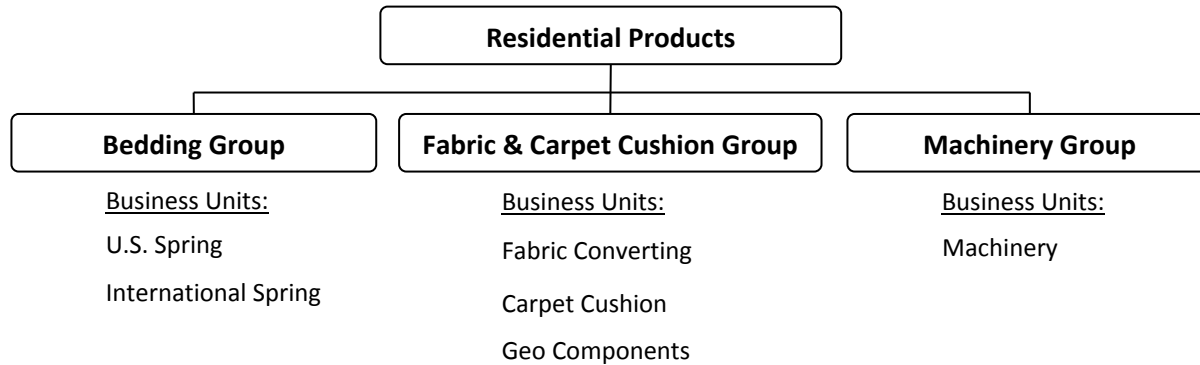
	2016				2017			
	1Q16	2Q16	3Q16	4Q16	1Q17	2Q17	3Q17	4Q17
Net Trade Sales*								
Residential Products	390.2	408.0	403.2	370.0	391.3	407.8	426.7	394.4
Industrial Products	77.1	79.9	71.4	61.0	69.8	75.9	71.2	74.8
Furniture Products	251.3	235.6	254.6	247.8	264.8	267.2	284.0	280.4
Specialized Products	219.8	235.4	219.7	224.9	234.4	238.4	227.8	234.9
Sum	938.4	958.9	948.9	903.7	960.3	989.3	1,009.7	984.5
				3,749.9				3,943.8
Sales Growth (Net Trade Sales)								
Organic	(1.3%)	(1.1%)	(2.3%)	(1.1%)	3.9%	3.7%	6.2%	9.0%
Acquisition	1.2%	0.4%	0.5%	0.7%	1.1%	1.7%	1.9%	1.9%
Divestiture	(2.8%)	(3.2%)	(4.2%)	(3.9%)	(2.7%)	(2.2%)	(1.7%)	(2.0%)
Sum	(2.9%)	(3.9%)	(6.0%)	(4.3%)	2.3%	3.2%	6.4%	8.9%
Net Total Sales*								
Residential Products	395.1	412.2	407.3	374.0	396.1	412.0	431.2	399.5
Industrial Products	157.2	150.1	144.7	130.5	135.4	139.2	135.0	136.0
Furniture Products	272.3	252.9	265.8	257.6	271.1	271.6	287.7	282.8
Specialized Products	221.5	237.2	221.2	226.4	236.3	240.1	229.7	236.5
Sum	1,046.1	1,052.4	1,039.0	988.5	1,038.9	1,062.9	1,083.6	1,054.8
				4,126.0				4,240.2
Organic Growth (Net Total Sales)								
Residential Products	(4.5%)	(3.6%)	(7.5%)	(8.9%)	(1.7%)	(3.0%)	2.5%	3.1%
Industrial Products	(19.1%)	(12.8%)	(7.7%)	(3.7%)	(4.1%)	0.7%	(3.4%)	7.3%
Furniture Products	2.7%	(7.8%)	(5.3%)	(1.6%)	(0.5%)	5.9%	6.8%	8.1%
Specialized Products	8.6%	9.9%	7.0%	8.0%	9.3%	4.7%	8.6%	10.2%
EBIT***								
Residential Products	33.1	45.3	45.1	37.1	42.5	50.2	50.5	40.8
Industrial Products	20.1	13.0	16.9	(0.4)	8.8	7.1	5.7	4.0
Furniture Products	31.5	24.6	26.4	24.1	20.3	20.3	24.5	16.4
Specialized Products	43.5	47.2	40.6	42.6	43.0	44.1	37.5	50.9
Intersegment Eliminations & other	(1.1)	2.0	1.2	(0.9)	1.3	0.6	(1.1)	0.3
Sum	127.1	132.1	130.2	102.5	115.9	122.3	117.1	112.4
				491.9				467.7
EBIT Margin*								
Residential Products	8.4%	11.0%	11.1%	9.9%	10.7%	12.2%	11.7%	10.2%
Industrial Products	12.8%	8.7%	11.7%	(0.3%)	6.5%	5.1%	4.2%	2.9%
Furniture Products	11.6%	9.7%	9.9%	9.4%	7.5%	7.5%	8.5%	5.8%
Specialized Products	19.6%	19.9%	18.4%	18.8%	18.2%	18.4%	16.3%	21.5%
Overall	13.5%	13.8%	13.7%	11.3%	12.1%	12.4%	11.6%	11.4%
Segments = EBIT / Total Sales								
Overall = EBIT / Trade Sales								

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, 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 & Carpet Cushion Group

- Structural fabrics for mattresses, residential furniture and industrial uses
- Carpet cushion (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)

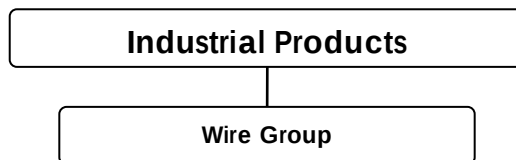
Machinery Group

- 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)
- Retailers and distributors of carpet cushion
- 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

