#### UNITED STATES SECURITIES AND EXCHANGE COMMISSION Washington, DC 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) November 11, 2010

#### **TEMPUR-PEDIC INTERNATIONAL INC.**

(Exact name of registrant as specified in its charter)

Delaware

(State or other jurisdiction of incorporation)

**001-31922** (Commission File Number) 33-1022198 (I.R.S. Employer Identification No.)

1713 Jaggie Fox Way Lexington, Kentucky 40511

(Address of principal executive offices) (Zip Code)

(800) 878-8889

(Registrant's telephone number, including area code)

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):

o Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

o Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

o Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

o Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

#### Item 7.01. Regulation FD Disclosure

On November 11, 2010, Tempur-Pedic International Inc. will host a webcast of its Investor Day. Attached as Exhibit 99.1 to this report and furnished under this Item 7.01 are copies of slides used by Tempur-Pedic International Inc. for the investor presentation at its Investor Day.

The information in this report (including Exhibit 99.1) shall not be deemed to be "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liability of that section, and shall not be incorporated by reference into any registration statement or other 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.

#### Item 9.01. Financial Statements and Exhibits

(d) Exhibits

<u>Exhibit</u>	Description
99.1	Tempur-Pedic International Inc. Investor Day Presentation

#### SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Date: November 12, 2010

Tempur-Pedic International Inc.

By: <u>/s/ DALE E WILLIAMS</u> Name: Dale E. Williams Title: Executive Vice President and Chief Financial Officer

<u>Exhibit</u>	Description
<u>99.1</u>	Tempur-Pedic International Inc. Investor Day Presentation



The most highly **recommended** bed in America.

Barry Hytinen Senior Vice President



#### Agenda

Welcome / Agenda

Corporate Overview

**Financial Overview** 

Q&A

Barry Hytinen

Mark Sarvary

Dale Williams

Webcast participants may email questions to: investor.relations@tempurpedic.com

November 11, 2010



#### **Forward-Looking Statements**

This presentation may contain "forward-looking statements," within the meaning of federal securities laws, which include information concerning the Company's plans, objectives, goals, strategies, future revenues or performance, financing needs and other information that is not historical information. When used in this presentation, the words "estimates," "expects," "anticipates," "projects," "plans," "intends," "believes," and variations of such words or similar expressions are intended to identify forward-looking statements. All forward-looking statements, including without limitation, the Company's expectations regarding improving the quality and range of existing products; increasing brand awareness and brand consideration; the impact of the introduction of new products, including the TEMPUR-Cloud™ Collection; international and domestic growth opportunities; increasing market share; improving gross margin; expanding and improving distribution channels; manufacturing capacity and utilization; consumer preferences and behavior; the effectiveness of new cost structures; meeting financial obligations; cost and operating expense reductions and cash flow generation; and the Company's expectations for growth of sales, margins, and earnings for 2011 and beyond 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.

There are a number of risks and uncertainties that could cause actual results to differ materially from the forward-looking statements contained in this presentation. 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 general economic and industry conditions, particularly in the retail sector, as well as consumer confidence and the availability of consumer financing; the Company's ability to reduce expenses to align with reduced sales levels; 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 ability to increase sales productivity and expand distribution channels; the Company's dependence on its significant customers; the Company's ability to address issues in certain underperforming international markets; the Company's ability to continuously improve its product line, maintain efficient, timely and cost-effective production and delivery of its products, and manage its growth; changes in foreign tax rates; rising commodity costs; the Company's ability to retain members of its senior management team; the effects of increased interest rates; the market price for the Company's common stock prevailing from time to time; and the nature of other investment opportunities presented to the Company from time to time.

Additional information concerning these and other risks and uncertainties are discussed in the Company's filings with the Securities and Exchange Commission, including without limitation the Company's annual report on Form 10-K under the headings "Special Note Regarding Forward-Looking Statements" and "Risk Factors". Any forward-looking statement speaks only as of the date on which it is made, and the Company undertakes no obligation to update any forward-looking statements for any reason, including to reflect events or circumstances after the date on which such statements are made or to reflect the occurrence of anticipated or unanticipated events or circumstances.

#### Note Regarding Trademarks, Trade Names and Service Marks:

Tempur, Tempur-Pedic, The DeluxeBed by Tempur-Pedic, The ClassicBed by Tempur-Pedic, The GrandBed by Tempur-Pedic, The TEMPUR-Cloud Supreme, The TEMPUR-Cloud, The RhapsodyBed by Tempur-Pedic, The AdvantageBed by Tempur-Pedic, The Bella Fina Bed by Tempur-Pedic, The CloudPillow by Tempur-Pedic, The TEMPUR-Cloud Luxe by Tempur-Pedic, The CelebrityBed by Tempur-Pedic, The AlluraBed by Tempur-Pedic, The Sensation, The Sensation Lite, The NeckPillow by Tempur-Pedic, The SymphonyPillow by Tempur-Pedic, The ComfortPillow by Tempur-Pedic, The RhapsodyPillow by Tempur-Pedic are trademarks, trade names or service marks of Tempur-Pedic International Inc. and its subsidiaries. All other trademarks, trade names and service marks in this presentation are the property of their respective owners. Mark Sarvary President & Chief Executive Officer



## Key Topics

- u Overview Of Tempur-Pedic
- u Industry Update
- u Tempur-Pedic Strategy
- u Sources Of Growth In 2011 And Beyond



Overview Of Tempur-Pedic



#### Unique Range Of Products Utilizing The Proprietary Pressure Relieving Tempur Material



#### **Company Thesis**

- u Established: Worldwide leader in specialty mattresses and premium mattresses
  - Ø Leader in the \$5B premium segment of the \$13B global mattress market
  - Ø Leader in the fastest growing segments
- u Differentiated: Consumer preferred, branded product line
  - Ø Most highly recommended brand by owners, most desired brand by non-owners
  - Ø Over a decade of industry-leading brand advertising, very high level of owner referrals
  - Ø Consumer research at the core of everything we do
- u Profitable: Industry-leading margins and cash flows
  - Ø Gross margin 50%+
  - Ø Operating margin 22%+
  - Ø High returns with low cash needs
- u Growing: Significant top line growth opportunity
  - Ø 3% U.S. mattress market share, up from 2% last year
  - Ø Intermediate goal of ~7%

Source: Management estimates



	3 <sup>rd</sup> Quarter Year-To-Date	
	Actual	Variance to <u>Prior Year</u>
Sales	\$813 M	+39%
Gross Margin	49.7%	+280 bps
Operating Margin	21.4%	+470 bps
Net Income	\$111 M	+98%
EPS	\$1.51	+104%

For a discussion of the Company's performance, please refer to the Company's 3<sup>rd</sup> quarter 10Q filing and prior 10K filings.

