

# **Financials**

## Recent Financials

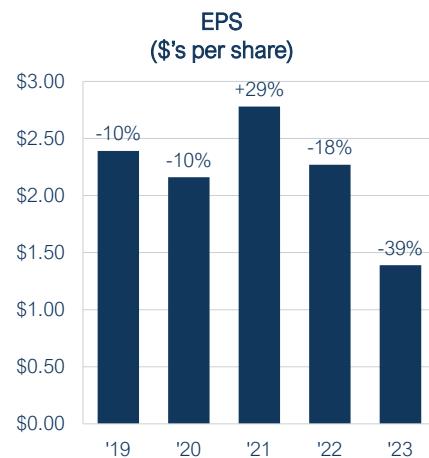
*Leggett & Platt®*

<i>(\$ millions, except EPS)</i>	2019	2020	2021	2022	2023
Net trade sales	\$4,753	\$4,280	\$5,073	\$5,147	\$4,725
EBIT	498	453	568	485	334
<i>EBIT margin</i>	10.5%	10.6%	11.2%	9.4%	7.1%
Earnings	324	294	381	310	189
EPS	2.39	2.16	2.78	2.27	1.39
EBITDA	690	642	755	665	513
<i>EBITDA margin</i>	14.5%	15.0%	14.9%	12.9%	10.9%
Cash from ops	668	603	271	441	497

- Amounts are from continuing operations and exclude non-recurring items. See Appendix – Non-GAAP Adjustments.
- 2019–2020 financial data has been adjusted to apply the effects of the change from LIFO to FIFO

## Sales and EPS

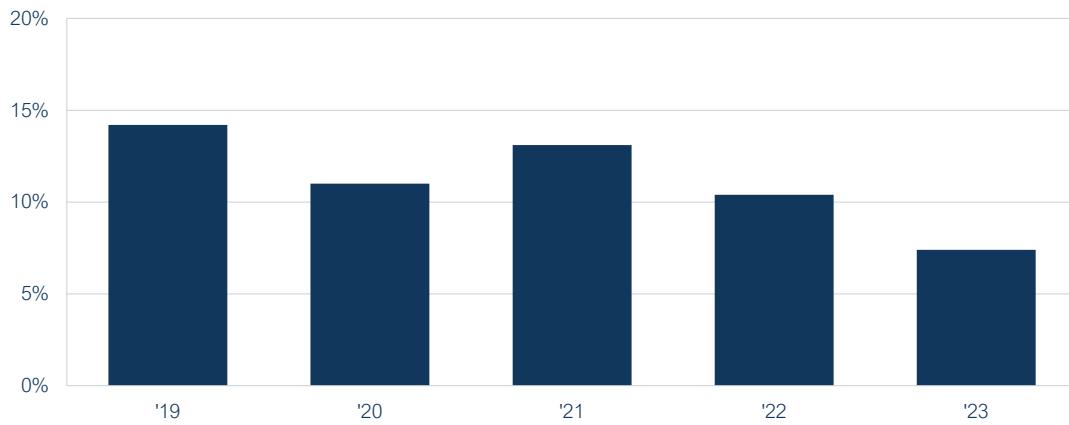
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- Amounts are from continuing operations and exclude unusual items. See Appendix – Non-GAAP Adjustments.
- 2019–2020 financial data has been adjusted to apply the effects of the change from LIFO to FIFO

## Return on Invested Capital

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- Amounts are from continuing operations and exclude unusual items. See Appendix – Non-GAAP Adjustments.
- 2019–2020 financial data has been adjusted to apply the effects of the change from LIFO to FIFO





