

**HAWORTH US COMMUNITIES COMMITTED PRICING CONTRACT  
DISCOUNTS CUSTOMER COPY**

N121126 / 55611 AA for orders shipping to continental U.S. locations, accessing North American price list

Product Group	Systems, Tables and Healthcare Products	Seating	Freestanding	Wood Casegoods & Wood Tables	Flooring/Electrical Architectural Interiors	List Dollar Value	Customer Discount Product Only
I Regular Lead Time	UniGroup® NW/WT PLACES® NW/WT and FW, UniGroup® Too Adaptabe Components					\$1-\$100,000 \$100,001 or More	73% Negotiable
Rush						\$1 or More	63%
II Regular Lead Time	IF, RACE®, PREMISE® NW/WT, Moxie™, Components, Compose					\$1-\$100,000 \$100,001 or More	70% Negotiable
Rush						\$1 or More	55%
III Regular Lead Time		Monaco®, Improv®, Look	Beside X Series® Casegoods, Files & Storage V Series® Casegoods, Files & Storage			\$1-\$50,000 \$50,001 or More	65% Negotiable
Rush						\$1 or More	59%
IV Regular Lead Time		X99®				\$1-\$50,000 \$50,001 or More	62% Negotiable
Rush						\$1 or More	56%
V Regular Lead Time	Patterns Reside Openest Intuity, Active Components	Composites™, Forenze™, Hello™, Tally™, ToDo®, Poppy		Masters, Suite		\$1-\$25,000 \$25,001 or More	55% Negotiable
Rush						\$1 or More	43%
VI Regular Lead Time		Cassis, Candor				\$1-\$25,000 \$25,001 or More	55% Negotiable
Rush						\$1 or More	43%
VII Regular Lead Time	Tactics®, 450 Series, Tempo™, Planes™ Compose Wood, Immerse, Pip					\$1-\$25,000 \$25,001 or More	60% Negotiable
Rush						\$1 or More	57%
VIII Regular Lead Time	Jump®Stuff, BRAZO Boogie Board, Belong, European Product The Haworth Collection BRAZO, Lim					\$1-\$10,000 \$10,001 or More	41% Negotiable
IX Regular Lead Time		Zody Very™ Very Task				\$1-\$25,000 \$25,001 or More	57% Negotiable
Rush						\$1 or More	50%
X Regular Lead Time					Enclose	\$1-\$100,000 \$100,001-\$500,000 \$500,001 or More	55% 57% Negotiable
XI Regular Lead Time					TecCrete®	\$1 to \$100,000 \$100,001 or More	62% Negotiable

XII Regular Lead Time					Powerweb	\$1-\$100,000 \$100,001-\$500,000 \$500,001 or More	60% 62% Negotiable
XIII Regular Lead Time	Poltrona Frau					\$1 or More	15%
XIV Regular Lead Time	Harbor Work Lounge					\$1 or More	52%
XV Regular Lead Time	HHE Healthcare					\$1 or More	57.2%
XVI Regular Lead Time			A Series			\$1 or More	53%
XVII Regular Lead Time		Lively				\$1 or More	60%
XVIII Regular Lead Time		Soji				\$1-\$25,000 \$25,001 or More	52%
XIX Regular Lead Time	Workware					\$1 or More	55%
XX Regular Lead Time	Everyday Office (Hop, Jump, Jive, and Swivel)					\$1 or More	50%
XXI Regular Lead Time	Ergotron					\$1 or More	50%
XXII Regular Lead Time		Fern				\$1 or More	50%
XXIII Regular Lead Time	Haworth Collection- Janus et Cie					\$1 or More	17%

\*\*Seller offers the above mentioned discounts on products included in this Agreement which are offered in Seller's RUSH Programs. See the current price list(s) for a description of the products included in these programs.

- A. Only the items stated within each product group may be combined on a single purchase order for purposes of attaining a higher discount tier and/or negotiable discount tier. DIFFERENT PRODUCT GROUPS OR LEAD TIMES MAY NOT be combined together for purposes of attaining the next pricing tier.
- B. The applicable discount will be separately negotiated for new products or lead time programs introduced by Seller during the term of this Agreement.

