

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: June 19, 2019
(Date of earliest event reported)

HERMAN MILLER, INC.

(Exact name of registrant as specified in its charter)

Michigan
(State or Other Jurisdiction of
incorporation)

001-15141
(Commission File No.)

38-0837640
(IRS Employer
Identification no.)

855 East Main Avenue
Zeeland, Michigan
(Address of Principal Executive Offices)

49464
(Zip Code)

(616) 654-3000

(Registrant's Telephone Number, Including Area Code)

Not Applicable

(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):

- ☐ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- ☐ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- ☐ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- ☐ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter). Emerging growth company ☐

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. ☐

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Common Stock	MLHR	NASDAQ-Global Select Market System

Item 8.01. Other Events

Effective in the fourth quarter of fiscal 2019, Herman Miller, Inc. (the "Company") has revised its reportable segments to combine the Specialty reportable segment with the North American Furniture Solutions reportable segment. The newly combined segment is called "North America Contract". There were no changes to the Company's ELA Furniture Solutions ("ELA") and Consumer segments, but each has been renamed. Effective in the fourth quarter of fiscal 2019, ELA is now named "International Contract" and Consumer is named "Retail".

As a result of these changes to segment reporting, the Company has updated its historical segment data for the 9 month period ended March 2, 2019 and the fiscal year ended June 2, 2018 and will make it available through the "Investors" section on the Company's website at www.hermanmiller.com. Also, a copy of the supplemental financial data of the revised segment data for the 9 month period ended March 2, 2019 and the fiscal year ended June 2, 2018 is attached as Exhibit 99.1.

Item 9.01. Financial Statements and Exhibits**Exhibits.**

99.1 [Supplemental financial data for the 9 month period ended March 2, 2019 and fiscal year ended June 2, 2018](#)

SIGNATURE

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

Dated: June 19, 2019

HERMAN MILLER, INC.

(Registrant)

/s/ Kevin J. Veltman

By: Kevin J. Veltman

Vice President of Investor Relations & Treasurer
(Duly Authorized Signatory for Registrant)

Herman Miller, Inc. Supplemental Financial Data
Revised Quarterly Segment Data for the 9 Months Ended March 2, 2019 and Fiscal Year Ended June 2, 2018
(Unaudited) (\$ in millions)

I. Segment Information

Effective in the fourth quarter of fiscal 2019, Herman Miller, Inc. (the "Company") has revised its reportable segments to combine the Specialty reportable segment with the North American Furniture Solutions reportable segment. The newly combined segment is called "North America Contract". There were no changes to the Company's ELA Furniture Solutions ("ELA") and Consumer segments, but each has been renamed. Effective in the fourth quarter of fiscal 2019, ELA is now named "International Contract" and Consumer is named "Retail".

The Specialty segment (Maharam, Geiger, Nemschoff and the Herman Miller Collection) has been combined with the North America Contract segment under a common segment manager as of the the fourth quarter fiscal 2019. The change in operating segments reflect the basis of how the Company internally reports and evaluates financial information used to make operating decisions.

The tables below summarize, for the periods indicated, the revised reportable segment and other supplemental data of Herman Miller, Inc.:

Herman Miller, Inc. Supplemental Financial Data
Revised Quarterly Segment Data for the 9 Months ended March 2, 2019 and Fiscal Year Ended June 2, 2018
(Unaudited) (\$ in millions)
A. Quarterly Segment Data for Fiscal 2019

