

Tempur Sealy
International, Inc.
(TPX)

“Success is strengthening
our Iconic Brands
while driving higher
ROIC through
focused execution”



Tempur Sealy International, Inc. (TPX)

“Success is strengthening
our Iconic Brands
while driving higher
ROIC through
focused execution”

- Strong brands across a complete portfolio of products
- Balanced omni-channel distribution between wholesale and direct to consumer
- Global manufacturing foot print
- Over 7,000 worldwide employees
- Structural growth industry, with high ROIC and free cash flow
- Industry is relatively concentrated in US and fragmented globally

Delivering Shareholder Value

Focus on long-term
initiatives:

- Develop the most innovative bedding products in all the markets we serve
- Invest significant marketing dollars to promote our worldwide brands
- Optimize worldwide distribution to be where consumers want to shop
- Drive increases in EBITDA

TEMPUR+SEALY

NEW 2018 PRODUCTS

STEARNS & FOSTER

TEMPUR-PEDIC

Sealy

PERFORMANCE

with exclusive

Posturepedic
TECHNOLOGY



Designed and Built in US

TEMPUR+SEALY



Designed to Win at Retail

- Market-Leading Product
- Clear Differentiation between Price Points
- Easier Selling to Drive Higher ASP's

Putting the Consumer First

- Simplification & Consistency
- Consumer-Led Language
- Raising the Innovation Quotient

TEMPUR+SEALY

TEMPUR-PEDIC 2018



The most integrated product offering in the brand's history...

...to improve SKU productivity and increase unit market share

2017 Tempur-Pedic Lineup

TEMPUR-PEDIC				TEMPUR-PEDIC BREEZE		
PRIMA	SUPREME	ELITE	LUXE	SUPREME	ELITE	LUXE
						
Cloud Prima	Cloud Supreme	Cloud Elite	Cloud Luxe	Cloud Supreme		Cloud Luxe
						
	Contour Supreme	Contour Elite	Contour Luxe		Contour Elite	Contour Luxe
						
Flex Prima	Flex Supreme	Flex Elite		Flex Supreme		

Future Tempur-Pedic Lineup

TEMPUR-ADAPT

ADAPT

PROADAPT

LUXEADAPT

TEMPUR-BREEZE

breeze°

SOFT

MEDIUM

MEDIUM

FIRM

HYBRID

HYBRID

LAUNCHING OVER THE NEXT YEAR

\$1,999

\$2,799

SMARTER DESIGN.

INSIDE

OUTSIDE

SMARTCLIMATE[®] DUAL COVER SYSTEM

Next-generation technology featuring a zip-off, cool-to-touch outer layer and super-stretch inner layer for convenience and comfort.

High-Stretch Performance Panel

Inspired by athletic apparel. Designed for comfort. Designed to be lightweight, breathable and to enhance the pressure-relieving power of your mattress.

Cool-to-Touch Removable Cover

The world's first removable, machine-washable cooling cover. Crafted from ultra-high molecular weight yarn, it moves heat away from your body. A sleek 360° zipper makes for easy on and off. Simply machine wash, tumble dry low and slip it back on.

TEMPUR[®] TECHNOLOGY

Original TEMPUR[®]

Advanced adaptability for truly personalized comfort and support. Designed for comfort.

TEMPUR-APR[®]

Advanced Pressure Relief, our most pressure-relieving material ever – made for deeper, more rejuvenating sleep.

TEMPUR+SEALY

TEMPUR-ProAdapt™

Advanced pressure relief
for deep relaxation:

- TEMPUR-APR, Advanced Pressure Relief
- SMARTCLIMATE® Dual Cover System
- Removable washable cover



\$2,799

Mattress SRP

SOFT

MEDIUM

FIRM

HYBRID

TEMPUR-APR®

Advanced Pressure Relief

TEMPUR-APR

- Breakthrough formulation
- Only the 4th Tempur material ever developed
- Improved pressure relief

SMARTCLIMATE® DUAL COVER SYSTEM

THE WORLD'S FIRST REMOVABLE, MACHINEWASHABLE
COOLING COVER



COOL-TO-TOUCH REMOVABLE COVER

- Ultra High Molecular Weight Yarn
- Greater Cooling Power
- Significantly more Stretch and Durability