# 57 Year Financial History

## Cash Flow<sup>1</sup>

For the Fiscal Year	Cash From Operations					Investing Activity			Financing Activity					Measures of Cash Flow			
	Net Earnings	Depre- ciation	Amort- ization	Working Capital Change	Other	Adds to PP&E	Acquired Firms, net of cash	Other	Debt Added (Repaid)	Stock Issued (Bought)	Dividends Paid	Other	Increase in Cash & Equiv.	Cash from Ops	Free Cash Flow	"Excess" Cash Flow	
	(In Millions)																
1967													-	0.68	0.7	0.7	
1968													-	0.94	0.9	0.9	
1969													-	-	-	-	
1970													-	-	-	-	
1971													-	0.70	0.7	0.7	
1972													-	0.40	0.4	0.4	
1973													-	2.90	2.9	2.9	
1974													-	2.50	2.5	2.5	
1975													-	10.1	10.1	10.1	
1976													-	5.3	5.3	5.3	
1977													-	6.7	6.7	6.7	
1978													-	12.5	12.5	12.5	
1979													-	9.2	9.2	9.2	
1980													-	18.7	18.7	18.7	
1981													-	15.7	15.7	15.7	
1982													-	14.1	14.1	14.1	
1983	NOTE: For years prior to 1988 the format of cash flow reporting was substantially different. We have attempted to restate prior year cash flows to be somewhat comparable with the current format by adding depreciation and amortization to reported net earnings.												-	10.1	10.1	10.1	
1984													-	25.6	25.6	25.6	
1985													-	26.2	26.2	26.2	
1986													-	40.1	40.1	40.1	
1987													-	37.8	37.8	37.8	
1988	37.7	21.7	2.2	(24.0)	5.5	(36.3)	(40.8)	(1.6)	19.7	3.7	(11.4)	(1.6)	(25.0)	43.2	6.9	(45.2)	
1989	45.9	25.7	2.7	(22.2)	3.1	(28.7)	(33.6)	(1.6)	22.4	(5.2)	(12.2)	(0.4)	(4.1)	55.2	26.5	(19.3)	
1990	29.4	30.2	4.2	(9.5)	11.5	(42.7)	(43.6)	4.6	36.4	(5.1)	(14.3)	(0.8)	0.4	65.9	23.2	(34.7)	
1991	39.4	36.4		11.6	0.1	(33.4)	(9.5)	8.6	(34.4)	0.4	(14.9)	(2.3)	2.0	87.5	54.1	29.7	
1992	62.5	38.2		(1.0)	(2.5)	(33.2)	(5.8)	6.3	(42.7)	(1.6)	(21.1)	(0.4)	(1.3)	97.2	64.0	37.1	
1993	85.9	39.1	6.2	4.4	10.1	(54.2)	(78.0)	2.8	0.3	1.5	(21.1)	(1.8)	(4.8)	145.7	91.5	(7.6)	
1994	115.4	48.8	8.1	5.3	(4.6)	(88.5)	(78.8)	0.7	19.5	1.1	(25.4)	0.7	2.3	173.0	84.5	(19.7)	
1995	134.9	58.0	9.1	2.0	(0.8)	(93.9)	(28.7)	(0.6)	(20.7)	(21.5)	(31.9)	(1.9)	4.0	203.2	109.3	48.7	
1996	140.5	75.8	16.4	(24.3)	29.7	(96.2)	(89.7)	(3.1)	(16.5)	(5.1)	(30.3)	(1.7)	(4.5)	238.1	141.9	21.9	
1997	208.3	88.3	17.3	(29.9)	4.3	(119.4)	(171.6)	8.2	50.1	0.9	(48.0)	(4.5)	4.0	288.3	168.9	(50.7)	
1998	248.0	106.1	21.8	(45.5)	24.5	(147.6)	(117.1)	6.7	52.8	(8.5)	(59.9)	(5.5)	75.8	354.9	207.3	30.3	
1999	290.5	120.5	28.8	(58.0)	(11.0)	(159.1)	(290.1)	8.2	157.0	(77.5)	(69.1)	(3.1)	(62.9)	370.8	211.7	(147.5)	
2000	264.1	139.2	34.1	(7.9)	11.3	(169.7)	(252.3)	(15.2)	145.5	(49.2)	(78.6)	(4.6)	16.7	440.8	271.1	(59.8)	
2001	187.6	156.7	39.9	181.6	(31.3)	(128.0)	(95.1)	41.9	(59.6)	(51.3)	(92.5)	-	149.9	534.5	406.5	218.9	
2002	233.1	154.4	10.2	32.4	25.8	(124.0)	(45.6)	23.3	(95.0)	(80.5)	(96.3)	-	37.8	455.9	331.9	190.0	
2003	205.9	158.6	8.4	(0.8)	23.2	(136.6)	(120.4)	50.9	211.4	(79.0)	(102.7)	-	218.9	395.3	258.7	35.6	
2004	285.4	166.7	10.5	(114.5)	(5.6)	(157.1)	(46.4)	33.1	59.0	(73.8)	(109.9)	-	47.4	342.5	185.4	29.1	
2005	251.3	160.8	10.3	9.1	16.8	(164.2)	(181.0)	2.8	(187.0)	(226.9)	(118.4)	-	(426.4)	448.3	284.1	(15.3)	
2006	300.3	156.6	18.8	(64.0)	67.2	(166.3)	(83.2)	18.0	73.0	(139.7)	(121.1)	7.4	67.0	478.9	312.6	108.3	
2007	(11.2)	156.9	26.5	181.7	259.8	(148.8)	(111.3)	102.1	(34.0)	(229.9)	(124.8)	6.5	73.5	613.7	464.9	228.8	
2008	104.4	115.9	24.5	50.4	141.0	(118.3)	(10.3)	391.9	(275.8)	(290.6)	(165.1)	(8.7)	(40.7)	436.2	317.9	142.5	
2009	115.0	109.6	20.7	185.6	134.4	(83.0)	(2.8)	13.3	(64.2)	(188.0)	(157.2)	12.4	95.8	565.3	482.3	322.3	
2010	182.8	103.0	19.8	(17.5)	74.4	(67.7)	(4.9)	7.5	(45.8)	(106.3)	(154.9)	(6.4)	(16.0)	362.5	294.8	135.0	