	Three Months Ended						Nine Months Ended	
	March 2, 2019		December 1, 2018		September 1, 2018		March 2, 2019	
<u>North America Contract</u>								
Net Sales	\$ 397.0	100.0%	\$ 434.8	100.0%	\$ 421.0	100.0%	\$ 1,252.8	100.0%
Gross Margin (1)	136.6	34.4%	152.0	35.0%	147.6	35.1%	436.2	34.8%
Operating Expenses	96.4	24.3%	100.8	23.2%	99.5	23.6%	296.7	23.7%
Operating Earnings (1)	\$ 40.2	10.1%	\$ 51.2	11.8%	\$ 48.1	11.4%	\$ 139.5	11.1%
<u>International Contract</u>								
Net Sales	\$ 126.0	100.0%	\$ 118.5	100.0%	\$ 115.4	100.0%	\$ 359.9	100.0%
Gross Margin	42.1	33.4%	39.7	33.5%	38.1	33.0%	119.9	33.3%
Operating Expenses	25.8	20.5%	25.9	21.9%	27.6	23.9%	79.3	22.0%
Operating Earnings (1)	\$ 16.3	12.9%	\$ 13.8	11.6%	\$ 10.5	9.1%	\$ 40.6	11.3%
<u>Retail</u>								
Net Sales	\$ 96.0	100.0%	\$ 99.3	100.0%	\$ 88.2	100.0%	\$ 283.5	100.0%
Gross Margin (1)	42.3	44.1%	43.9	44.2%	39.4	44.7%	125.6	44.3%
Operating Expenses	40.0	41.7%	42.1	42.4%	37.3	42.3%	119.4	42.1%
Operating Earnings (1)	\$ 2.3	2.4%	\$ 1.8	1.8%	\$ 2.1	2.4%	\$ 6.2	2.2%
<u>Corporate</u>								
Operating Expenses (1)	(11.0)	—%	(13.7)	—%	(14.7)	—%	(39.4)	—%
Operating Loss	\$ (11.0)	—%	\$ (13.7)	—%	\$ (14.7)	—%	\$ (39.4)	—%
<u>Herman Miller, Inc.</u>								
Net Sales	\$ 619.0	100.0%	\$ 652.6	100.0%	\$ 624.6	100.0%	\$ 1,896.2	100.0%
Gross Margin	221.0	35.7%	235.6	36.1%	225.1	36.0%	681.7	36.0%
Operating Expenses	173.2	28.0%	182.5	28.0%	179.1	28.7%	534.8	28.2%
Operating Earnings	\$ 47.8	7.7%	\$ 53.1	8.1%	\$ 46.0	7.4%	\$ 146.9	7.7%

(1) The sum of the quarters does not equal the annual balance reflected in the most recently issued Consolidated Statements of Comprehensive Income due to rounding associated with the calculations on an individual quarter basis.

Herman Miller, Inc. Supplemental Financial Data
Revised Quarterly Segment Data for the 9 Months ended March 2, 2019 and Fiscal Year Ended June 2, 2018
(Unaudited) (\$ in millions)
B. Quarterly Segment Data for Fiscal 2018

	Three Months Ended									Twelve Months Ended		
	June 2, 2018		March 3, 2018		December 2, 2017		September 2, 2017		June 2, 2018			
<u>North America Contract</u>												
Net Sales (1)	\$	392.4	100.0%	\$	389.0	100.0%	\$	404.9	100.0%	\$	1,590.0	100.0%
Gross Margin		139.1	35.4%		132.7	34.1%		145.2	35.9%		565.5	35.6%
Operating Expenses		101.2	25.8%		92.9	23.9%		98.0	24.2%		390.3	24.5%
Operating Earnings	\$	37.9	9.7%	\$	39.8	10.2%	\$	47.2	11.7%	\$	175.2	11.0%
<u>International Contract</u>												
Net Sales (1)	\$	125.4	100.0%	\$	102.6	100.0%	\$	113.0	100.0%	\$	434.4	100.0%
Gross Margin (1)		40.9	32.6%		33.2	32.4%		38.4	34.0%		144.3	33.2%
Operating Expenses		31.1	24.8%		25.6	25.0%		25.7	22.7%		107.6	24.8%
Operating Earnings	\$	9.8	7.8%	\$	7.6	7.4%	\$	12.7	11.2%	\$	36.7	8.4%
<u>Retail</u>												
Net Sales	\$	100.2	100.0%	\$	86.8	100.0%	\$	86.7	100.0%	\$	356.9	100.0%
Gross Margin		48.3	48.2%		39.9	46.0%		38.5	44.4%		163.3	45.8%
Operating Expenses		39.9	39.8%		35.7	41.1%		37.5	43.3%		149.4	41.9%
Operating Earnings	\$	8.4	8.4%	\$	4.2	4.8%	\$	1.0	1.2%	\$	13.9	3.9%
<u>Corporate</u>												
Operating Expenses		(15.6)	—%		(12.9)	—%		(10.5)	—%		(47.1)	—
Operating Loss	\$	(15.6)	—%	\$	(12.9)	—%	\$	(10.5)	—%	\$	(47.1)	\$ —
<u>Herman Miller, Inc.</u>												
Net Sales (1)	\$	618.0	100.0%	\$	578.4	100.0%	\$	604.6	100.0%	\$	2,381.3	100.0%
Gross Margin		228.3	36.9%		205.8	35.6%		222.1	36.7%		873.0	36.7%
Operating Expenses		187.8	30.4%		167.1	28.9%		171.7	28.4%		694.3	29.2%
Operating Earnings	\$	40.5	6.6%	\$	38.7	6.7%	\$	50.4	8.3%	\$	178.7	7.5%