**HAWORTH US COMMUNITIES COMMITTED PRICING  
CONTRACT DISCOUNTS CIF CUSTOMER COPY**

N121126 / 55611 BB For orders shipping to Non-continental U.S. and overseas International locations, accessing North American price list

Product Group	Systems, Tables and Healthcare Products	Seating	Freestanding	Wood Casegoods & Wood Tables	Flooring/Electrical Architectural Interiors	List Dollar Value	Customer Discount Product Only
I Regular Lead Time	UniGroup® NW/WT PLACES® NW/WT and FW, UniGroup® Too Adaptabe Components					\$1-\$100,000 \$100,001 or More	70% Negotiable
Rush						\$1 or More	60%
II Regular Lead Time	IF, RACE®, PREMISE® NW/WT, Moxie™, Components, Compose					\$1-\$100,000 \$100,001 or More	67% Negotiable
Rush						\$1 or More	52%
III Regular Lead Time		Monaco®, Improv®, Look	Beside, X Series® Casegoods, Files & Storage V Series® Casegoods, Files & Storage			\$1-\$50,000 \$50,001 or More	62% Negotiable
Rush						\$1 or More	56%
IV Regular Lead Time		X99®				\$1-\$50,000 \$50,001 or More	59% Negotiable
Rush						\$1 or More	53%
V Regular Lead Time	Patterns Reside Openest Intuity, Active Components	Composites™, Forenze™, Hello™, Tally™, ToDo®, Poppy		Masters, Suite		\$1-\$25,000 \$25,001 or More	52% Negotiable
Rush						\$1 or More	40%
VI Regular Lead Time		Cassis, Candor				\$1-\$25,000 \$25,001 or More	52% Negotiable
Rush						\$1 or More	38%
VII Regular Lead Time	Tactics®, 450 Series, Tempo™, Planes™ Compose Wood, Immerse, Pip					\$1-\$25,000 \$25,001 or More	57% Negotiable
Rush						\$1 or More	54%
VIII Regular Lead Time	Jump@Stuff, BRAZO Boogie Board, Belong, European Product The Haworth Collection BRAZO, Lim					\$1-\$10,000 \$10,001 or More	40% Negotiable
IX Regular Lead Time		Zody Very™ Very Task				\$1-\$25,000 \$25,001 or More	54% Negotiable
Rush						\$1 or More	47%
X Regular Lead Time					Enclose	\$1-\$100,000 \$100,001-\$500,000 \$500,001 or More	52% 54% Negotiable
XI Regular Lead Time					Powerweb	\$1-\$100,000 \$100,001-\$500,000 \$500,001 or More	57% 59% Negotiable
XII Regular Lead Time	Harbor Work Lounge					\$1 or More	49%

Product Group	Systems, Tables and Healthcare Products	Seating	Freestanding	Wood Casegoods & Wood Tables	Flooring/Electrical Architectural Interiors	List Dollar Value	Customer Discount Product Only
XIII Regular Lead Time	HHE Healthcare					\$1 or More	54.2%
XIV Regular Lead Time			A Series			\$1 or More	50%
XV Regular Lead Time		Lively				\$1-\$25,000 \$25,001 or More	57% Negotiable
XVI Regular Lead Time		Soji				\$1-\$25,000 \$25,001 or More	49% Negotiable
XVII Regular Lead Time	Workware					\$1 or More	52%
XVIII Regular Lead Time	Everyday Office (Hop, Jump, Jive, and Swivel)					\$1 or More	47%
XIX Regular Lead Time	Ergotron					\$1 or More	47%
XX Regular Lead Time		Fern				\$1 or More	47%
XXI Regular Lead Time	Haworth Collection- Janus et Cie					\$1 or More	14%

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- B. The applicable discount will be separately negotiated for new products or lead time programs introduced by Seller during the term of this Agreement.



**Founding Co-Sponsors**

