

EXHIBIT A: Colliers International			GP%	Dealer Discount
HNI Global - Products				
Products	Combined List Per Order (USD)	Discount From List, Product Only		
Allsteel				
Systems: Stride & Terrace Private Office: Approach	\$1 - 500,000	74.2%	15.0%	78.1%
	\$500,001 +	Negotiable		
Systems: Optimize	\$1 - 500,000	72.7%	15.0%	76.8%
	\$500,001 +	Negotiable		
Systems: Daybook, Further, Gallery Panels, Stride Benching Metal Storage: Align Credenzas & Storage Non-Metal Storage: Involve Tables: Altitude	\$1 - 500,000	72.2%	15.0%	76.4%
	\$500,001 +	Negotiable		
Metal Storage: Essentials Laterals & Radii	\$1 - 500,000	70.6%	15.0%	75.0%
	\$500,001 +	Negotiable		
Metal Storage: Essentials Storage	\$1 - 500,000	67.8%	15.0%	72.6%
	\$500,001 +	Negotiable		
Tables: Admix, Aware, Merge & Structure	\$1 - 500,000	66.7%	15.0%	71.7%
	\$500,001 +	Negotiable		
Further Adaptive	\$1 - 500,000	64.4%	15.0%	69.7%
	\$500,001 +	Negotiable		
Mural	\$1 - 500,000	63.8%	15.0%	69.2%
	\$500,001 +	Negotiable		
Seating: Acuity, Inspire, Nimble, Relate, Seek	\$1 - 500,000	62.8%	15.0%	68.4%
	\$500,001 +	Negotiable		
Seating: Evo, Lyric, O6, Pli, Quip	\$1 - 500,000	61.1%	15.0%	66.9%
	\$500,001 +	Negotiable		
Accessories: Ergo Tools & Wand Light Systems: Veneer Worksurfaces	\$1 - 500,000	60.0%	15.0%	66.0%
	\$500,001 +	Negotiable		
Seating: Mimeo	\$1 - 500,000	64.0%	15.0%	69.4%
	\$500,001 +	Negotiable		
Seating: Clarity, Retreat & Townhall Collaborative: Gather Lounge Seating: Parallel	\$1 - 500,000	52.8%	15.0%	59.9%
	\$500,001 +	Negotiable		
Architectural Products				
Aspect	\$1 - 500,000	65.9%	18.0%	72.0%
	\$500,001 +	Negotiable		
Beyond	\$1 - 500,000	61.0%	18.0%	68.0%
	\$500,001 +	Negotiable		
Gunlocke				
Casegoods & Tables	\$1 - 500,000	56.5%	15.0%	63.0%
	\$500,001 +	Negotiable		
Credentials & Seating	\$1 - 500,000	56.5%	15.0%	63.0%
	\$500,001 +	Negotiable		
HBF				
Entire Offering	\$1 - 500,000	48.1%	15.0%	55.9%
	\$500,001 +	Negotiable		

HON		
Systems: Abound, Abode, Accelerate, Brigade, Empower, Gravitation, Height Adjustable Tables, Universal Screens	\$1 - 500,000	74.1%
	\$500,001 +	Negotiable
Metal Storage: Contain Credenzas, Lockers, Towers & Wardrobe	\$1 - 500,000	71.8%
	\$500,001 +	Negotiable
Non-Metal Storage: Voi	\$1 - 500,000	69.4%
	\$500,001 +	Negotiable
Metal Storage: Flagship Storage & Laterals	\$1 - 500,000	68.2%
	\$500,001 +	Negotiable
Metal Storage: Brigade-600/700/800 Series Laminate Tops, Islands Tops & Legs	\$1 - 500,000	68.2%
	\$500,001 +	Negotiable
Laminate Desking: 10500 Series & Concinnity Laminate Casegoods: Workwall	\$1 - 500,000	67.1%
	\$500,001 +	Negotiable
Tables: Huddle & Motivate	\$1 - 500,000	67.1%
	\$500,001 +	Negotiable
Seating: Cliq, Cofi, Ignition, Ignition 2.0, Motivate, Nucleus, Ruck & Solve	\$1 - 500,000	64.7%
	\$500,001 +	Negotiable
Tables: Between, Birk, Flock, Preside & Scramble	\$1 - 500,000	63.5%
	\$500,001 +	Negotiable
Seating: Endorse Soft & Convergence	\$1 - 500,000	62.4%
	\$500,001 +	Negotiable
Seating: Astir, Build, Flock, Grove, MAV, Tangram & West Hill Tables: Basyx Training	\$1 - 500,000	60.0%
	\$500,001 +	Negotiable
Acoustics: Unika Vaev	\$1 - 500,000	54.1%
	\$500,001 +	Negotiable
HON NOW + SPEED (8% Freight)	Systems	Available
	All Other Products	Available
HON NOW (Next Lane Date)	Systems	Available
	All Other Products	Available

15.0%	78.0%
15.0%	76.0%
15.0%	74.0%
15.0%	73.0%
15.0%	73.0%
15.0%	72.0%
15.0%	72.0%
15.0%	70.0%
15.0%	69.0%
15.0%	68.0%
15.0%	66.0%
15.0%	61.0%
	76.0%
	59.0%
	76.0%
	59.0%

PARTNERSHIP PRODUCTS AND DISCOUNT SCHEDULE - DEALER DISCOUNTS

Products	Discount From List, Product Only
NCPH	58.0%
	Negotiable
Fritz Hansen*	38.0%
	Negotiable
Corral	54.0%
	Negotiable
Zilenzio - Pro Products**	55.0%
	Negotiable
Zilenzio - Studio Products**	52.0%
	Negotiable
Zilenzio - Focus**	49.0%
	Negotiable
Zilenzio - All other Products**	55.0%
	Negotiable
*Contact DPG if order is above \$50K list, or the order contains 10 Lounge chairs or 50 Dining chairs	
**Contact DPG if orders is above \$50K net	

- Products introduced after implementation of agreement will be priced and discounted on a case-by-case basis.
- Freight, Duties, Tariffs, Surcharges and Taxes are not included and will be quoted on a project by project basis.
- Current List at time of order entry applies, unless otherwise expressly agreed. Must be shipped within 90 days of order. List prices, surcharges and fees are subject to change without notice.
- Delivery and install to be negotiated on a case-by-case basis.
- List prices and discounting apply to standard products for US and Canada delivery. Additional charges may apply for planning services, design services, freight, demurrage, storage, installation, packaging and other non-standard services and qualifying programs.
- Tiered discounts based on individual purchase orders unless otherwise agreed.
- Discounts apply to customer and its current affiliates. Any new affiliates (through merger, acquisition or otherwise) shall be eligible for discounts at HNI Global's discretion. Discounts will be held through 8.1.2024.
- Foregoing discounts are based upon purchases of the listed product mix. Substantial deviations from the listed mix will result in modifications to discounting.
- Information in this Exhibit is strictly confidential.