TEMPUR+SEALY

TEMPUR-Adapt™

Advanced pressure relief
for deep relaxation:

- Original TEMPUR Support Technology
- Cool-to-Touch Cover



\$1,999

Mattress SRP

MEDIUM

HYBRID

TEMPUR-Adapt™

Personalized Support and
Choice to Win at Retail:

- Premium Knit Covers with New Cooling Technology
- New Constructions to Unlock New Feels

PREMIUM

\$149 SRP

PROLo



PROMid



PROHi



PROMOTIONAL

\$99 SRP



Cloud

SEALY HYBRID 2018



Sealy Hybrid

Leveraging the Best of Both Worlds:

- Responsive Support of Innerspring with Conforming Comfort of Memory Foam
- Sealy's Coolest Hybrid
- Latest in Posturepedic Technology with 20% more Coils in the Center



Collections

\$1,099	Essentials
\$1,299 \$1,599	Performance
\$1,999 \$2,499	Premium

Power Bases

Complements ALL
Tempur Sealy Mattresses:

- Streamlined, upgraded range
- Supports Tempur-Pedic, Stearns & Foster, and Sealy



EASE
\$799

KEY FEATURES:

- Head + Foot Adjustment
- Wireless Remote
- Flat + Zero G Preset
- Adjustable Legs
- Improved Fabric Durability
- Zero Clearance
- 650 Weight Capacity



TEMPUR-PEDIC
ERGO
\$1,299

KEY FEATURES:

- Head + Foot Adjustment
- Wireless Remote
- 2 Zone Massage
- USB Ports on Both Sides
- Under Bed Lighting
- Anti-Snore Preset
- Flat + (4) Presets
- Adjustable Legs
- Zero Clearance
- Increased Weight Capacity (700 lbs.)



TEMPUR-PEDIC
ERGO EXTEND
\$1,999

KEY FEATURES:

- Head + Foot Adjustment
- Wireless Remote
- Perfect Seat
- Deck-on-Deck
- Passive Pillow Tilt
- 2x Massage
- USB Ports on Both Sides
- Under Bed Lighting
- Anti-Snore Preset
- Flat + (4) Presets
- Adjustable Legs
- Zero Clearance
- Increased Weight Capacity (850 lbs.)



“HIGHEST IN CUSTOMER SATISFACTION WITH MATTRESSES”

J.D. Power awards are given to companies whose products or services ranked highest in consumer studies. Ratings are based on the opinions of a sample of consumers from a variety of industries who have used or owned the product or service being rated.



POWER UP WITH THE AWARD WINNER

#1 in Support, Comfort, and Value

Tempur-Pedic received the highest numerical score among 7 companies in the J.D. Power 2017 Mattress Satisfaction Report, based on 1,219 total responses which measures the opinions of customers who purchased a mattress in the previous 12 months, surveyed October 2017. Your experiences may vary. Visit jdpower.com. Copyright 2018 Tempur-Pedic North America, LLC. All rights reserved.

TEMPUR+SEALY

MANAGEMENT COMMENTS



2018 Comments

2018

The Company expects to provide full year financial guidance during the fourth quarter earnings call in February 2018. In advance of this, the Company has provided the following comments on 2018.

The Company expects to:

Expect \$12 million of incremental launch expenses in North America, principally in the second and fourth quarters

- Launch new Tempur-Pedic and Sealy Hybrid products in North America
- Institute price increases on Tempur-Pedic, Sealy, and Stearns & Foster products in North America; together with continued operational improvements this is expected to offset the anticipated \$30 million headwind to EBITDA from commodity cost inflation
- Invest significant marketing dollars to promote our brands
- Expand its omnichannel strategy to optimize worldwide distribution
- After an initial review of the US Tax Reform, it is expected to have a positive impact to our effective tax rate which is estimated to be 26 – 28%
- Drive improvements in EBITDA

Certain tax assets and liabilities recorded on our balance sheet will be revalued; the net impact of these are expected to be positive in 2017