# 57 Year Financial History

## Cash Flow<sup>1</sup>

For the Fiscal Year	Cash From Operations					Investing Activity			Financing Activity				Measures of Cash Flow			
	Net Earnings	Depre- ciation	Amort- ization	Working Capital Change	Other	Adds to PP&E	Acquired Firms, net of cash	Other	Debt Added (Repaid)	Stock Issued (Bought)	Dividends Paid	Other	Increase in Cash & Equiv.	Cash from Ops	Free Cash Flow	"Excess" Cash Flow
	(In Millions)															
2011	156.4	98.1	18.8	(13.8)	69.4	(75.0)	(6.6)	45.0	65.1	(204.7)	(155.9)	(5.0)	(8.2)	328.9	253.9	91.4
2012	250.5	90.4	28.6	57.4	22.8	(71.0)	(211.6)	(11.4)	201.6	5.6	(199.5)	(40.6)	122.8	449.7	378.7	(32.4)
2013	199.7	90.1	32.5	26.4	68.2	(80.6)	(27.9)	33.2	(180.4)	(132.5)	(124.9)	9.8	(86.4)	416.9	336.3	183.5
2014	101.2	89.9	28.0	53.6	109.2	(94.1)	(70.4)	61.8	87.0	(127.9)	(167.5)	(10.7)	60.1	381.9	287.8	49.9
2015 <sup>2</sup>	297.9	83.5	29.7	(124.3)	72.3	(103.2)	(11.1)	44.7	(3.3)	(183.2)	(171.6)	(11.0)	(79.6)	359.1	255.9	73.2
2016 <sup>2</sup>	394.7	86.8	28.6	4.7	37.8	(124.0)	(29.5)	51.5	6.5	(193.1)	(177.4)	(57.9)	28.7	552.6	428.6	221.7
2017 <sup>2</sup>	307.1	95.3	30.6	(98.7)	109.4	(159.4)	(39.1)	33.5	281.5	(155.0)	(185.6)	24.6	244.2	443.7	284.3	59.6
2018 <sup>2</sup>	323.7	104.3	31.8	(77.3)	57.8	(159.6)	(109.2)	(9.0)	(85.8)	(107.6)	(193.7)	(33.4)	(258.0)	440.3	280.7	(22.2)
2019 <sup>2</sup>	314.1	117.5	74.4	101.0	61.0	(143.1)	(1,265.1)	(10.0)	947.0	(7.1)	(204.6)	(5.6)	(20.5)	668.0	524.9	(944.8)
2020 <sup>2</sup>	253.1	119.4	70.0	80.2	79.9	(66.2)	-	17.2	(227.8)	(9.1)	(211.5)	(3.9)	101.3	602.6	536.4	324.9
2021	402.6	116.5	70.8	(337.6)	19.0	(106.6)	(152.6)	33.0	184.9	(6.3)	(218.3)	7.4	12.8	271.3	164.7	(206.2)
2022	309.9	110.2	69.6	(78.0)	29.7	(100.3)	(83.3)	2.4	5.0	(60.3)	(229.2)	(20.9)	(45.2)	441.4	341.1	28.6
2023	(136.8)	108.9	71.0	116.0	338.1	(113.8)	-	22.5	(107.1)	(6.0)	(239.4)	(4.4)	49.0	497.2	383.4	144.0

Free Cash Flow = Cash From Operations - Adds to PP&E

"Excess" Cash Flow = Cash From Operations - Adds to PP&E - Cash Spent on Acquisitions - Dividends

<sup>1</sup> As originally reported (unless stated otherwise)

<sup>2</sup> Effective 1Q21, the accounting methodology for valuing domestic steel-related inventory changed from LIFO to FIFO. 2015-2020 data has been adjusted to apply the effects of the change.



## 57 Year Financial History

### Balance Sheet<sup>1</sup>

For the Fiscal Year	Assets						Liabilities						Equity	Net Debt <sup>2</sup>	Total Capital- ization <sup>3</sup>	Net Assets <sup>4</sup>	Net Working Capital <sup>5</sup>	2-Year Average					
	Accts & Cash & Notes Receivable			Current Assets		Total Assets	Accts Payable	Curr. Debt	Op. Lease Liab.	Oth. Curr.	Total Curr. Liab.	Long Term Debt	Oper. Lease Liab.	Other & Def. Taxes	Total Assets	Equity	Net Work Capital	Total Capital					
	Year	Invent.	Net PP&E																				
<strong>Continuing Operations</strong>																							
2005 <sup>6</sup> <sup>7</sup>	64.9	694.9	602.1	1,429.4	739.6	3,339.0	203.7	98.6	369.7	672.0	921.2	155.2	1,590.6	954.9	2,667.0	2,700.7	791.1	n/a	n/a	n/a	n/a		
2006 <sup>8</sup>	131.9	707.4	647.3	1,554.9	694.3	3,499.8	208.9	52.0	357.0	617.9	1,059.6	162.4	1,659.9	979.7	2,881.9	2,802.0	857.1	3,419	1,625	824	2,774		
2007 <sup>9</sup>	205.4	630.4	591.0	1,531.4	727.1	3,495.9	225.0	88.7	408.4	722.1	1,000.6	138.6	1,634.6	883.9	2,773.8	2,657.1	692.6	3,498	1,647	775	2,828		
2008 <sup>10</sup>	164.7	550.5	495.0	1,275.8	681.4	3,100.7	175.3	22.4	319.1	516.8	851.2	133.5	1,599.2	708.9	2,583.9	2,441.6	616.7	3,298	1,617	655	2,679		
2009 <sup>11</sup>	260.5	469.5	409.1	1,197.2	668.6	3,017.6	199.4	10.1	322.4	531.9	789.3	161.3	1,535.1	538.9	2,485.7	2,235.3	414.9	3,059	1,567	516	2,535		
2010	244.5	478.9	435.3	1,219.1	624.2	3,001.0	226.4	2.2	294.4	523.0	762.2	191.4	1,524.4	519.9	2,478.0	2,235.7	453.8	3,009	1,530	434	2,482		
2011	236.3	503.6	441.0	1,224.0	580.6	2,915.1	256.6	2.5	326.9	586.0	833.3	188.1	1,307.7	599.5	2,329.1	2,095.3	404.2	2,958	1,416	429	2,404		
2012	359.1	446.2	489.0	1,339.1	572.8	3,254.9	285.4	201.5	244.1	731.0	853.9	227.8	1,442.2	696.3	2,523.9	2,366.3	450.5	3,085	1,375	427	2,427		
2013	272.7	467.4	495.9	1,281.7	574.6	3,108.1	339.3	181.1	309.1	829.5	688.4	191.0	1,399.2	596.8	2,278.6	2,187.0	360.6	3,182	1,421	406	2,401		
2014	332.8	523.3	481.6	1,429.6	558.9	3,140.6	369.8	201.7	420.7	992.2	766.7	226.8	1,154.9	635.6	2,148.4	2,017.3	306.3	3,124	1,277	333	2,214		
2015 <sup>12</sup>	253.2	520.2	518.7	1,325.3	540.8	2,977.8	307.2	3.4	390.6	701.2	941.5	228.7	1,106.4	691.7	2,276.6	2,026.8	374.3	3,059	1,131	340	2,213		
2016 <sup>12</sup>	281.9	486.6	547.4	1,352.7	565.5	3,011.9	351.1	3.6	351.9	706.6	956.2	237.8	1,111.3	677.9	2,305.3	2,027.0	367.8	2,995	1,109	371	2,291		
2017 <sup>12</sup>	526.1	595.1	613.3	1,808.7	663.9	3,593.0	430.3	153.8	392.1	976.2	1,097.9	296.5	1,222.4	725.6	2,616.8	2,244.5	460.2	3,302	1,167	414	2,461		
2018 <sup>12</sup>	268.1	571.6	699.5	1,590.2	728.5	3,447.6	465.4	1.2	349.1	815.7	1,167.8	257.3	1,206.8	909.0	2,631.9	2,365.0	507.6	3,520	1,215	484	2,624		
2019 <sup>12</sup>	247.6	591.9	675.7	1,577.1	830.8	4,855.4	463.4	51.1	39.3	374.3	928.1	2,066.5	121.6	397.3	1,341.9	1,870.0	3,927.3	3,770.1	491.8	4,152	1,274	500	3,280
2020 <sup>12</sup>	348.9	563.6	691.5	1,658.1	784.8	4,800.0	552.2	50.9	42.4	360.5	1,006.0	1,849.3	122.1	397.5	1,425.1	1,551.3	3,794.0	3,538.4	396.5	4,828	1,384	444	3,861
2021	361.7	651.5	993.2	2,065.3	781.5	5,307.3	613.8	300.6	44.5	376.8	1,335.7	1,789.7	153.0	380.3	1,648.6	1,728.6	3,971.6	3,955.0	713.0	5,054	1,537	555	3,883
2022	316.5	675.0	907.5	1,958.0	772.4	5,186.1	518.4	9.4	49.5	390.8	968.1	2,074.2	153.6	348.8	1,641.4	1,767.1	4,218.0	3,960.4	732.3	5,247	1,645	723	4,095
2023	365.5	637.3	819.7	1,881.4	781.2	4,634.5	536.2	308.0	57.3	361.1	1,262.6	1,679.6	150.5	207.8	1,334.0	1,622.1	3,371.9	3,371.7	618.6	4,910	1,488	675	3,795