Shares Repurchased 8.5 million



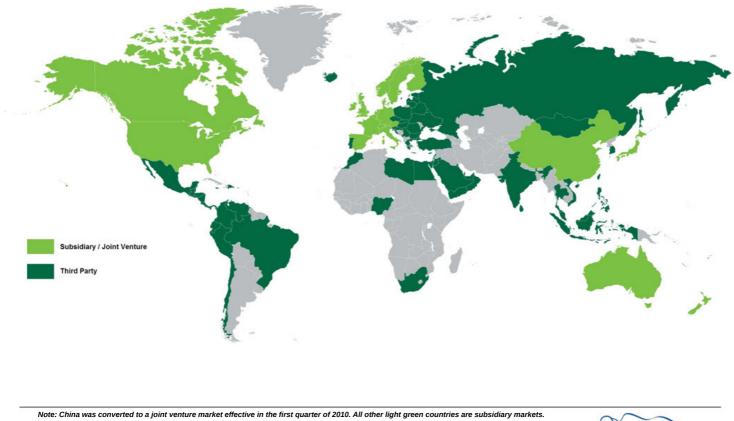


## Management Team In Place to Scale to World's Favorite Mattress Brand

			Prior Experience	
Name	Position	Prior Experience	Consumer Products	Inter'l
Mark Sarvary	President and CEO	President, Campbell Soup North America CEO, J. Crew Group President, Stouffer's Frozen Food Division at Nestle	1	1
Rick Anderson	EVP and President, North America	VP, Gillette Gillette / P&G	1	~
Matt Clift	EVP, Global Operations	VP / GM Lexmark International Lexmark / IBM	1	1
Lou Jones	EVP and General Counsel	General Counsel, Papa John's International SVP, Blockbuster, Inc.	1	~
David Montgomery	EVP and President, International	President, Rubbermaid Europe VP, Black & Decker Europe, Middle East, Africa	1	1
Brad Patrick	EVP, Human Resources	SVP, Sara Lee Corporation Gillette / P&G Delta Air Lines, Inc.	1	1
Dale Williams	EVP and CFO	CFO, Honeywell Control Products CFO, Saga Systems CFO, GE Information Services	1	1



## **Expanding Global Presence**





### State-of-the-Art Vertically Integrated Manufacturer

### Denmark (500K sq ft)



## Virginia (500K sq ft)



- u Highly automated, ISO-certified plants
- u > \$200 million invested
- u Significant opportunity to leverage infrastructure (only ~40% utilized)

#### New Mexico (800K sq ft)







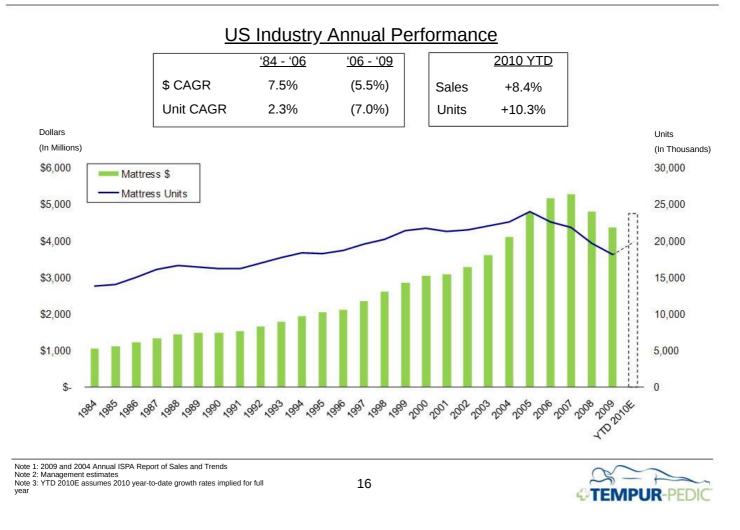
Industry Update

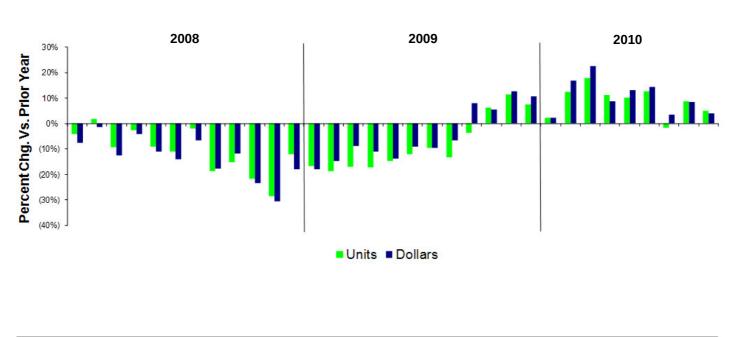


- u Mattress industry experiencing growth, but recovery is uneven
- u "Barbell" recovery appears to be playing out, though industry pricing is generally firm
- u Retailers report traffic continues to be below "normal" but "off the bottom"
- u Macro-economic environment progressing, but confidence still relatively weak



#### After Years Of Decline, We Believe Significant "Pent Up Demand" Exists And Will Benefit Industry Sales For Several Years





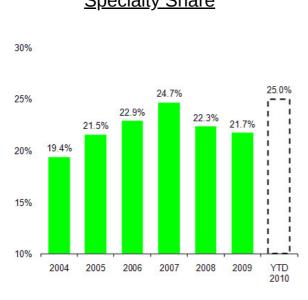
#### ISPA Performance vs. Prior Years by Month

Source: September 2010 ISPA Sales Report 17

### Long-term Secular Shift To Specialty And Premium Has Resumed

#### u Industry sample year-to-date September 2010 sales performance

- Ø Specialty +30%
- Total Industry +8% Ø





**Specialty Share** 

Source: 2009 ISPA Sales Report, ISPA Bedding Barometer Sep 2010, and management estimates Note: Premium mattress category defined as \$1,000+





Tempur-Pedic Strategy



Our goal is to become the world's favorite mattress and pillow brand.