(1) The sum of the quarters does not equal the annual balance reflected in the most recently issued Consolidated Statements of Comprehensive Income due to rounding associated with the calculations on an individual quarter basis.

Herman Miller, Inc. Supplemental Financial Data

Revised Quarterly Segment Data for the 9 Months Ended March 2, 2019 and Fiscal Year Ended June 2, 2018

(Unaudited) (\$ in millions)

II. Non-GAAP Financial Measures

This presentation contains certain non-GAAP financial measures, including Adjusted Operating Earnings (Loss) and Organic Growth (Decline). Adjusted Operating Earnings (Loss) represents reported operating earnings plus restructuring and impairment expenses, and other special charges. Organic Growth (Decline) represents the change in sales and orders, excluding currency translation effects, the impact of reclassification related to the new revenue recognition standard (ASC 606), the impact of acquisitions, divestitures and changes in shipping terms. The Company believes these non-GAAP measures are useful for investors as they provide financial information on a more comparative basis for the periods presented.

Adjusted Operating Earnings (Loss) and Organic Growth (Decline) are not measurements of our financial performance under GAAP and should not be considered an alternative to the related GAAP measurement. These non-GAAP measures have limitations as analytical tools and should not be considered in isolation or as a substitute for analysis of our results as reported under GAAP. Our presentation of non-GAAP measures should not be construed as an indication that our future results will be unaffected by unusual or infrequent items. We compensate for these limitations by providing equal prominence of our GAAP results.

Herman Miller, Inc. Supplemental Financial Data
Revised Quarterly Segment Data for the 9 Months ended March 2, 2019 and Fiscal Year Ended June 2, 2018
(Unaudited) (\$ in millions)
A. Quarterly Segment Data for Fiscal 2019