<sup>1</sup> As originally reported (unless stated otherwise)

<sup>2</sup> Net debt = long-term debt - cash & equivalents + current debt maturities

<sup>3</sup> Total capitalization = long-term debt + operating lease liabilities + other liabilities & deferred taxes + shareholders equity

<sup>4</sup> Net assets = total capitalization - cash & equivalents + current debt maturities + current operating lease liabilities

<sup>5</sup> Net working capital = current assets - cash & equivalents - current liabilities + current debt maturities + current operating lease liabilities

<sup>6</sup> 2005 excludes "held for sale" amounts as follows: current assets = \$333.1, total assets = \$733.4, current liabilities = \$73.9, non-current liabilities = \$1.3, equity = \$658.2

<sup>7</sup> 2005 has been restated to reflect the reclassification of certain deferred tax assets and liabilities

<sup>8</sup> 2006 excludes "held for sale" amounts as follows: current assets = \$339.2, total assets = \$765.5, current liabilities = \$73.4, non-current liabilities = \$1.0, equity = \$691.1

<sup>9</sup> 2007 excludes "held for sale" amounts as follows: current assets = \$303.1, total assets = \$576.7, current liabilities = \$77.5, non-current liabilities = \$1.0, equity = \$498.2

<sup>10</sup> 2008 excludes "held for sale" amounts as follows: current assets = \$31.0, total assets = \$61.2, current liabilities = \$7.4, equity = \$53.8

<sup>11</sup> 2009 excludes "held for sale" amounts as follows: current assets = \$16.4, total assets = \$43.6, current liabilities = \$3.2, equity = \$40.4

<sup>12</sup> Effective 1Q21, the accounting methodology for valuing domestic steel-related inventory changed from LIFO to FIFO. 2015-2020 financial data has been adjusted to apply the effects of the change.