#### **Strong Preference For Tempur**

- u Voted most comfortable mattress by US consumers
  - Ø Tempur-Pedic 41% vs. Springs 21-29%
- u Highest rating for future purchase intent
  - Ø Tempur-Pedic 26% vs. Springs 8-20%
- u Consumer Reports: #1 Mattress "Would definitely buy again"

Source: Consumer Reports October 2009 2010 Gallup Consumer Mattress Market Survey 3<sup>rd</sup> party research



# People who sleep on Tempur sleep better than those who don't.

# Our goal is to become the world's favorite mattress and pillow brand.

To achieve our goal we will:

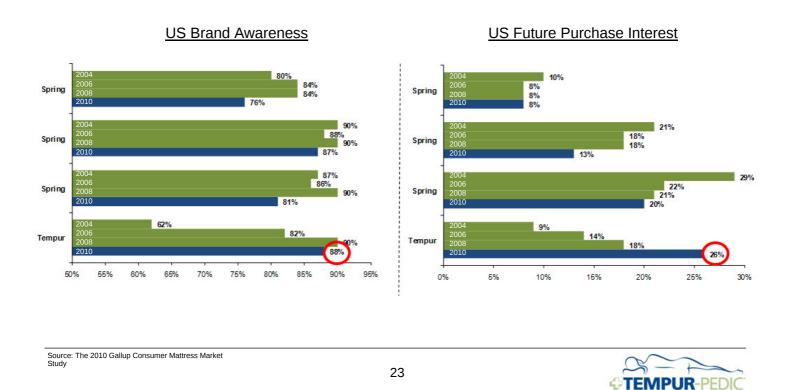
- 1. Make sure everyone knows they would sleep better on Tempur
- 2. Make sure there is a Tempur mattress and pillow that appeals to everyone
- 3. Make sure that Tempur is available to everyone
- 4. Make sure Tempur continues to deliver the best sleep

Make sure our cost structure is optimized to enable marketing and product investments



#### Make Sure Everyone Knows They Would Sleep Better On Tempur

- u Expanding brand awareness leads to significantly improved purchase intent
- u US advertising driving increased brand awareness



## Make Sure There Is A Tempur Mattress And Pillow That Appeals To Everyone

u Product development is based on research

	All Buyers
Firm	51%
Soft / Medium	49%

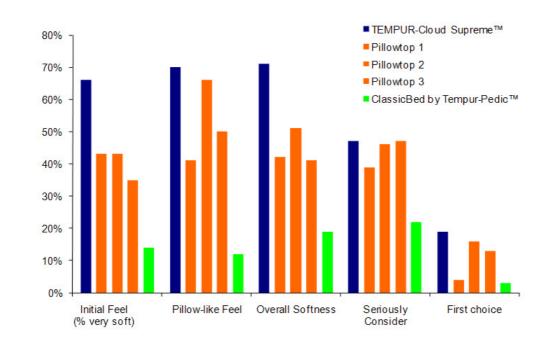
Future Premium Buyers 48% 52%

- ${\bf u}$   $\,$  Traditional Tempur-Pedic beds are perceived as firm by consumers
- $u \quad \mathsf{TEMPUR-Cloud}^{\mathsf{TM}} \text{ product concept developed in response}$

Source: 2009 SMI/Alcott Mattress Attitude & Usage Study Premium = Will spend \$1,000+ for my next mattress set



## Make Sure There Is A Tempur Mattress And Pillow That Appeals To Everyone



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u Cloud developed after utilizing extensive head-to-head research



#### , Different From Classic



## **TEMPUR-Cloud™ Collection: Already Our Best Selling Line**



## Make Sure There Is A Tempur Mattress And Pillow That Appeals To Everyone





u Distribution gains

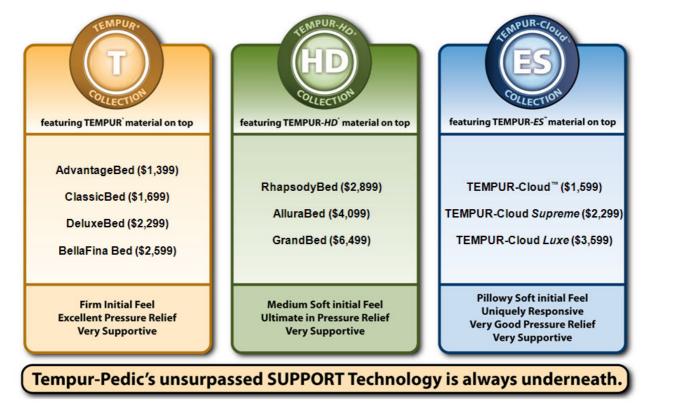


- Ø Flagship stores in Japan, China, emerging markets, and selected European markets
- u Expanding points of distribution
  - Ø North America: potentially 500 1,500 incremental doors
  - Ø International: potentially 2,000+ incremental doors



