## HNI Global

## EXHIBIT A: JLL Synergy

**HNI Global - Products** 

HINI Global - Products					
Products	Combined List Per Order (USD)	Discount From List, Product Only			
LISTEEL					
Systems: Stride, Stride Benching & Desking & Terrace	\$1 -\$500,000	74.2%			
Private Office: Approach	\$500,001+	Negotiable			
Systems: Optimize	\$1 -\$500,000	72.7%			
	\$500,001+	Negotiable			
Suctome: Eurthor					
Systems: Further Non-Metal Storage: Involve & Stride	\$1 -\$500,000	72.2%			
Tables: Altitude Tables & A8	\$500,001+	Negotiable			
	\$1 -\$500,000	70.6%			
Metal Storage: Essential Laterals	\$500,001+	Negotiable			
		, , , , , , , , , , , , , , , , , , ,			
Systems: Daybook, Gallery Panels & Mural	\$1 -\$500,000	67.8%			
Metal Storage: Essential & Radii	\$500,001+	Negotiable			
	\$1 -\$500,000	66.7%			
Tables: Aware, Merge & Structure	\$500,001+	Negotiable			
	7000/002				
Further Adaptive	\$1 -\$500,000	64.4%			
Further Adaptive	\$500,001+	Negotiable			
Seating: Acuity, Inspire, Nimble, Relate, Seek & Trooper	\$1 -\$500,000	62.8%			
	\$500,001+	Negotiable			
	\$1 -\$500,000	61.1%			
Seating: Evo, Lyric, O6, Pli, Svelte & Quip	\$500,001+	Negotiable			
	1. 4. 4				
Accessories: Ergo Tools & Wand Light	\$1 -\$500,000	60.0%			
Systems: Stride Veneer	\$500,001+	Negotiable			
Seating: Mimeo	\$1 -\$500,000	64.0%			
Seating, Willieu	\$500,001+	Negotiable			
Seating: Clarity	\$1 -\$500,000	52.8%			
Social Collaborative: COHO, Gather, Parallel, Park, Retreat,	\$500,001+	Negotiable			
Retreat Executive, Rise, Two Thirds & Townhall	3500,001	Negotiable			
RCHITECTURAL PRODUCTS	\$1 - \$500,000	65.9%			
Aspect	\$500,001+	Negotiable			
Beyond Walls	\$1 - \$500,000	61.0%			
<u> </u>	\$500,001+	Negotiable			
UNLOCKE	\$1 - \$250,000	59.8%			
<b>Gunlocke Casegoods &amp; Tables</b>	\$250,000	Negotiable			
Gunlocke Credentials & Seating	\$1 - \$250,000	59.1%			
	\$250,001+	Negotiable			
IBF	\$1 - \$50,000	47.1%			
All HBF Product	\$50001+	Negotiable			
	\$30001+	Negotiable			

GP%	Dealer Discount
15.0%	78.1%
15.0%	76.8%
15.0%	76.4%
15.0%	75.0%
15.0%	72.6%
15.0%	71.7%
15.0%	69.7%
15.0%	68.4%
15.0%	66.9%
15.0%	66.0%
15.0%	69.4%
15.0%	59.9%
18.0%	72.0%
18.0%	68.0%
15.0%	65.8%
15.0%	65.2%
15.0%	55.0%

HON				
Systems: Abound, Abode Desk, Accelerate & Empower Gravitation, Height Adjustable Tables, Simplicity, Universal Screens	\$1 -\$500,000	74.1%	15.0%	78.0%
	\$500,001+	Negotiable		
	\$1 -\$500,000	68.2%	15.0%	73.0%
Metal Storage: Flagship Storage & Laterals	\$500,001+	Negotiable		
24 - 15: D: 1 /500/700/0005 : \ D: 1	4. 4		12.00	
Metal Storage: Brigade (600/700/800 Series), Brigade  Bookcase	\$1 -\$500,000	68.2%	15.0%	73.0%
Islands Tops & Metal Legs	\$500,001+	Negotiable		
	\$1 -\$500,000	71.8%	15.0%	76.0%
Metal Storage: Contain Towers, Credenza & Wardrobe	\$500,001+	Negotiable		
	\$1 -\$500,000	69.4%	15.0%	74.0%
Non-Metal Storage: VOI	\$500,001+	Negotiable	13.0%	74.0%
	7000,002	110801141111		
Laminate Desking: 10500 Series & Workwall	\$1 -\$500,000	67.1%	15.0%	72.0%
Lammate Desking. 10000 Series & Workwan	\$500,001+	Negotiable		
	\$1 -\$500,000	67.1%	15.0%	72.0%
Laminate Desking: Concinnity	\$500,001+	Negotiable	13.0%	72.0/6
	7007002	1108011411110		
Metal Storage: Fuse	\$1 -\$500,000	67.1%	15.0%	72.0%
Tables: Huddle & Motivate	\$500,001+	Negotiable		
	\$1 -\$500,000	63.5%	15.0%	69.0%
Tables: Arrange, Preside & Scramble	\$500,001+	Negotiable	13.070	03.070
Seating: Astir, Cliq, Cofi, Convergence, Ignition, Ignition 2,	\$1 -\$500,000	64.7%	15.0%	70.0%
Motivate, Nucleus, Olson Stacker, Solve, VP2 Executive, West Hill	\$500,001+	Negotiable		
Seating: Between, Build, Endorse Soft, MAV, Ruck, Tangram	\$1 -\$500,000	62.4%	15.0%	68.0%
Metal Storage: Contain Locker & Towers	\$500,001+	Negotiable		
Seating: Cambia Arc, Flock & Grove	\$1 -\$500,000	62.4%	15.0%	68.0%
Tables: Flock, Laminate Occasional & Sculpt Occasional	\$500,001+	Negotiable Negotiable		
Seating: Birk	\$1 -\$500,000	62.4%	15.0%	68.0%
	\$500,001+	Negotiable		
Acoustics: Unika Vaev	\$1 -\$500,000	54.1%	15.0%	61.0%
	\$500,001+	Negotiable		
HON NOW (Ship next Lane Date)	Systems	Available		76.0%
, ,	All Other Products	Available		59.0%
	Systems	Available		76.0%
HON NOW + SPEED (8% Freight)	All Other Products	Available		59.0%

Products	Discount From List		
Products	Product Only		
NCPH	58.0%		
NCFII	Negotiable		
Fritz Hansen*	38.0%		
1112 110113011	Negotiable		
Corral	54.0%		
Corrai	Negotiable Negotiable		
	_		
Zilenzio - Pro Products**	55.0%		
Zilelizio - Pio Pioducts	Negotiable		
Zilenzio - Studio Products**	52.0%		
Zilenzio - Studio Products	Negotiable		
7:1	49.0%		
Zilenzio - Focus**	Negotiable		
·			
Tile and a little at Date doubt ##	55.0%		
Zilenzio - All other Products**	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,
- 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
- 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
- Foregoing discounts are based upon purchases of the listed product mix. Substantial deviations from the listed mix will result in
- Information in this Exhibit is strictly confidential.

Updated 2/5/2024