	Three Months Ended						Nine Months Ended	
	March 2, 2019		December 1, 2018		September 1, 2018		March 2, 2019	
<u>North America Contract</u>								
Net Sales	\$ 397.0	100.0%	\$ 434.8	100.0%	\$ 421.0	100.0%	\$ 1,252.8	100.0%
Gross Margin (1)	136.6	34.4%	152.0	35.0%	147.6	35.1%	436.2	34.8%
Operating Expenses	96.4	24.3%	100.8	23.2%	99.5	23.6%	296.7	23.7%
Operating Earnings (1)	40.2	10.1%	51.2	11.8%	48.1	11.4%	139.5	11.1%
Adjusted Operating Earnings	\$ 40.2	10.1%	\$ 51.2	11.8%	\$ 48.1	11.4%	\$ 139.5	11.1%
<u>International Contract</u>								
Net Sales	\$ 126.0	100.0%	\$ 118.5	100.0%	\$ 115.4	100.0%	\$ 359.9	100.0%
Gross Margin	42.1	33.4%	39.7	33.5%	38.1	33.0%	119.9	33.3%
Operating Expenses	25.8	20.5%	25.9	21.9%	27.6	23.9%	79.3	22.0%
Operating Earnings (1)	16.3	12.9%	13.8	11.6%	10.5	9.1%	40.6	11.3%
<u>Adjustments</u>								
Special Charges	—	—%	0.2	—%	0.1	—%	0.3	—%
Restructuring and Impairment	0.3	—%	0.3	—%	1.1	—%	1.7	—%
Adjusted Operating Earnings	\$ 16.6	13.2%	\$ 14.3	12.1%	\$ 11.7	10.1%	\$ 42.6	11.8%
<u>Retail</u>								
Net Sales	\$ 96.0	100.0%	\$ 99.3	100.0%	\$ 88.2	100.0%	\$ 283.5	100.0%
Gross Margin (1)	42.3	44.1%	43.9	44.2%	39.4	44.7%	125.6	44.3%
Operating Expenses	40.0	41.7%	42.1	42.4%	37.3	42.3%	119.4	42.1%
Operating Earnings (1)	2.3	2.4%	1.8	1.8%	2.1	2.4%	6.2	2.2%
Adjusted Operating Earnings	\$ 2.3	2.4%	\$ 1.8	1.8%	\$ 2.1	2.4%	\$ 6.2	2.2%
<u>Corporate</u>								
Operating Loss (1)	\$ (11.0)	—%	\$ (13.7)	—%	\$ (14.7)	—%	\$ (39.4)	—%
<u>Adjustments</u>								
Special Charges	0.5	—%	5.5	—%	5.0	—%	11.0	—%
Adjusted Operating Loss	\$ (10.5)	95.5%	\$ (8.2)	59.9%	\$ (9.7)	66.0%	\$ (28.4)	72.1%
<u>Herman Miller, Inc.</u>								
Net Sales	\$ 619.0	100.0%	\$ 652.6	100.0%	\$ 624.6	100.0%	\$ 1,896.2	100.0%
Gross Margin	221.0	35.7%	235.6	36.1%	225.1	36.0%	681.7	36.0%
Operating Expenses	173.2	28.0%	182.5	28.0%	179.1	28.7%	534.8	28.2%
Operating Earnings	47.8	7.7%	53.1	8.1%	46.0	7.4%	146.9	7.7%
<u>Adjustments</u>								
Special Charges	0.5	—%	5.7	—%	5.1	—%	11.3	—%
Restructuring and Impairment	0.3	—%	0.3	—%	1.1	—%	1.7	—%
Adjusted Operating Earnings	\$ 48.6	7.9%	\$ 59.1	9.1%	\$ 52.2	8.4%	\$ 159.9	8.4%

(1) The sum of the quarters does not equal the annual balance reflected in the most recently issued Consolidated Statements of Comprehensive Income due to rounding associated with the calculations on an individual quarter basis.

Herman Miller, Inc. Supplemental Financial Data

Revised Quarterly Segment Data for the 9 Months ended March 2, 2019 and Fiscal Year Ended June 2, 2018

(Unaudited) (\$ in millions)