#### Make Sure That Tempur Is Available To Everyone

u Improved brand architecture

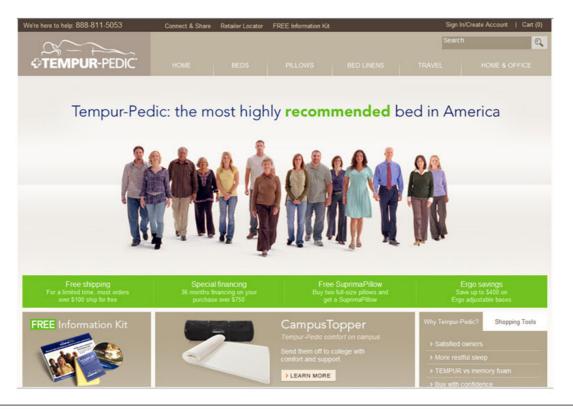


Price reflects Queen mattress



#### Make Sure That Tempur Is Available To Everyone

u Newly re-launched website





### Make Sure Tempur Continues To Deliver The Best Sleep

- u Increasing investment in R&D
- u Recent Innovations
  - Ø TEMPUR-ES™ material
  - Ø Consumer research
  - Ø Materials research
  - Ø Product characterization
  - Ø Sleep research



Sources Of Growth In 2011 And Beyond



#### **Driving Growth - Imperatives For 2011 And Beyond**

- Maintain strong annual sales growth
- Maintain healthy gross margins and EBIT growth
- We will invest in those areas that will drive growth
  - 1. Make sure everyone knows they would sleep better on Tempur
    - Increase awareness and preference in the US, Canada, Europe, and China
  - 2. Make sure there is a Tempur mattress and pillow that appeals to everyone
    - Develop major new products validated by consumer research
- While we continue to improve performance in all key areas
  - 3. Make sure that Tempur is available to everyone
  - 4. Make sure Tempur continues to deliver the best sleep

...and make sure our cost structure is optimized to enable marketing and product investments





Growth From The North American Segment



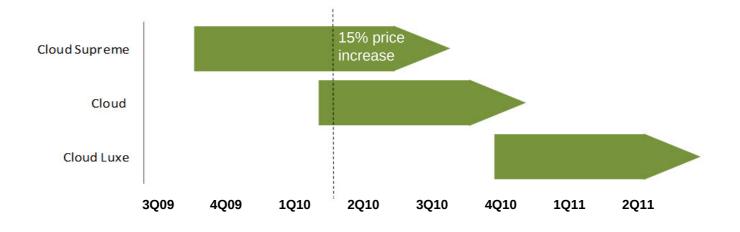
#### North American Growth Strategy

- u Capitalize on Cloud Collection's full potential
- u Improve Ergo Adjustable attach rate
- u Improve and expand product range
- u Continue to invest in advertising to build awareness
- u Continue to invest in sales execution infrastructure
- u Resumption of category growth and secular shift to specialty together with increased preference for Tempur-Pedic
- u Capitalize on Canadian acquisition



## **Capitalize On The Cloud Collection's Full Potential**

u Generally, new products have a significant ramp following distribution



Note: This timeline is not exact. It is intended for illustrative purposes only.	36	TEMPUR-PEDIC

#### **Expand Ergo Adjustable Base Distribution And Attach Rates**

- u 96% overall satisfaction by Ergo System owners
- u Recently extended adjustable product range with entry price point
- u Driving increased Ergo Adjustable Base attach rate



The Ergo Adjustable Base by Tempur-Pedic<sup>™</sup>



The Advanced Ergo Adjustable Base by Tempur-Pedic<sup>™</sup>



 $\mathbf{u}$  New products and upgrades will be delivered in 2011







#### **Continue To Advertise**

# ask me

- u Investment will be maintained at 9%
- u Campaign will evolve to broaden consumer awareness of Tempur-Pedic's product line breadth
- u Will be even more focused on expanding Tempur specific retailer advertising in 2011
  - Ø Highly successful program in 2010



One-of-a-kind multichannel consumer marketing and selling strategy

#### u Sales

- Ø Improved call cycles, increased training and stronger account management
- Ø Retail sales CRM to better track performance versus KPIs

#### u eCommerce and Direct

- Ø World class selling platform
- Ø Significant consumer database / leads capability
- Ø Improved direct marketing and media strategy





#### Industry, Specialty, And Tempur Preference

- u ISPA's 2011 sales growth projection is +6%
- u Secular shift to specialty has resumed
  - Ø This year, Specialty sales +30% as compared to Innersprings +3%
- u Future purchase intent for Tempur-Pedic now stands at 26%, up from 18% in 2008
- u Tempur-Pedic's share is small, but growing
  - Ø US unit share at ~3%, up from 2% in 2009

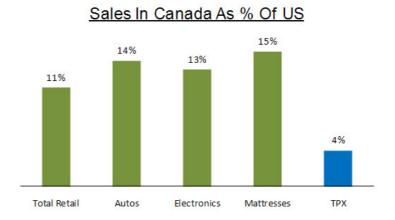






#### **Capitalize On Canadian Acquisition**

- Brand awareness is low, so we will invest in advertising u
- Distribution significantly improved in 2010 u
- Canada normally represents 10-15% of US sales u



#### Large growth opportunity as Tempur is significantly below comparables u

Note 1: Total Retail - 2002 Economic Census; Comparison of US and Canada census data

Note 2: Autos - Scotiabank Group, Global Auto Report; September 29, 2010 Note 3: Electronics - 2002 Economic Census; Comparison of US and Canada census data

Note 5: TPX - Trailing twelve month

42 Note 4: Mattresses - Management estimate based on publicly available data of major mattress competitors with sales in US and Canada

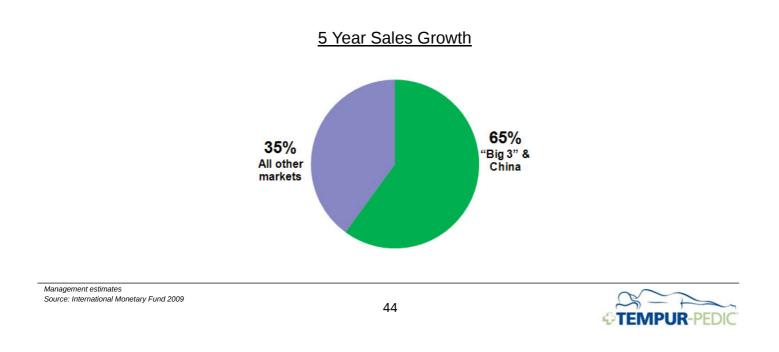


Growth From The International Segment



#### Significant International Growth Opportunity Exists

- u Over next 5 years, we expect at least \$300 million of International growth
- u Expect 65% of growth will come from four major markets
  - Ø The European "Big 3" (France, Germany, UK) represents 50% of European Union GDP
  - Ø China