# 57 Year Financial History

## Growth Rates & Margins

For the Period Ending	20 and 50 Year Growth - CAGR (%) <sup>1</sup>												
	Net Sales		EBIT		Net Income		EPS		Cash from Ops		Dividends		
	20 Yr	50 Yr	20 Yr	50 Yr	20 Yr	50 Yr	20 Yr	50 Yr	20 Yr	50 Yr	20 Yr	50 Yr	
	2023	0.4	8.4	(0.3)	7.6	(0.4)	8.2	1.4	7.4	1.2	—	6.3	11.7
<b>Margins (%)</b>													
For the Period Ending	Sales Growth			1, 5, and 10 Year Growth - CAGR (%) <sup>1</sup>									
	Gross Profit	Net EBIT	Net Earnings	Annual Growth	Net Sales	EBIT	Net Income	EPS	Cash from Ops	Dividends	Stock Price		
Internal	Acquired	1 Yr	5 Yr	10 Yr	1 Yr	5 Yr	10 Yr	1 Yr	5 Yr	10 Yr	1 Yr	5 Yr	10 Yr
<b>Adjusted Continuing Operations (see explanation below)</b>													
2002	19.9	9.9	5.6	nm	nm	nm	nm	nm	nm	nm	(14.7)	9.6	16.7
2003	18.5	8.5	4.9	nm	3.8	nm	(10.3)	nm	nm	(8.5)	nm	(13.3)	2.2
2004	18.8	9.5	5.8	nm	nm	16.9	nm	29.8	nm	38.2	nm	(13.4)	(1.6)
2005	19.1	9.8	5.9	nm	nm	3.5	nm	6.8	nm	5.9	nm	30.9	0.3
2006	18.8	9.7	5.7	(0.9)	2.6	1.7	nm	0.8	nm	(2.4)	nm	1.1	nm
2007	18.8	8.7	5.1	(2.6)	2.2	(0.4)	4.9	nm	(10.8)	2.3	nm	(7.5)	5.0
2008	17.3	6.6	3.6	(4.0)	(0.1)	(4.1)	3.3	nm	(26.6)	(1.8)	nm	(32.6)	(3.0)
2009	21.1	8.5	4.6	nm	nm	nm	nm	nm	nm	nm	nm	29.6	10.5
2010	20.1	9.3	5.7	12.5	(1.0)	11.5	nm	nm	22.8	nm	38.6	nm	44.7
2011	19.1	8.5	5.4	10.8	0.0	10.8	nm	0.7	nm	5.3	nm	9.8	nm
2012	20.4	9.5	5.9	1.1	2.3	3.4	nm	15.7	nm	13.0	nm	13.8	nm
2013	20.4	9.6	6.3	0.6	1.2	1.8	nm	nm	2.6	nm	8.9	nm	8.0
2014	20.9	10.2	6.7	5.4	3.4	8.8	7.2	nm	15.7	11.2	nm	15.7	15.7
2015 <sup>2</sup>	22.6	11.7	7.8	0.3	3.3	3.6	5.6	nm	19.3	10.5	nm	20.4	12.5
2016 <sup>2</sup>	24.4	13.5	9.5	(1.4)	(2.9)	(4.3)	2.6	nm	9.8	12.5	nm	16.0	14.7
2017 <sup>2</sup>	23.1	12.2	8.9	5.6	(0.4)	5.2	2.9	nm	(4.5)	8.2	nm	(1.7)	11.6
2018 <sup>2</sup>	21.6	11.8	8.4	6.2	2.1	8.3	4.2	nm	4.3	8.6	nm	2.3	10.2
2019 <sup>2</sup>	21.4	10.5	6.8	(3.1)	14.4	11.3	4.7	5.9	(0.9)	5.3	8.2	(9.5)	4.9
2020 <sup>2</sup>	21.1	10.6	6.9	(10.8)	0.9	(9.9)	1.8	3.7	(9.1)	(0.3)	5.0	(9.3)	5.6
2021	20.5	11.2	7.5	18.1	0.4	18.5	6.2	4.4	25.4	2.4	7.3	29.7	1.4
2022	19.0	9.4	6.0	0.3	1.2	1.5	5.5	4.2	(14.6)	0.1	4.1	(18.7)	(2.4)
2023	18.1	7.1	4.0	(10.4)	2.2	(8.2)	2.0	3.1	(31.2)	(7.9)	0.0	(39.0)	(12.0)

In late 2007, we announced the decision to divest seven businesses. Income statements for 2002 through 2008 reflect those businesses as discontinued operations.

In 2014, we divested the majority of the Store Fixtures business. Income statements for 2009 through 2014 reflect that business as discontinued operations.

"Adjusted Continuing Operations" also exclude unusual items from earnings to better reflect operating performance in each year. See Appendix - Non-GAAP Adjustments.

Because of the lack of historically comparable data, 5 yr and 10 yr earnings CAGRs are limited in recent years (as indicated by the 'nm' references in the table above).

<sup>1</sup> CAGR - compound annual growth rate

<sup>2</sup> Effective 1Q21, the accounting methodology for valuing domestic steel-related inventory changed from LIFO to FIFO. 2015-2020 financial data has been adjusted to apply the effects of the change.