B. Quarterly Segment Data for Fiscal 2018

	Three Months Ended								Twelve Months Ended	
	June 2, 2018		March 3, 2018		December 2, 2017		September 2, 2017		June 2, 2018	
North America Contract										
Net Sales (1)	\$ 392.4	100.0%	\$ 389.0	100.0%	\$ 404.9	100.0%	\$ 403.7	100.0%	\$ 1,590.0	100.0%
Gross Margin	139.1	35.4%	132.7	34.1%	145.2	35.9%	148.5	36.8%	565.5	35.6%
Operating Expenses	101.2	25.8%	92.9	23.9%	98.0	24.2%	98.2	24.3%	390.3	24.5%
Operating Earnings	37.9	9.7%	39.8	10.2%	47.2	11.7%	50.3	12.5%	175.2	11.0%
Adjustments										
Restructuring and Impairment	—	—%	—	—%	0.5	—%	1.4	—%	1.9	—%
Adjusted Operating Earnings	\$ 37.9	9.7%	\$ 39.8	10.2%	\$ 47.7	11.8%	\$ 51.7	12.8%	\$ 177.1	11.1%
International Contract										
Net Sales (1)	\$ 125.4	100.0%	\$ 102.6	100.0%	\$ 113.0	100.0%	\$ 93.4	100.0%	\$ 434.4	100.0%
Gross Margin (1)	40.9	32.6%	33.2	32.4%	38.4	34.0%	31.8	34.0%	144.3	33.2%
Operating Expenses	31.1	24.8%	25.6	25.0%	25.7	22.7%	25.2	27.0%	107.6	24.8%
Operating Earnings	9.8	7.8%	7.6	7.4%	12.7	11.2%	6.6	7.1%	36.7	8.4%
Adjustments										
Special Charges	2.0	—%	0.3	—%	—	—%	—	—%	2.3	—%
Restructuring and Impairment	3.9	—%	—	—%	—	—%	—	—%	3.9	—%
Adjusted Operating Earnings	\$ 15.7	12.5%	\$ 7.9	7.7%	\$ 12.7	11.2%	\$ 6.6	7.1%	\$ 42.9	9.9%
Retail										
Net Sales	\$ 100.2	100.0%	\$ 86.8	100.0%	\$ 86.7	100.0%	\$ 83.2	100.0%	\$ 356.9	100.0%
Gross Margin	48.3	48.2%	39.9	46.0%	38.5	44.4%	36.6	44.0%	163.3	45.8%
Operating Expenses	39.9	39.8%	35.7	41.1%	37.5	43.3%	36.3	43.6%	149.4	41.9%
Operating Earnings	8.4	8.4%	4.2	4.8%	1.0	1.2%	0.3	0.4%	13.9	3.9%
Adjusted Operating Earnings	\$ 8.4	8.4%	\$ 4.2	4.8%	\$ 1.0	1.2%	\$ 0.3	0.4%	\$ 13.9	3.9%
Corporate										
Operating Loss	\$ (15.6)	—%	\$ (12.9)	—%	\$ (10.5)	—%	\$ (8.1)	—%	\$ (47.1)	—%
Adjustments										
Special Charges	5.9	—%	3.6	—%	1.2	—%	0.7	—%	11.4	—%
Adjusted Operating Loss	\$ (9.7)	62.2%	\$ (9.3)	72.1%	\$ (9.3)	88.6%	\$ (7.4)	91.4%	\$ (35.7)	75.8%
Herman Miller, Inc.										
Net Sales	\$ 618.0	100.0%	\$ 578.4	100.0%	\$ 604.6	100.0%	\$ 580.3	100.0%	\$ 2,381.2	100.0%
Gross Margin	228.3	36.9%	205.8	35.6%	222.1	36.7%	216.9	37.4%	873.0	36.7%
Operating Expenses	187.8	30.4%	167.1	28.9%	171.7	28.4%	167.8	28.9%	694.3	29.2%
Operating Earnings	40.5	6.6%	38.7	6.7%	50.4	8.3%	49.1	8.5%	178.7	7.5%
Adjustments										
Special Charges	7.9	—%	3.9	—%	1.2	—%	0.7	—%	13.7	—%
Restructuring and Impairment	3.9	—%	—	—%	0.5	—%	1.4	—%	5.8	—%
Adjusted Operating Earnings	\$ 52.3	8.5%	\$ 42.6	7.4%	\$ 52.1	8.6%	\$ 51.2	8.8%	\$ 198.2	8.3%

(1) The sum of the quarters does not equal the annual balance reflected in the most recently issued Consolidated Statements of Comprehensive Income due to rounding associated with the calculations on an individual quarter basis.