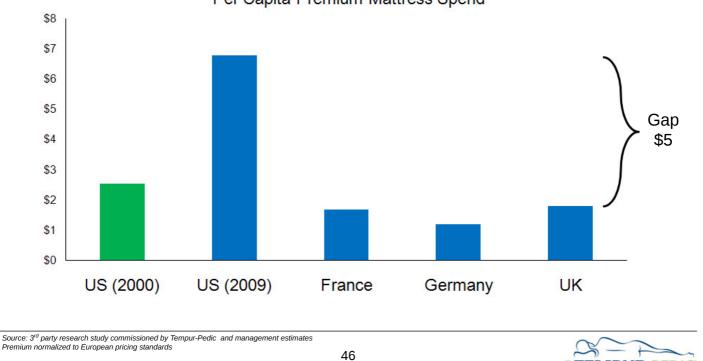


European "Big 3"



#### Europeans Currently Spend Significantly Less On Premium Mattresses Than US Consumers

u US premium mattress category growth demonstrates opportunity in other markets



*<b>CTEMPUR-PEDIC* 

Per Capita Premium Mattress Spend

# Five Factors Account For The Difference Between The US And European "Big 3" Premium Mattress Markets

Structura cannot be influe		Less structural d may be influenced only in long run		
Consumers' ability to pay	Consumers' willingness to pay	Retail structure	Consumers' mattress replacement cycle and size	Manufacturer actions to develop premium
<ul> <li>Lower income structures in Europe vs. US</li> </ul>	<ul> <li>Lower spending on premium products in Europe vs. US</li> </ul>	<ul> <li>Difference in availability of premium mattresses in Europe vs. the US</li> </ul>	<ul> <li>Longer replacement cycle for mattress in Europe vs. US</li> <li>Smaller mattress sizes in Europe vs. US</li> </ul>	<ul> <li>Levers have been 'pushed' harder in the US vs. Europe</li> </ul>

Source: 3<sup>rd</sup> party research study commissioned by Tempur-Pedic



## **Spending On Premium Products In Europe Versus US**

#### u Europeans spend as much or more as US consumers on Premium

	Premium Share of Market					
	Mattresses	Refrigerators	Appliances	Dishwashers	New Cars	Razors
US	50%	28%	29%	35%	8%	40%
Europe	18%	32%	28%	41%	15%	39%

Note: In 2000, the US Premium mattress share was ~31%

Source: 3<sup>rd</sup> party research study commissioned by Tempur-Pedic Note: Premium category varies by country



## Five Factors Drive The Difference Between The US And European "Big 3" Premium Mattress Markets

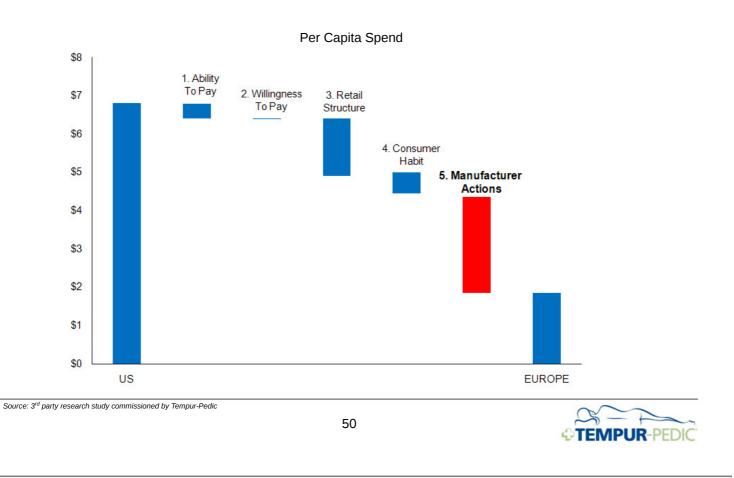
Consumers' ability to pay	Consumers' willingness to pay	Retail structure	Consumers' mattress replacement cycle and size	Manufacturer actions to develop premium
<ul> <li>Lower income structures in Europe vs. US</li> <li>Ability to pay only explains &lt;10% of the \$ / capita spend gap to US:</li> <li>Assuming same income structure as US, spend/ capita would grow &lt;\$0.50</li> </ul>	<ul> <li>Lower spending on premium products in Europe vs. US</li> <li>In fact, except for mattresses consumers spend as much on premium in Europe</li> <li>This factor has no impact on spend/capita</li> </ul>	<ul> <li>Difference in availability of premium mattresses in Europe vs. the US</li> <li>Europe has a similar proportion of stores carrying premium, but they are smaller stores</li> <li>A retail structure similar to the US would increase spend/capita by \$1.20</li> </ul>	<ul> <li>Longer replacement cycle for mattress in Europe vs. US</li> <li>Smaller mattress sizes in Europe vs. US</li> <li>Both factors are true, but together only account for \$0.20 to \$0.75 spend/capita</li> </ul>	<ul> <li>Levers have been 'pushed' harder in the US vs. Europe</li> <li>Awareness building</li> <li>Product range</li> <li>60% of the gap between US and Europe, a potential additional \$2.50/capita</li> </ul>