# 57 Year Financial History

## Ratios

For the Fiscal Year	Liquidity		Measures of Return on Investment											Measures of Solvency					Other Tax Rate		
			Du Pont Formula			Return on Average Equity		Total Shareholder Return (TSR)		Return on Invested Capital	Trailing P/E Multiple (Dec. 31)		Dividend Yield	Payout Ratio to Common 1 Yr.	Total Liab to Assets	Debt to Total Capital	Net Debt		Net Debt to EBITDA	Times Interest Earned	
	Current Ratio	Inventory Turnover	Return on Sales	Asset Turnover	After-tax Return on Avg Assets	Leverage	1 Year	3 Year CAGR									Net to Net Capital	Debt to EBITDA			
<b>Adjusted Continuing Operations (see explanation below)</b>																					
2005	2.1	n/a	5.9%	n/a	n/a	n/a	(17.0%)	3.3%	10.0%	17.8	2.7%	49%	52%	30%	29%	1.9	1.8	9.0	32.0%		
2006	2.5	5.5	5.7%	1.2	7.1%	2.1	15.0%	7.0%	6.0%	10.8%	18.4	2.8%	51%	53%	31%	28%	2.0	1.8	7.6	32.5%	
2007	2.1	5.6	5.1%	1.2	6.2%	2.1	13.1%	(23.8%)	(11.8%)	9.9%	14.5	4.5%	65%	53%	31%	28%	2.1	1.7	6.3	30.5%	
2008	2.5	6.2	3.6%	1.2	4.4%	2.0	9.0%	(7.2%)	(8.4%)	7.3%	17.5	6.6%	115%	48%	32%	28%	2.1	1.7	5.6	34.7%	
2009	2.3	4.7	4.6%	0.9	4.0%	2.0	7.8%	41.0%	(1.0%)	6.7%	26.6	5.0%	133%	49%	31%	24%	2.3	1.6	6.1	35.4%	
2010	2.3	5.6	5.7%	1.0	5.7%	2.0	11.1%	16.8%	14.0%	9.7%	20.5	4.7%	95%	49%	31%	23%	2.0	1.3	7.4	28.3%	
2011	2.1	6.1	5.4%	1.1	6.1%	2.1	12.7%	6.1%	20.0%	10.4%	18.9	4.8%	90%	55%	36%	29%	2.2	1.6	7.4	26.8%	
2012	1.8	5.8	5.9%	1.1	6.6%	2.2	14.7%	23.1%	14.4%	11.4%	19.6	4.2%	82%	56%	39%	29%	2.4	1.6	7.5	28.8%	
2013	1.5	5.6	6.3%	1.1	6.9%	2.2	15.5%	18.0%	14.7%	12.1%	20.7	3.8%	79%	55%	35%	27%	2.0	1.3	7.4	24.6%	
2014	1.4	6.1	6.7%	1.2	8.2%	2.4	20.0%	41.7%	26.1%	15.1%	23.9	2.9%	68%	63%	41%	32%	1.9	1.3	9.2	26.0%	
2015 <sup>1</sup>	1.9	6.1	7.8%	1.3	10.0%	2.7	27.2%	1.6%	18.8%	18.9%	19.6	3.0%	59%	63%	41%	34%	1.7	1.2	11.2	26.3%	
2016 <sup>1</sup>	1.9	5.3	9.5%	1.3	11.9%	2.7	32.1%	19.5%	19.4%	21.4%	19.2	2.7%	53%	63%	42%	33%	1.5	1.1	13.0	24.0%	
2017 <sup>1</sup>	1.9	5.2	8.9%	1.2	10.6%	2.8	30.0%	0.6%	6.7%	20.2%	18.6	3.0%	55%	66%	45%	32%	2.1	1.2	11.1	21.5%	
2018 <sup>1</sup>	1.9	5.1	8.4%	1.2	10.2%	2.9	29.5%	(21.8%)	(1.5%)	19.6%	13.5	4.2%	57%	65%			1.8	1.4	8.7	21.0%	
2019 <sup>1</sup>	1.7	5.4	6.8%	1.1	7.8%	3.3	25.4%	46.2%	4.2%	14.2%	21.2	3.1%	66%	72%			3.1	2.7	5.5	21.8%	
2020 <sup>1</sup>	1.6	4.9	6.9%	0.9	6.1%	3.5	21.2%	(9.7%)	0.9%	10.9%	20.5	3.6%	74%	70%			3.0	2.4	5.5	21.2%	
2021	1.5	4.8	7.5%	1.0	7.5%	3.3	24.8%	(3.3%)	8.7%	13.1%	14.8	4.0%	60%	69%			2.8	2.3	7.4	22.8%	
2022	2.0	4.4	6.0%	1.0	5.9%	3.2	18.8%	(17.5%)	(9.9%)	10.4%	14.2	5.4%	77%	68%			3.1	2.7	5.7	23.2%	
2023	1.5	4.5	4.0%	1.0	3.9%	3.3	12.7%	(13.2%)	(10.8%)	7.4%	18.8	7.0%	131%	71%			3.9	3.2	3.8	24.5%	

In late 2007, we announced the decision to divest seven businesses. Income statements and balance sheets for 2005 through 2008 reflect those businesses as discontinued operations. In 2014, we divested the majority of the Store Fixtures business. Income statements for 2009 through 2014 reflect that business as discontinued operations, but balance sheets have not been adjusted for this change. Therefore, turnover and returns for 2009-2014 are slightly understated.

"Adjusted Continuing Operations" also exclude unusual items from earnings to better reflect operating performance in each year. See Appendix - Non-GAAP Adjustments.

<sup>1</sup> Effective 1Q21, the accounting methodology for valuing domestic steel-related inventory changed from LIFO to FIFO. 2015 - 2020 financial data has been adjusted to apply the effects of the change.

**Current ratio** = current assets / current liabilities

**Inventory turnover** = cost of goods sold (net sales - gross profit) / average inventory

**Return on sales** = net earnings / net sales

**Asset turnover** = net sales / average total assets

**Return on assets** = return on sales x asset turnover

**Leverage** = average total assets / average shareholders equity

**Return on equity** = return on assets x leverage

**Total shareholder return** = (dividends + change in stock price) / beginning stock price

**Return on invested capital** = EBIT - (1 \* tax rate) / average (long-term debt + current debt + operating lease liabilities + current operating lease liabilities + shareholders equity - cash)

**P/E multiple** = market price per share on Dec. 31 / trailing 12 month earnings per share

**Dividend yield** = dividend per share / market price per share on Dec. 31

**Payout ratio to common** = dividend per share / average earnings per share

**Total liab to assets** = total liab / total assets; liab = CL + LT Debt + Op Lease Liab + Other Liab + Def Tax

**Debt to total capital** = total debt (long-term debt + current debt) / total capital (long-term debt + current debt + operating lease liabilities + current operating lease liabilities + other liabilities & deferred taxes + shareholders equity)

**Net Debt to Net Capital** = (total debt - cash) / (total capital - cash)

**Debt to EBITDA** = total debt / EBITDA

**Net Debt to EBITDA** = (total debt - cash) / EBITDA

**Times interest earned** = income before interest expense & taxes / **net** interest expense

# Foreign Sales Data

Dollars in millions

The Company's operations outside of the United States are principally in Europe, China, Canada, and Mexico.  
The sales information below is compiled based on the areas we have operations, primarily manufacturing locations.

