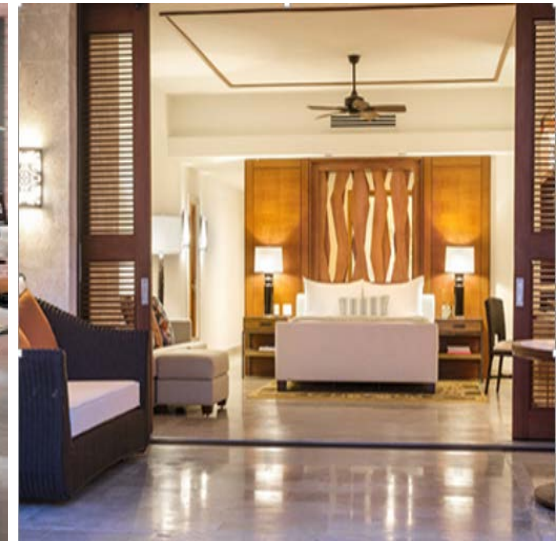




# Kimball<sup>®</sup> International

## Indiana Partners for Pollution Prevention



# Who We Are

We are a leading manufacturer of design driven, technology savvy, high quality furnishings providing solutions for the workplace, learning, healing, and hospitality environments.

Our unifying bond throughout everything we do is our long-standing Guiding Principles, which are built upon honesty and integrity and promote a long-term view of relationships with customers, employees, suppliers, and communities in which we operate.



Inspiring a better way to...  
work, heal, learn and play.



# Vertical Markets We Serve



Commercial



Hospitality



Finance

Government



Education

Healthcare



# Our Brands and Who We Serve

## Brands

### Kimball®Office

Design driven, tech savvy brand tailoring solutions that provide better workplace, learning and healing environments. Our broad product portfolio offers unlimited possibilities that are inspiring, productive, and environmentally responsible

### NATIONAL® | Furniture with Personality®

Furniture solutions to address a variety of industries and price points, including private offices, open/collaborative, conference/training rooms, lobby and dining/lounge areas

### Kimball®Hospitality

In-room and public space furniture solutions for hotel properties, condominiums, and mixed use developments. Largest hotel in-room casegoods and seating manufacturer in the US.

## Representative Customers



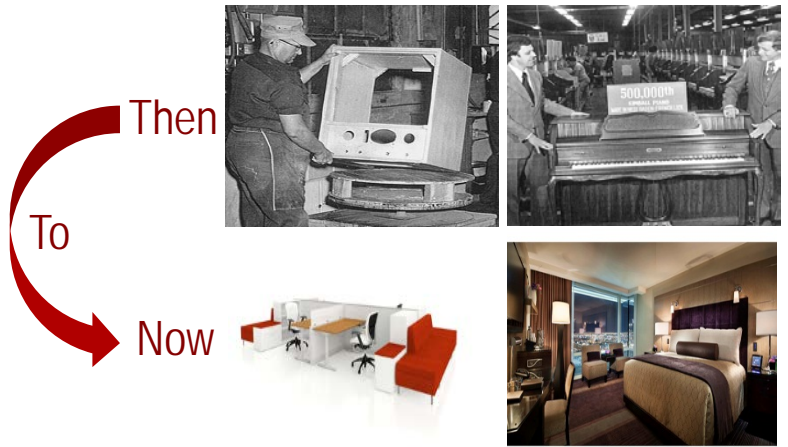
# Some Current Stats

- Sales of \$600 Million in Fiscal Year 2015
- 3100 Employees World Wide.
- 11 Manufacturing Plants
  - Indiana, Kentucky, Virginia, and Idaho
- 12 Showrooms
  - Chicago, Boston, Dallas, Atlanta, New York, Los Angeles, San Francisco, Washington DC, & Jasper
- 8 Administrative Buildings / Warehouses
  - Recycling Center, R&D / Education Center, Corporate Headquarters, Hangar, Rep office in China, 3 Logistics Warehouses in Indiana.
- Fleet

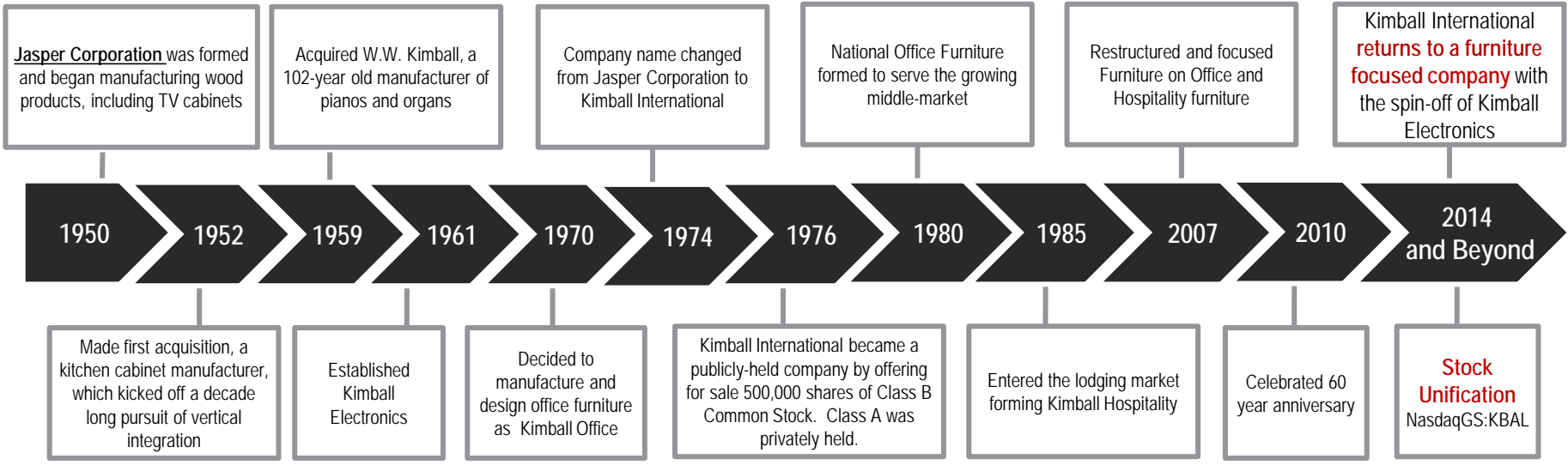
# Now a Focused Furniture Company (Spins Off Electronics in Oct'14)