Source: 3<sup>rd</sup> party research study commissioned by Tempur-Pedic

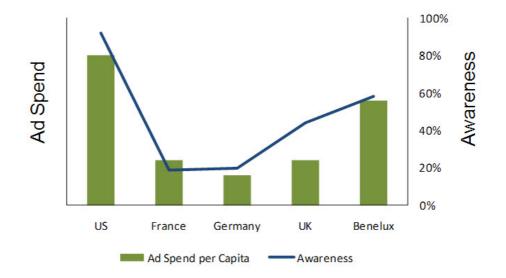


#### **Five Factors Conclusion**

u 60% of the gap between US and Europe, a potential additional \$2.50 / capita driven by manufacturer actions



u Ad spend positively correlated with brand awareness and market share





# Product Range Will Be Broadened And Strengthened

	TEMPUR® Original Collection featuring supportive firmer feel	TEMPUR® Sensation Collection featuring supportive traditional feel	TEMPUR® Cloud Collection featuring supportive softer feel
Mattresses	Original Supreme Original Royal Original Deluxe Original	Sensation Supreme Sensation Deluxe Sensation	Cloud Supreme Cloud Deluxe Cloud
Sleep Systems	Relaxation Supreme Signature Premium Zen	Relaxation Sensation	Promessa Relaxation



- u Phased rollout by market during 2011
- u 3-4 models / price points per market







China



## China: Summary Of Key Findings From Recent Research Study

- u Substantial market potential for premium mattresses in four city focus
  - Ø Existing premium retail market greater than \$250 million
- u Already a significant potential customer base
  - Ø 60 million people in the four city focus
- u Mattress preferences and buying habits show no particular barriers to market development
- u Established distribution model
  - Ø Department stores and furniture malls
- u Advertising and brand development viable
  - Ø Opportunity to develop targeted marketing for wealthy consumers

Source: 3<sup>rd</sup> party research study commissioned by Tempur-Pedic



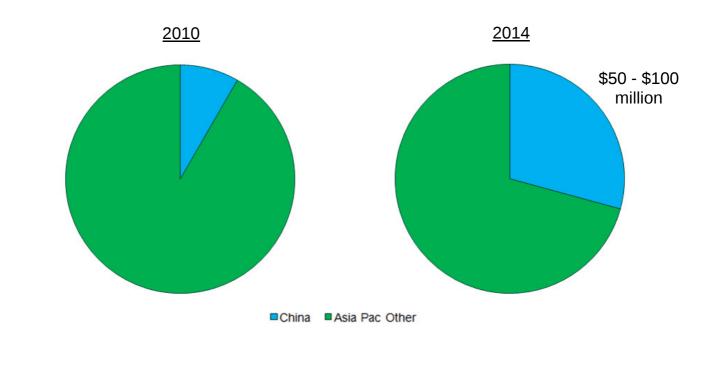
## **China Plan**

- u Complete consumer testing to determine Tempur product range
- u Broaden product collection to meet market specific consumer needs
- u Adapt retail model to match local market
- u Quadruple store count by 2014





## Potential For China To Grow 10x Or More Over Next Five Years



Management estimates



#### Summary

u 2009 Objective:

Ø "Maintain A Reasonable Cushion To The Covenants"

#### u 2010 Objective:

Ø "Moving From Survive To Thrive"



#### Summary

- u 2009 Objective:
  - Ø "Maintain A Reasonable Cushion To The Covenants"

## u 2010 Objective:

Ø "Moving From Survive To Thrive"

#### u 2011 Objective:

Ø "Building The Foundation For The World's Favorite Mattress And Pillow Brand"



Dale Williams Executive Vice President & Chief Financial Officer

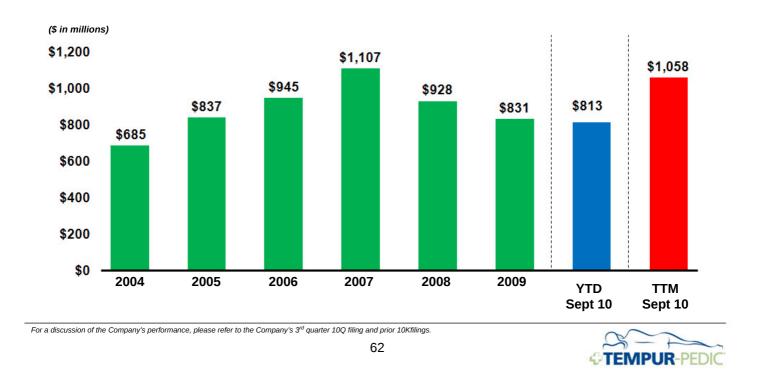


Financial Overview



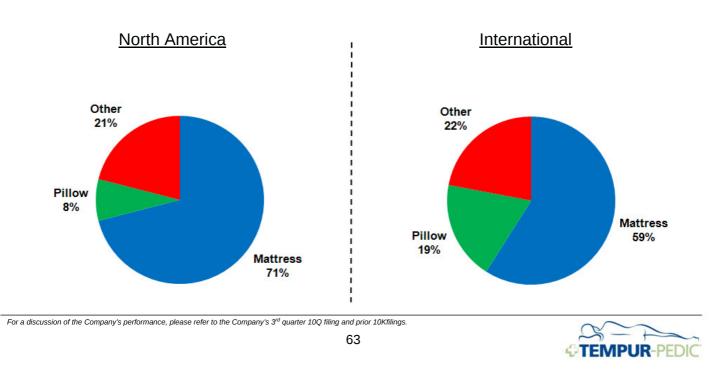
#### **Net Sales**

- u Negotiated difficult recession in 2008 2009
- u 2010 rebound impacted by Cloud, AskMe, and modest industry growth



# Mattresses Drive Global Business, With Significant Revenue In Other Product Lines

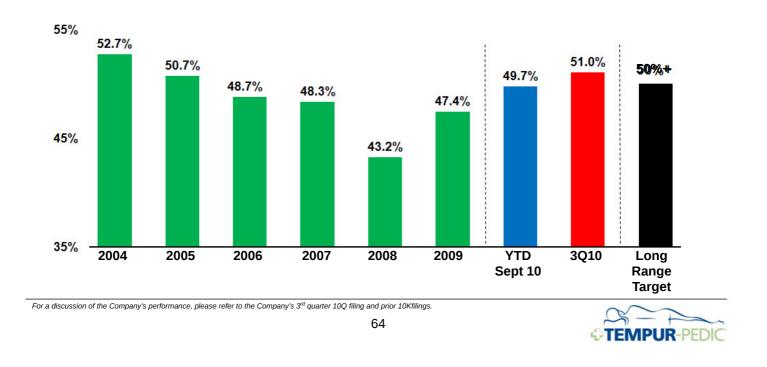
- u US mattress revenue up 46% in 2010, driven by Cloud collection
- u US "Other" up 52% as Ergo attach rates improving