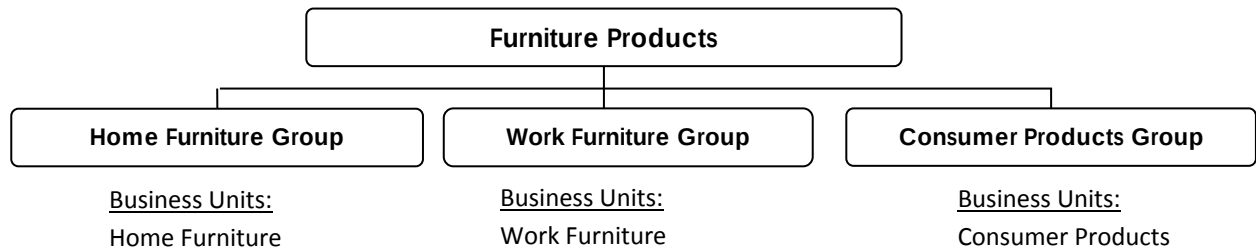
We use about 70% of our wire output to manufacture our own products, including:

- 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
------	------	-------	---------

Residential Products - Bedding

L.A. Spring	South Gate	CA	USA
Monroe Spring	Monroe	GA	USA
Rensselaer Spring	Rensselaer	IN	USA
Winchester Spring	Winchester	KY	USA
Pride Frame	Wilkes-Barre	PA	USA
Carthage Spring	Carthage	MO	USA
High Point Spring	High Point	NC	USA
Ennis Spring	Ennis	TX	USA
L&P Springs Denmark	Tistrup		Denmark
Leggett & Platt do Brasil	Sorocaba		Brazil
L&P Springs UK	Barnsley		UK
Prelog Spring	Prelog		Croatia
Spuhl Ag,	St. Gallen		Switzerland

Residential Products - Fabric & Carpet Cushion

Hanes Dye & Finishing Co.	Winston-Salem	NC	USA
Hanes Industries	Conover	NC	USA
Hanes Geo	Winston-Salem	NC	USA
Lenrod	Mount-Royal	Quebec	Canada
Carpet Cushion - Ontario	Ontario	CA	USA
Carpet Cushion - Tracy	Tracy	CA	USA
Carpet Cushion - No-Sag	Chicago	IL	USA
CC - Sponge Cushion	Morris	IL	USA
Carpet Cushion - Houston	Houston	MS	USA
Carpet Cushion - Berwick	Berwick	PA	USA
Carpet Cushion - Ft Worth	Ft. Worth	TX	USA
Carpet Cushion - Iredell Fibers	Statesville	NC	USA
Carpet Cushion - Walk-On	Salisbury	NC	USA

Residential Products - Machinery

Gribetz International	Sunrise	FL	USA
L&P Machine Products	Carthage	MO	USA
Vertex Fasteners	Chicago	IL	USA

Industrial Products - Wire

Adcom Wire - Jacksonville	Jacksonville	FL	USA
Merit Steel	Kouts	IN	USA
Carthage Wire Mill	Carthage	MO	USA
Sterling Steel	Sterling	IL	USA
Solon Specialty Wire	Solon	OH	USA

Name	City	State	Country
------	------	-------	---------

Furniture Products - Home Furniture

Omega Motion	Saltillo	MS	USA
Super Sagless	Tupelo	MS	USA
Jiaxing Furniture	Jiaxing		China
Hui Zhou	Guangdong		China
Tai Zhou	Jiang Yan City		China
Kendallville	Kendallville	IN	USA
Leitchfield	Leitchfield	KY	USA
Tupelo Sleeper	Tupelo	MS	USA
High Point Furniture	High Point	NC	USA
Matrex	Greensboro	NC	USA

Furniture Products - Work Furniture

Davidson Plyforms	Grand Rapids	MI	USA
Genesis Seating	Grand Rapids	MI	USA
Moiron	Sparta	MI	USA
Northfield Metal Products	Waterloo	Ontario	Canada
Cincro	Liberty	NC	USA
Trio Line Polska	Poznan		Poland
Chieng Yeng	FoShan City		China

Furniture Products - Consumer Products

Fashion Bed Group	Chicago	IL	USA
Whittier	Whittier	CA	USA
L&P Linwood	Linwood	NC	USA
Georgetown - Adjustable Bed	Georgetown	KY	USA
Spring Hill - Adjustable Bed	Spring Hill	FL	USA
Juarez - Adjustable Bed	Juarez		Mexico

Specialized Products - Automotive

Flex-O-Lators	Carthage	MO	USA
LPAG Mexico	Juarez		Mexico
Pullmaflex - UK	Ammanford	Wales	UK
Pullmaflex - Benelux	Wevelgem		Belgium
Schukra - Windsor	Windsor	Ontario	Canada
Schukra - Berndorf	Berndorf		Austria
L&P Hungary	Tarján		Hungary
L&C China Pangeo	Changsha		China
L&H Hua Guang	Wuxi		China
L&V Guangdong	Zhaoqing City		China
L&P Automotive Korea	Busan		Korea

Specialized Products - Aerospace

Western Pneumatic Tube	Kirkland	WA	USA
Valley Metals	Poway	CA	USA
David Hart Aerospace Pipes	Salisbury		UK
Specitubes	Samer		France
Pegasus	Middleton	CT	USA

Specialized Products - Hydraulic Cylinders

Precision Hydraulic Cylinders	Beulaville	NC	USA
Precision Hydraulic Cylinders - UK	Cramington		UK

*This page is left
intentionally blank.*