*Kimball International has evolved, changed and grown into a major furniture player over the last 65 years*

- Founded in 1950 as a small contract furniture manufacturing company.
- Through acquisitions and strategic initiatives, Kimball International grew into the streamlined furniture provider that it is today.
- Today, Kimball Office, National Office Furniture and Kimball Hospitality are all recognized brands in their respective furniture categories



## 60+ Year History of Quality and Craftsmanship





# The Evolving Office Landscape



Evolving from this. . . . .

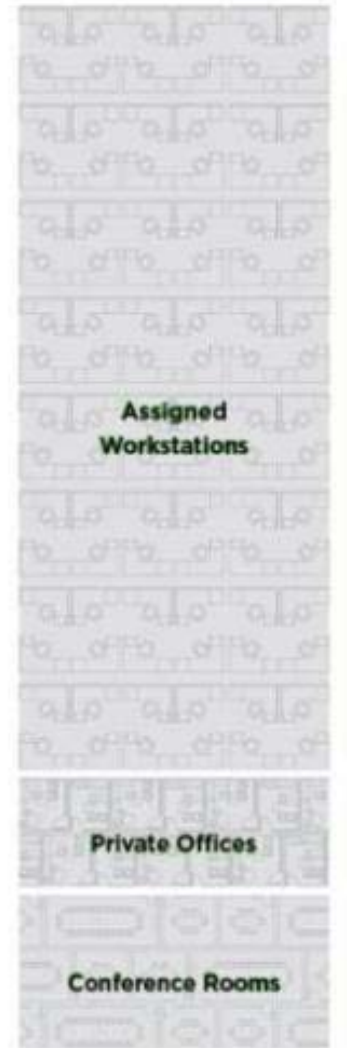
. . . . . To today



# The Evolving Office Landscape

## Traditional Space Planning

- *Increased mobility/technology requires flexible work space*
- *Shifting to more open and collaborative office layouts to promote teamwork*
- *Promotion of healthy work environments*
- *Real Estate Optimization*
- *Change is driving furniture demand*



Moving from  
assigned  
workstations to  
space designed  
around work  
modes

## Activity-Based Planning





# Sampling of Kimball Office New Product



# Sampling of Kimball Office New Product



Kimball® Health





# Sampling of National New Products

ESSAY™ SEATING



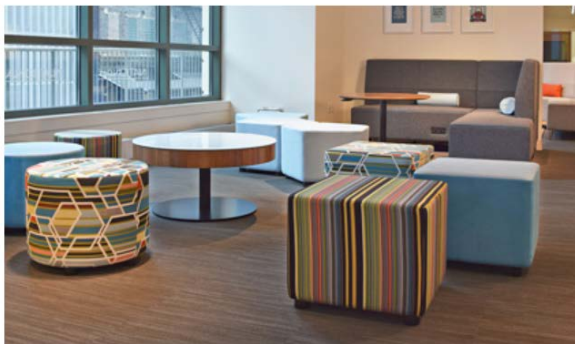
MIO™ COLLABORATIVE TABLES



FRINGE™ LOUNGE



WHIMSY™ IMPROMPTU SEATING



FOLD™ FLIP/NEST TABLES



# Sampling of Kimball Hospitality Product Offering

## Kimball Hospitality

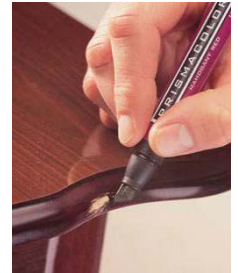
### Casegoods



### Seating



### Customer Service



#### Furniture Subtypes / Services

- Custom
- Program
- Collections
- Fabric
- Finishes
- Upholstered headboards

- Custom
- Individual
- Multi-person

- Product Development
- Project Management
- Order Fulfillment
- Supply Chain
- Quality
- Logistics
- Service



# Sample Awards and Recognitions



**BEST of year** INTERIOR DESIGN  
2015



2014 Dealers' Choice Survey  
Winner: National –Tables  
and Second Place -  
Casegoods



INTERIOR DESIGN  
**BEST OF**  
**YEAR HONOREE**  
**2014**

**contract**

Contract Magazine  
Top 10 Brand in  
Desks/Credenzas

**METROPOLIS** Likes  
All the Best from  
NEOCON 2014



This workplace has been recognized  
by the American Heart Association  
for meeting criteria for employee wellness.