#### 3Q10 YTD Sales

#### **Gross Margin**

- u In 2<sup>nd</sup> year of 4 year productivity program to drive +700 basis points of margin
- u We plan to invest in our product line to drive growth and continue our technological leadership



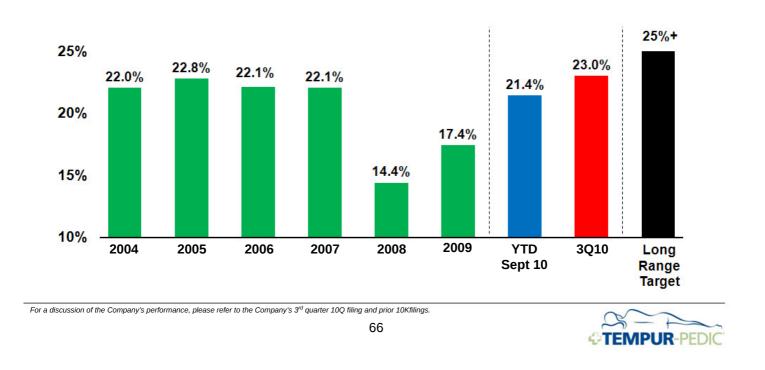
# Significant Opportunity To Improve COGS

Focus Area	Project Examples		
Operational Excellence	Yield Continuous Improvement Projects	Scrap Minimization Direct Costing	
Sourcing	Competition Co-Engineering	Supplier Managed Inventory Contract Terms	
Engineering	Formulation Adjustments Returns / Warranty Reduction	Integrated FR	
Supply Chain Strategy	Truckload Utilization Direct Ship Network Optimization	Demand Driven Supply Chain Partner Management	
New Product Development Fixed Cost Leverage	Design For Manufacturability	Target Costing	
	65		

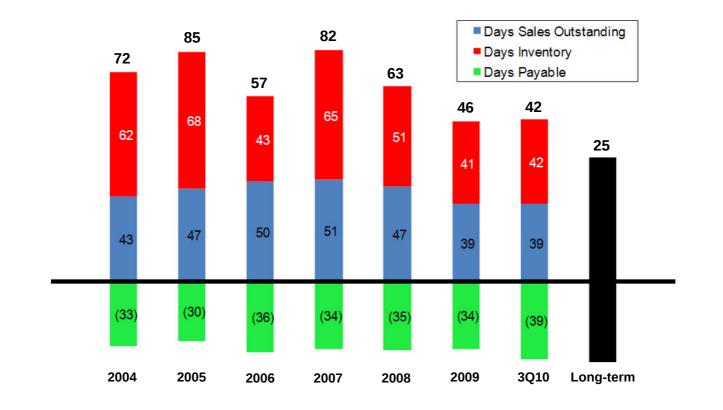


## **Operating Margin**

- u Operating margin benefiting from gross margin expansion
- u Sales growth drives leverage of fixed expenses in SG&A



# Excellent Cash Flow Dynamics With Significant Opportunity To Continue Cash Cycle Improvement





Long-term estimate is intended for illustrative purposes only. Figure not drawn to scale.

#### **Depreciation & Amortization vs. Capital Expenditures**

- u Multi-year add back to net income as D&A should exceed capex
- u Anticipate annual capex of \$20 million or less for the foreseeable future

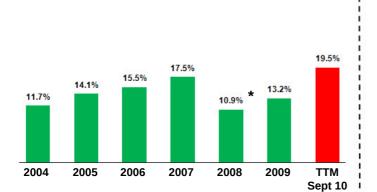


For a discussion of the Company's performance, please refer to the Company's 3rd quarter 10Q filing and prior 10Kfilings.

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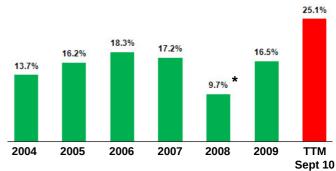


#### Low Levels Of Capital Should Continue To Drive High Returns **Going Forward**



**Return on Assets** 

**Return on Invested Capital** 

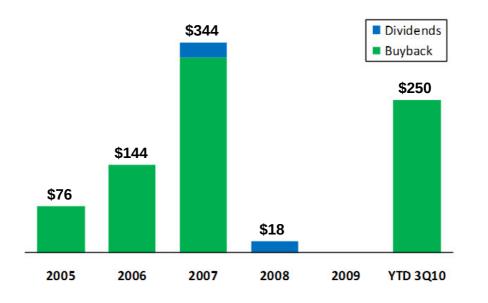


For a discussion of the Company's performance, please refer to the Company's 3<sup>rd</sup> quarter 10Q filing and prior 10K filings. \*Note: For a reconciliation of 2008 Adjusted Net Income, Return on Assets, Return on Invested Capital and a reconciliation of non-GAAP to GAAP financial measures, please see Appendix of this presentation.



# Significant Operating Cash Flow With Commitment To Enhance Stockholder Value

- u Repurchased >30% of the company since 2005
  - Ø Diluted share count @ 12/04: ~103 million
  - Ø Diluted share count @ 10/10: ~70 million





For a discussion of the Company's performance, please refer to the Company's 3<sup>rd</sup> quarter 10Q filing and prior 10Kfilings.