Year ended Dec. 31	Continuing Operations										2013-2023	
	2023	2022	2021	2020	2019	2018	2017	2016	2015	2014 <sup>1</sup>	2013 <sup>1</sup>	CAGR
<b>External Sales</b>												
United States	<b>2,877</b>	3,349	3,271	2,846	3,133	2,682	2,488	2,467	2,704	2,599	2,450	1.6%
% U.S.	<b>60.9%</b>	65.1%	64.5%	66.5%	65.9%	62.8%	63.1%	65.8%	69.0%	68.7%	70.5%	
Canada and Mexico	<b>529</b>	542	538	477	569	473	414	348	320	297	271	6.9%
Europe	<b>715</b>	625	589	421	509	526	475	445	427	423	352	7.4%
China	<b>465</b>	502	559	442	450	495	482	420	392	390	336	3.3%
Other Foreign	<b>139</b>	129	116	95	93	95	86	69	74	74	69	7.3%
Subtotal - Foreign	<b>1,848</b>	1,797	1,802	1,434	1,620	1,588	1,456	1,283	1,214	1,183	1,027	
% Foreign	<b>39.1%</b>	34.9%	35.5%	33.5%	34.1%	37.2%	36.9%	34.2%	31.0%	31.3%	29.5%	
Total	<b>4,725</b>	5,147	5,073	4,280	4,753	4,270	3,944	3,750	3,917	3,782	3,477	3.1%

## New Countries Entered

Germany Ireland

Poland

France

<sup>1</sup> Sales for 2013-2014 reflect Store Fixtures as discontinued operations.









## Quarterly Financial Data

	<b>1Q23</b>	<b>2Q23</b>	<b>3Q23</b>	<b>4Q23</b>	<b>2023</b>	<b>1Q24</b>	<b>2024</b>
<b>Income</b>							
Net Trade Sales	1214	1221	1175	1115	4725	1097	1097
COGS	<u>995</u>	<u>1000</u>	<u>961</u>	<u>915</u>	<u>3872</u>	<u>911</u>	<u>911</u>
<b>Gross Profit</b>	219	221	214	200	854	186	186
%	18.0%	18.1%	18.2%	17.9%	18.1%	17.0%	17.0%
SGA	<u>116</u>	<u>119</u>	<u>109</u>	<u>121</u>	<u>465</u>	<u>126</u>	<u>126</u>
<b>Oper Income</b>	103	102	105	79	388	61	61
Amortization	17	17	18	17	69	5	5
Other	(4)	(11)	(4)	428	410	(7)	(7)
<b>EBIT</b>	<b>89</b>	<b>96</b>	<b>91</b>	<b>(367)</b>	<b>(90)</b>	<b>63</b>	<b>63</b>
%	7.4%	7.8%	7.8%	-32.9%	-1.9%	5.7%	5.7%
Interest Expense	22	23	22	21	88	22	22
Interest Income	1	1	2	2	5	1	1
Earnings Before Taxes	68	74	71	(386)	(173)	42	42
Taxes	<u>15</u>	<u>20</u>	<u>18</u>	<u>(89)</u>	<u>(37)</u>	<u>11</u>	<u>11</u>
Net Earnings - Continuing	53	54	53	(297)	(137)	32	32
Discontinued Operations, net of tax	0	0	0	0	0	0	0
Net Earnings	53	54	53	(297)	(137)	32	32
Less: Non-controlling Interest	0	0	0	(0)	0	0	0
<b>Net Earnings Attributable to Leggett</b>	<b>53</b>	<b>54</b>	<b>53</b>	<b>(297)</b>	<b>(137)</b>	<b>32</b>	<b>32</b>
%	4.4%	4.4%	4.5%	-26.7%	-2.9%	2.9%	2.9%
Depreciation	27	27	27	28	109	28	28
Amortization	18	18	18	17	71	5	5
<b>EBITDA</b>	<b>135</b>	<b>140</b>	<b>136</b>	<b>(322)</b>	<b>90</b>	<b>96</b>	<b>96</b>
<b>Earnings (Loss) Per Share</b>							
From Continuing Operations	\$0.39	\$0.40	\$0.39	(\$2.18)	(\$1.00)	\$0.23	\$0.23
From Discontinued Operations	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Net Earnings (Loss) Per Share	\$0.39	\$0.40	\$0.39	(\$2.18)	(\$1.00)	\$0.23	\$0.23
Diluted Shares	136	137	137	137	136	137	137
Dividends	\$0.44	\$0.46	\$0.46	\$0.46	\$1.82	\$0.46	\$0.46
<b>Cash Flow Info</b>							
<b>Cash from Operations</b>	<b>97</b>	<b>111</b>	<b>144</b>	<b>146</b>	<b>497</b>	<b>(6)</b>	<b>(6)</b>
Adds to PPE	38	31	22	23	114	26	26
Acquisitions (net of cash)	0	0	0	0	0	0	0
Dividends paid	58	59	61	61	239	61	61
<b>Balance Sheet</b>							
Cash & Equivalents	345	272	274	366	366	361	361
Receivables	718	703	711	637	637	635	635
Inventory	893	858	835	820	820	807	807
Other Current	<u>59</u>	<u>73</u>	<u>66</u>	<u>59</u>	<u>59</u>	<u>57</u>	<u>57</u>
<b>Current Assets</b>	<b>2015</b>	<b>1906</b>	<b>1886</b>	<b>1881</b>	<b>1881</b>	<b>1860</b>	<b>1860</b>
Net Fixed Assets	787	789	777	781	781	772	772
Goodwill & Other	<u>2469</u>	<u>2449</u>	<u>2415</u>	<u>1972</u>	<u>1972</u>	<u>1982</u>	<u>1982</u>
<b>Total Assets</b>	<b>5270</b>	<b>5144</b>	<b>5078</b>	<b>4635</b>	<b>4635</b>	<b>4615</b>	<b>4615</b>
Accounts Payable	552	507	534	536	536	496	496
Current Portion LTD	9	8	9	308	308	304	304
Current Operating Lease Liabilities	55	56	56	57	57	58	58
Other Current	<u>352</u>	<u>384</u>	<u>410</u>	<u>361</u>	<u>361</u>	<u>331</u>	<u>331</u>
<b>Current Liabilities</b>	<b>969</b>	<b>956</b>	<b>1009</b>	<b>1263</b>	<b>1263</b>	<b>1188</b>	<b>1188</b>
LTD	2109	2016	1963	1680	1680	1773	1773
Operating Lease Liabilities	176	167	157	151	151	159	159
Def Tax & Other	350	337	313	208	208	206	206
Shareholders' Equity	<u>1667</u>	<u>1669</u>	<u>1636</u>	<u>1334</u>	<u>1334</u>	<u>1290</u>	<u>1290</u>
<b>Capitalization</b>	<b>4301</b>	<b>4189</b>	<b>4069</b>	<b>3372</b>	<b>3372</b>	<b>3427</b>	<b>3427</b>
<b>Total Liab. &amp; Equity</b>	<b>5270</b>	<b>5144</b>	<b>5078</b>	<b>4635</b>	<b>4635</b>	<b>4615</b>	<b>4615</b>









