

Tempur-Pedic International Inc. (TPX) -- Historical Net Sales Information Using New Product and Channel Level Categories

Tempur-Pedic International Inc. (the "Company" or "Tempur-Pedic") has updated its product reporting methodology in light of the Sealy acquisition. Going forward, the Company will provide product level net sales data for "Bedding" and "Other products". "Bedding" includes mattresses, foundations and adjustable foundations and "Other products" include pillows and various other comfort products and components. Historically, the Company has provided product level net sales data using the categories "Mattress", "Pillows" and "Other", which primarily included adjustable bed bases and foundations and other comfort products.

Set forth below are tables showing the Company's historical net sales data using the new product level sales categories for 2011 and 2012, by quarter and full year. The information presented is for Tempur-Pedic only, and does not include any information for Sealy Corporation. In addition, the information presented only reflects the recategorization of product level net sales data and no other adjustments to the historical information have been made.

(\$ in millions)

2012 Quarterly - Product

1Q 2012		Tempur North	Tempur
Ended March 31	Consolidated	America	International
Bedding	333.7	244.5	89.2
Other products	50.7	24.5	26.2
Total Sales	\$384.4	\$269.0	\$115.4

2Q 2012		Tempur North	Tempur
Ended June 30	Consolidated	America	International
Bedding	289.2	210.5	78.7
Other products	40.3	16.1	24.2
Total Sales	\$329.5	\$226.6	\$102.9

3Q 2012		Tempur North	Tempur
Ended September 30	Consolidated	America	International
Bedding	300.4	220.1	80.3
Other products	47.5	20.8	26.7
Total Sales	\$347.9	\$240.9	\$107.0

4Q 2012		Tempur North	Tempur
Ended December 31	Consolidated	America	International
Bedding	291.3	207.1	84.2
Other products	49.8	20.7	29.1
Total Sales	\$341.1	\$227.8	\$113.3

2012 Full Year - Product

FY 2012		Tempur North	Tempur
Ended December 31	Consolidated	America	International
Bedding	1,214.7	882.3	332.4
Other products	188.2	82.0	106.2
Total Sales	\$1,402.9	\$964.3	\$438.6

2011 Quarterly - Product

1Q 2011		Tempur North	Tempur
Ended March 31	Consolidated	America	International
Bedding	280.7	208.1	72.6
Other products	45.1	20.9	24.2
Total Sales	\$325.8	\$229.0	\$96.8

2Q 2011		Tempur North	Tempur
Ended June 30	Consolidated	America	International
Bedding	298.8	228.7	70.1
Other products	43.4	18.4	25.0
Total Sales	\$342.2	\$247.1	\$95.1

3Q 2011		Tempur North	Tempur
Ended September 30	Consolidated	America	International
Bedding	335.9	257.6	78.3
Other products	47.2	21.7	25.5
Total Sales	\$383.1	\$279.3	\$103.8

4Q 2011		Tempur North	Tempur
Ended December 31	Consolidated	America	International
Bedding	311.1	222.3	88.8
Other products	55.7	27.0	28.7
Total Sales	\$366.8	\$249.3	\$117.5

2011 Full Year - Product

FY 2011		Tempur North	Tempur
Ended December 31	Consolidated	America	International
Bedding	1,226.5	916.7	309.8
Other products	191.4	88.0	103.4
Total Sales	\$1,417.9	\$1,004.7	\$413.2

Segment definitions:

"Bedding" include mattresses, foundations and adjustable foundations.

"Other products" includes pillows and various other comfort products and components.

Tempur-Pedic International Inc. (TPX)

The Company has updated its channel reporting methodology in light of the Sealy acquisition. Going forward, the Company will provide channel level net sales data for "Retail", "Direct" and "Other". "Retail" and "Direct" are unchanged from the Company's prior classifications and "Other" now includes third party, health care and hospitality. Historically, the Company has provided channel level net sales data using the following categories: Retail (furniture, bedding and department stores); Direct (direct response, Internet and company-owned stores); Healthcare (hospitals, nursing homes, healthcare professionals and medical retailers); and Third party distributors in countries where Tempur-Pedic does not sell directly through its own subsidiaries.

Set forth below are tables showing the Company's historical sales data using the new channel level sales categories for 2011 and 2012, by quarter and full year. The information presented is for Tempur-Pedic only, and does not include any information for Sealy Corporation. In addition, the information presented only reflects the recategorization of channel level net sales data and no other adjustments to the historical information have been made.

(\$ in millions)

2012 Quarterly - Channel			
1Q 2012		Tempur North	Tempur
Ended March 31	Consolidated	America	International
Retail	337.8	241.6	96.2
Direct	30.9	24.3	6.6
Other	15.7	3.1	12.6
Total Sales	\$384.4	\$269.0	\$115.4

2Q 2012			
Ended June 30	Consolidated	Tempur North	Tempur
		America	International
Retail	288.1	205.9	82.2
Direct	25.4	17.7	7.7
Other	16.0	3.0	13.0
Total Sales	\$329.5	\$226.6	\$102.9

3Q 2012			
Ended September 30	Consolidated	Tempur North	Tempur
		America	International
Retail	306.4	221.2	85.2
Direct	27.1	16.7	10.4
Other	14.4	3.0	11.4
Total Sales	\$347.9	\$240.9	\$107.0

4Q 2012			
Ended December 31	Consolidated	Tempur North	Tempur
		America	International
Retail	295.7	207.8	87.9
Direct	29.8	17.5	12.3
Other	15.6	2.5	13.1
Total Sales	\$341.1	\$227.8	\$113.3

2012 Full Year - Channel			
FY 2012		Tempur North	Tempur
Ended December 31	Consolidated	America	International
Retail	1,228.0	876.5	351.5
Direct	113.2	76.2	37.0
Other	61.7	11.6	50.1
Total Sales	\$1,402.9	\$964.3	\$438.6

2011 Quarterly - Channel			
1Q 2011		Tempur North	Tempur
Ended March 31	Consolidated	America	International
Retail	284.4	208.1	76.3
Direct	23.2	18.0	5.2
Other	18.2	2.9	15.3
Total Sales	\$325.8	\$229.0	\$96.8

2Q 2011			
Ended June 30	Consolidated	Tempur North	Tempur
		America	International
Retail	299.0	227.2	71.8
Direct	22.9	17.3	5.6
Other	20.3	2.6	17.7
Total Sales	\$342.2	\$247.1	\$95.1

3Q 2011			
Ended September 30	Consolidated	Tempur North	Tempur
		America	International
Retail	342.9	257.1	85.8
Direct	25.4	19.6	5.8
Other	14.8	2.6	12.2
Total Sales	\$383.1	\$279.3	\$103.8

4Q 2011			
Ended December 31	Consolidated	Tempur North	Tempur
		America	International
Retail	319.3	225.2	94.1
Direct	28.6	21.1	7.5
Other	18.9	3.0	15.9
Total Sales	\$366.8	\$249.3	\$117.5

2011 Full Year - Channel			
FY 2011		Tempur North	Tempur
Ended December 31	Consolidated	America	International
Retail	1,245.6	917.6	328.0
Direct	100.1	76.0	24.1
Other	72.2	11.1	61.1
Total Sales	\$1,417.9	\$1,004.7	\$413.2

Segment definitions:

"Retail" includes sales to retail customers (e.g. furniture and bedding retailers, department stores, specialty retailers, and warehouse clubs).

"Direct" includes sales to consumers directly through our e-commerce platform, company-owned stores, and call center.

"Other" includes sales to third party distributors, hospitality, and healthcare customers.