## 2011 First Look: Sales

u Anticipate 2011 will be another year of market share gains

#### North America

Cloud collection Ergo attach rates New products Advertising Macro Canada Other (pricing, new accounts)

#### **International**

Cloud and other new products New distribution Advertising / awareness Emerging markets



## 2011 First Look: Margins

u Anticipate 2011 will be another year of margin expansion partially offset by inflationary commodities outlook and marketing investments

#### **Gross Margin**

- + Productivity program
- + Fixed cost leverage
- + Product mix
- Commodities
- ? Geographic segment mix

#### **Operating Margin**

- + Gross margin
- + SG&A leverage
- Marketing investments



- u \$2 billion Sales
- u 25%+ Operating Margin
- u Cash / Stockholder value
- u World's Favorite Mattress And Pillow Brand





Q&A





- u 2010 Limited Edition My Tempur-Pedic Teddy Bear®
- u Supporting the fight against Pancreatic Cancer





The most highly **recommended** bed in America.

Appendix



### GAAP To Non-GAAP Reconciliations - Net Income and Earnings Per Share

Reconciliation of Adjusted Net Income to Net Income TTM 2009 and 2008 and Adjusted Earnings Per Share for 2008 Non-GAAP Measures

The Company provides information regarding Adjusted Net income and Adjusted Earnings per share which are not recognized terms under GAAP (Generally Accepted Accounting Principles) and do not purport to be alternatives to Net income and Earnings per share as a measure of operating performance. Because not all companies use identical calculations, these presentations may not be comparable to other similarly titled measures of other companies. A reconciliation of Adjusted Net income and Adjusted Earnings per share to the Company's Net income and Earnings per share is provided below. Management believes that the use of these non-GAAP financial measures provides investors with additional useful information with respect to the impact of the repatriation of foreign earnings.

The following table sets forth the reconciliation of the Company's reported Net income to the calculation of Adjusted Net income for the trailing nine months ending September 30, 2009 and twelve months ended December 31, 2008 and the reconciliation of the Company's reported Earnings per share to the calculation of Adjusted Earnings per share for the twelve months ended December 31, 2008.

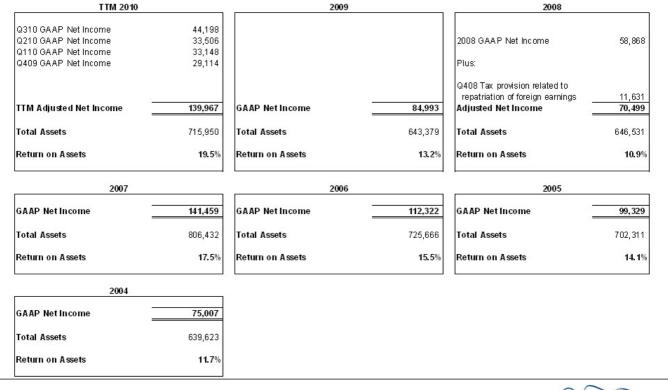
2008		
2008 GAAP Net Income		58,868
Plus:		
Q408 Tax provision related to		
repatriation of foreign earnings		11,631
Adjusted Net Income		70,499
GAAP Earnings per share, diluted	\$	0.79
Tax provision related to repatriation of foreign earnings	\$	0.15
Adjusted Earnings per share, diluted		0.94





# **Calculation Of Return On Assets**

The Company provides information regarding Return on Assets as the Company believes it provides investors with useful information. Return on Assets is calculated by dividing Net Income/Loss by Total Assets as reported in the Company's 10K and 10Q filings. No adjustment for dividends was made in this calculation. See the GAAP to Non-GAAP Reconciliation for a reconciliation of Adjusted Net Income in 2008.





# **Calculation Of Return On Invested Capital**

The Company provides information regarding Return on Invested Capital as the Company believes it provides investors with useful information. We consider our Invested Capital to be Total Assets less Accounts Payable and Accrued Expenses & Other Current Liabilities as reported in the company's 10K and 10Q filings. Return on Invested Capital is calculated by dividing Net Income/Loss (less any dividends) by Invested Capital. See the GAAP to Non-GAAP Reconciliation for a reconciliation of Adjusted Net Income in 2008.

TT M 2010		2009		2008		2007		
0310 GAAP Net hoome 0210 GAAP Net hoome 0110 GAAP Net hoome 0409 GAAP Net hoome	44,198 33,506 33,148 29,114		202000	2008 GAAP Net hoome Plus: 0408 tax provision related to repatriation of foreign earnings	58,868 11,631			
GAAP Net Income /Loss	139,966	GAAP Net Income/Loss	84,993	Adjusted Net Income	70,499	GAAP Net Income/Loss	141,459	
Dividends		Dividends		Dividends	17,933	Dividends	23,811	
Net Income (less Dividends)	139,966	Net Income (Less Dividends)	84,993	Net Income (less Dividends)	52,566	Net Income (less Dividends)	117,649	
Total Assets Accounts payble Accrued Expenses & Other Current Liabilities Invested Capital	715,950 62,798 94,461 558,691	Total Assets Accounts payble Accrued Expenses & Other Current Liabilities Invested Capital	643,379 47,761 81,451 514,167	Total Assets Accounts payble Accound Expenses & Other Current Liabilities Invested Capital	646,531 41,355 65,316 539,860	Total Assets Accounts payble Accrued Expenses & Other Current Liabilities Invested Capital	806,432 56,206 66,080 684,146	
Return on Invested Capital	25.1%	Return on Invested Capital	16.5%	Return on Invested Capital	9.7%	Return on Invested Capital	17.2%	
2006		2005		2004				
GAAP Net Income/Loss Dividends Net Income (less Dividends)	112,322 112,322	GAAP Net Income/Loss Dividends Net Income (Iess Dividends)	99,329 99,329	GAAP Net Income/Loss Dividends Net Income (Iess Dividends)	75,007 75,007			
Total Assets Accounts payble Accrued Expenses & Other Current Liabilities Invested Capital	725,666 48,297 63,973 613,396	Total Assets Accounts payble Accrued Expenses & Other Current Liabilities Invested Capital	702,311 33,639 56,570 612,102	Total Assets Accounts payble Accrued Expenses & Other Current Liabilities Invested Capital	639,623 34,771 55,600 549,252			
Return on Invested Capital	18.3%	Return on Invested Capital	16.2%	Return on Invested Capital	13.7%			