Herman Miller, Inc. Supplemental Financial Data

Revised Quarterly Segment Data for the 9 Months Ended March 2, 2019 and 9 Months Ended March 3, 2018

(Unaudited) (\$ in millions)

C. Organic Sales Growth (Decline) by Segment

	Fiscal 2019				Fiscal 2018			
	Three Months Ended			YTD	Three Months Ended			YTD
	March 2, 2019	December 1, 2018	September 1, 2018	March 2, 2019	March 3, 2018	December 2, 2017	September 2, 2017	March 3, 2018
<u>North America Contract</u>								
Net Sales (1)	\$ 397.0	\$ 434.8	\$ 421.0	\$ 1,252.8	\$ 389.0	\$ 404.9	\$ 403.7	\$ 1,197.6
% change from prior year	2.1%	7.4%	4.3%	4.6%				
<u>Proforma Adjustments</u>								
Dealer Divestitures	—	—	—	—	—	—	(0.8)	(0.8)
Impact of Reclassification Related to New Revenue Recognition Standard	—	—	—	—	6.6	5.9	5.2	17.7
Currency Translation Effects	1.3	1.0	0.5	2.8	—	—	—	—
Net Sales, proforma	\$ 398.3	\$ 435.8	\$ 421.5	\$ 1,255.6	\$ 395.6	\$ 410.8	\$ 408.1	\$ 1,214.5
% change from prior year	0.7%	6.1%	3.3%	3.4%				

<u>International Contract</u>								
Net Sales	\$ 126.0	\$ 118.5	\$ 115.4	\$ 359.9	\$ 102.6	\$ 113.0	\$ 93.4	\$ 309.0
% change from prior year	22.8%	4.9%	23.6%	16.5%				
<u>Proforma Adjustments</u>								
Impact of Reclassification Related to New Revenue Recognition Standard	—	—	—	—	2.6	3.4	2.1	8.1
Currency Translation Effects	4.0	2.9	1.2	8.1	—	—	—	—
Net Sales, proforma	\$ 130.0	\$ 121.4	\$ 116.6	\$ 368.0	\$ 105.2	\$ 116.4	\$ 95.5	\$ 317.1
% change from prior year	23.6%	4.3%	22.1%	16.1%				

<u>Retail</u>								
Net Sales	\$ 96.0	\$ 99.3	\$ 88.2	\$ 283.5	\$ 86.8	\$ 86.7	\$ 83.2	\$ 256.7
% change from prior year	10.6%	14.5%	6.0%	10.4%				
<u>Proforma Adjustments</u>								
Currency Translation Effects	0.1	0.1	—	0.2	—	—	—	—
Impact of Change in DWR Shipping Terms	—	—	—	—	—	—	(5.0)	(5.0)
Net Sales, proforma	\$ 96.1	\$ 99.4	\$ 88.2	\$ 283.7	\$ 86.8	\$ 86.7	\$ 78.2	\$ 251.7
% change from prior year	10.7%	14.6%	12.8%	12.7%				

<u>Herman Miller, Inc.</u>								
Net Sales	\$ 619.0	\$ 652.6	\$ 624.6	\$ 1,896.2	\$ 578.4	\$ 604.6	\$ 580.3	\$ 1,763.3
% change from prior year	7.0%	7.9%	7.6%	7.5%				
<u>Proforma Adjustments</u>								
Dealer Divestitures	—	—	—	—	—	—	(0.8)	(0.8)
Impact of Reclassification Related to New Revenue Recognition Standard	—	—	—	—	9.2	9.3	7.3	25.8
Currency Translation Effects	5.4	4.0	1.7	11.1	—	—	—	—
Impact of Change in DWR Shipping Terms	—	—	—	—	—	—	(5.0)	(5.0)
Net Sales, proforma	\$ 624.4	\$ 656.6	\$ 626.3	\$ 1,907.3	\$ 587.6	\$ 613.9	\$ 581.8	\$ 1,783.3
% change from prior year	6.3%	7.0%	7.6%	7.0%				

(1) The sum of the quarters does not equal the annual balance reflected in the most recently issued Consolidated Statements of Comprehensive Income due to rounding associated with the calculations on an individual quarter basis.