## Adjusted Continuing Ops<sup>1</sup>

	1Q23	2Q23	3Q23	4Q23	2023	1Q24	2024
<b>Income</b>							
Net Trade Sales	1,214	1221	1175	1115	4,725	1,097	1,097
COGS	995	1000	961	915	3,872	908	908
<b>Gross Profit</b>	<b>219</b>	<b>221</b>	<b>214</b>	<b>200</b>	<b>854</b>	<b>189</b>	<b>189</b>
%	18.0%	18.1%	18.2%	17.9%	18.1%	17.2%	17.2%
SGA	116	119	109	121	465	125	125
<b>Oper Income</b>	<b>103</b>	<b>102</b>	<b>105</b>	<b>79</b>	<b>388</b>	<b>63</b>	<b>63</b>
Amortization	17	17	18	17	69	5	5
Other	(4)	(7)	1	(5)	(14)	(5)	(5)
<b>EBIT</b>	<b>89</b>	<b>92</b>	<b>86</b>	<b>66</b>	<b>334</b>	<b>64</b>	<b>64</b>
%	7.4%	7.5%	7.3%	5.9%	7.1%	5.8%	5.8%
Interest Expense	22	23	22	21	88	22	22
Interest Income	1	1	2	2	5	1	1
Earnings Before Taxes	68	70	66	47	251	43	43
Taxes	15	19	17	11	62	11	11
Net Earnings-Continuing	53	52	48	36	189	32	32
Less: Non-controlling Interest	0	0	0	(0)	0	0	0
<b>Net Earnings Attributable to Leggett</b>	<b>53</b>	<b>52</b>	<b>48</b>	<b>36</b>	<b>189</b>	<b>32</b>	<b>32</b>
	4.4%	4.2%	4.1%	3.2%	4.0%	2.9%	2.9%
Depreciation	27	27	27	28	109	28	28
Amortization	18	18	18	17	71	5	5
<b>EBITDA</b>	<b>135</b>	<b>137</b>	<b>131</b>	<b>111</b>	<b>513</b>	<b>97</b>	<b>97</b>
<b>Earnings (Loss) Per Share</b>							
From Continuing Operations	\$0.39	\$0.38	\$0.36	\$0.26	\$1.39	\$0.23	\$0.23
Diluted Shares	136	137	137	137	136	137	137
Dividends	\$0.44	\$0.46	\$0.46	\$0.46	\$1.82	\$0.46	\$0.46
<b>Cash Flow Info</b>							
<b>Cash from Operations</b>	<b>97</b>	<b>111</b>	<b>144</b>	<b>146</b>	<b>497</b>	<b>(6)</b>	<b>(6)</b>
Adds to PPE	38	31	22	23	114	26	26
Acquisitions (net of cash)	0	0	0	0	0	0	0
Dividends paid	58	59	61	61	239	61	61
<b>Balance Sheet</b>							
Cash & Equivalents	345	272	274	366	366	361	361
Receivables	718	703	711	637	637	635	635
Inventory	893	858	835	820	820	807	807
Other Current	59	73	66	59	59	57	57
<b>Current Assets</b>	<b>2015</b>	<b>1906</b>	<b>1886</b>	<b>1881</b>	<b>1881</b>	<b>1860</b>	<b>1860</b>
Net Fixed Assets	787	789	777	781	781	772	772
Goodwill & Other	2469	2449	2415	1972	1972	1982	1982
<b>Total Assets</b>	<b>5270</b>	<b>5144</b>	<b>5078</b>	<b>4635</b>	<b>4635</b>	<b>4615</b>	<b>4615</b>
Accounts Payable	552	507	534	536	536	496	496
Current Portion LTD	9	8	9	308	308	304	304
Current Operating Lease Liabilities	55	56	56	57	57	58	58
Other Current	352	384	410	361	361	331	331
<b>Current Liabilities</b>	<b>969</b>	<b>956</b>	<b>1009</b>	<b>1263</b>	<b>1263</b>	<b>1188</b>	<b>1188</b>
LTD	2109	2016	1963	1680	1680	1773	1773
Operating Lease Liabilities	176	167	157	151	151	159	159
Def Tax & Other	350	337	313	208	208	206	206
Shareholders' Equity	1667	1669	1636	1334	1334	1290	1290
<b>Capitalization</b>	<b>4301</b>	<b>4189</b>	<b>4069</b>	<b>3372</b>	<b>3372</b>	<b>3427</b>	<b>3427</b>
<b>Total Liab. &amp; Equity</b>	<b>5270</b>	<b>5144</b>	<b>5078</b>	<b>4635</b>	<b>4635</b>	<b>4615</b>	<b>4615</b>