TEMPUR+SEALY

Thank you for
your interest in
Tempur Sealy
International

Improving the Sleep
of More People
Every Night,
All Around the World



STEARNS & FOSTER®



Forward-Looking Statements

This investor presentation contains "forward-looking statements," within the meaning of the federal securities laws, which include information concerning one or more of the Company's plans, objectives, goals, strategies, and other information that is not historical information. When used in this presentation, the words "estimates," "expects," "guidance," "anticipates," "projects," "plans," "proposed," "intends," "believes," and variations of such words or similar expressions are intended to identify forward-looking statements. These forward-looking statements include, without limitation, statements relating to the Company's expectations regarding the Company's plans in 2018 with respect to product launches, price increases and expansion of its omnichannel strategy, expectations regarding the ability to reduce costs in a reduced sales or recession scenario and expectations regarding commodity costs in 2018, and the anticipated ability to offset commodity cost increases, expectations regarding improving EBITDA in 2018 and expectations regarding the anticipated impact in 2017 and 2018 of the recent tax reform legislation. All forward-looking statements are based upon current expectations and beliefs and various assumptions. There can be no assurance that the Company will realize these expectations or that these beliefs will prove correct.

Numerous factors, many of which are beyond the Company's control, could cause actual results to differ materially from those expressed as forward-looking statements. These risk factors include risks associated with the termination of the Company's relationship with Mattress Firm; risks associated with the Company's capital structure and debt level; general economic, financial and industry conditions, particularly in the retail sector, as well as consumer confidence and the availability of consumer financing; changes in product and channel mix and the impact on the Company's gross margin; changes in interest rates; the impact of the macroeconomic environment in both the U.S. and internationally on the Company's business segments; uncertainties arising from global events; the effects of changes in foreign exchange rates on the Company's reported earnings; consumer acceptance of the Company's products; industry competition; the efficiency and effectiveness of the Company's advertising campaigns and other marketing programs; the Company's ability to increase sales productivity within existing retail accounts and to further penetrate the Company's retail channel, including the timing of opening or expanding within large retail accounts and the timing and success of product launches; the effects of consolidation of retailers on revenues and costs; changes in demand for the Company's products by significant retailer customers; the Company's ability to expand brand awareness, distribution and new products; the Company's ability to continuously improve and expand its product line, maintain efficient, timely and cost-effective production and delivery of its products, and manage its growth; the effects of strategic investments on the Company's operations; changes in foreign tax rates and changes in tax laws generally, including the ability to utilize tax loss carry forwards; the outcome of various pending tax audits or other tax, regulatory or investigation proceedings and outstanding litigation; changing commodity costs; the effect of future legislative or regulatory changes; and disruptions to the implementation of the Company's strategic priorities and business plan caused by abrupt changes in the Company's senior management team and Board of Directors.

There are a number of risks, uncertainties and other important factors, many of which are beyond the Company's control, that could cause its actual results to differ materially from those expressed as forward-looking statements in this investor presentation, including the risk factors discussed under the heading "Risk Factors" under ITEM 1A of Part 1 of the Company's Annual Report on Form 10-K for the year ended December 31, 2016. There may be other factors that may cause the Company's actual results to differ materially from the forward-looking statements. The Company undertakes no obligation to update any forward-looking statement to reflect events or circumstances after the date on which such statement is made.

Note Regarding Historical Financial Information:

In this investor presentation we provide or refer to certain historical information for the Company. For a more detailed discussion of the Company's financial performance, please refer to the Company's SEC filings.

Note Regarding Trademarks, Trade Names and Service Marks:

TEMPUR®, *Tempur-Pedic*®, *the TEMPUR-PEDIC & Reclining Figure Design*®, *TEMPUR-Adapt*™, *TEMPUR-ProAdapt*™, *TEMPUR-Cloud*®, *TEMPUR-Choice*®, *TEMPUR-Weightless*®, *TEMPUR-Contour*™, *TEMPUR-Rhapsody*™, *TEMPUR-Flex*®, *THE GRANDBED BY TEMPUR-PEDIC*®, *TEMPUR-Simplicity*®, *TEMPUR-Ergo*®, *TEMPUR-UP*™, *TEMPUR-Neck*™, *TEMPUR-Symphony*™, *TEMPUR-Comfort*™, *TEMPUR-Traditional*™, *TEMPUR-Home*™, *SEALY*®, *SEALY POSTUREPEDIC*®, *STEARNS & FOSTER*®, *COCOON by Sealy*™ and *OPTIMUM*® are trademarks, trade names or service marks of Tempur Sealy International, Inc. and/or its subsidiaries. All other trademarks, trade names and service marks in this presentation are the property of the respective owners.