Herman Miller, Inc. Supplemental Financial Data

Revised Quarterly Segment Data for the 9 Months Ended March 2, 2019 and 9 Months Ended March 3, 2018

(Unaudited) (\$ in millions)

D. Organic Orders Growth (Decline) by Segment

	Fiscal 2019				Fiscal 2018			
	Three Months Ended			YTD	Three Months Ended			YTD
	March 2, 2019	December 1, 2018	September 1, 2018	March 2, 2019	March 3, 2018	December 2, 2017	September 2, 2017	March 3, 2018
<u>North America Contract</u>								
Orders, as reported	\$ 390.9	\$ 457.7	\$ 425.1	\$ 1,273.7	\$ 365.9	\$ 418.2	\$ 410.2	\$ 1,194.3
% change from prior year	6.8%	9.4%	3.6%	6.6%				
<u>Proforma Adjustments</u>								
Dealer Divestitures	—	—	—	—	—	—	(2.2)	(2.2)
Impact of Reclassification Related to New Revenue Recognition Standard	—	—	—	—	4.8	7.5	5.5	17.8
Currency Translation Effects (1)	1.3	0.9	0.6	2.8	—	—	—	—
Orders, organic	\$ 392.2	\$ 458.6	\$ 425.7	\$ 1,276.5	\$ 370.7	\$ 425.7	\$ 413.5	\$ 1,209.9
% change from prior year	5.8%	7.7%	3.0%	5.5%				

<u>International Contract</u>								
Orders, as reported	\$ 127.0	\$ 137.3	\$ 125.0	\$ 389.3	\$ 113.9	\$ 118.0	\$ 108.5	\$ 340.4
% change from prior year	11.5%	16.4%	15.2%	14.4%				
<u>Proforma Adjustments</u>								
Impact of Reclassification Related to New Revenue Recognition Standard	—	—	—	—	3.6	3.4	2.1	9.1
Currency Translation Effects	3.0	2.4	1.5	6.9	—	—	—	—
Orders, organic	\$ 130.0	\$ 139.7	\$ 126.5	\$ 396.2	\$ 117.5	\$ 121.4	\$ 110.6	\$ 349.5
% change from prior year	10.6%	15.1%	14.4%	13.4%				

<u>Retail</u>								
Orders, as reported	\$ 92.8	\$ 107.6	\$ 80.5	\$ 280.9	\$ 83.4	\$ 93.2	\$ 76.1	\$ 252.7
% change from prior year	11.3%	15.5%	5.8%	11.2%				
<u>Proforma Adjustments</u>								
Currency Translation Effects	0.1	0.1	—	0.2	—	—	—	—
Orders, organic	\$ 92.9	\$ 107.7	\$ 80.5	\$ 281.1	\$ 83.4	\$ 93.2	\$ 76.1	\$ 252.7
% change from prior year	11.4%	15.6%	5.8%	11.2%				

<u>Herman Miller, Inc.</u>								
Orders, as reported	\$ 610.7	\$ 702.6	\$ 630.6	\$ 1,943.9	\$ 563.2	\$ 629.4	\$ 594.8	\$ 1,787.4
% change from prior year	8.4%	11.6%	6.0%	8.8%				
<u>Proforma Adjustments</u>								
Dealer Divestitures	—	—	—	—	—	—	(2.2)	(2.2)
Impact of Reclassification Related to New Revenue Recognition Standard	—	—	—	—	8.4	10.9	7.6	26.9
Currency Translation Effects (1)	4.4	3.4	2.1	9.9	—	—	—	—
Orders, organic (1)	\$ 615.1	\$ 706.0	\$ 632.7	\$ 1,953.8	\$ 571.6	\$ 640.3	\$ 600.2	\$ 1,812.1
% change from prior year	7.6%	10.3%	5.4%	7.8%				

(1) The sum of the quarters does not equal the annual balance reflected in the most recently issued Consolidated Statements of Comprehensive Income due to rounding associated with the calculations on an individual quarter basis.