**Pricing Update November**

**Exhibit B - Products and Pricing**

The pricing terms for the Master Agreement shall flow down to this PA.

| **Steelcase Products** | **Price List / Order Size (in USD)**  **Discounts off List** | | | | |
| --- | --- | --- | --- | --- | --- |
|  | | Drop Ship | | | |
|  | | $1 - $50,000 List | $50,001 - $150,000 List | $150,001 list and above |
| E-Tables | | 50.76% | 50.76% | 51.76% |
| Orangebox Kirn | | 43.72% | 44.72% | 44.72% |
| Flow | | 43.72% | 44.72% | 44.72% |
| Motif | | 43.72% | 44.72% | 44.72% |
| Sans | | 43.72% | 44.72% | 44.72% |
| 453 Criterion | | 60.80% | 61.81% | 62.82% |
| 462 Leap | | 58.80% | 59.80% | 60.80% |
| 466 Reply | | 55.28% | 55.78% | 56.78% |
| 475 Player | | 58.80% | 59.80% | 61.81% |
| 487 Cachet Seating | | 52.76% | 53.77% | 54.78% |
| 490 Move | | 52.76% | 53.77% | 54.78% |
| Adjustable Tables - Airtouch | | 57.79% | 61.81% | 61.81% |
| Agree Table | | 50.38% | 53.43% | 53.43% |
| Akira Tables | | 50.76% | 51.76% | 52.76% |
| Alight | | 53.77% | 57.79% | 57.79% |
| Amia | | 55.28% | 55.78% | 56.78% |
| Answer | | 66.84% | 68.34% | 69.85% |
| Answer Beam | | 66.84% | 68.34% | 69.85% |
| Answer Fence | | 66.84% | 68.34% | 69.85% |
| Answer Freestanding Desking | | 66.84% | 68.34% | 69.85% |
| Architectural Modular Power | | 51.76% | 53.77% | 53.77% |
| Avenir | | 68.84% | 71.86% | 73.87% |
| B Free - Furniture | | 43.72% | 44.72% | 44.72% |
| B Free - Seating | | 43.72% | 44.72% | 44.72% |
| Bassline | | 53.77% | 57.79% | 57.79% |
| Bivi | | 53.77% | 57.79% | 57.79% |
| Bottomline Task Light | | 49.75% | 50.76% | 50.76% |
| Brody Lounge Seating | | 43.72% | 44.72% | 44.72% |
| Buoy | | 53.77% | 57.79% | 57.79% |
| c:scape | | 50.76% | 52.76% | 55.28% |
| Campfire | | 53.77% | 57.79% | 57.79% |
| Clipper | | 53.77% | 57.79% | 57.79% |
| cobi | | 50.76% | 51.76% | 52.76% |
| Crew Guest Seating | | 53.77% | 57.79% | 57.79% |
| Crew Seating | | 53.77% | 57.79% | 57.79% |
| Divisio Screens | | 50.76% | 52.76% | 55.28% |
| Duo Storage For Answer | | 66.84% | 68.34% | 69.85% |
| Elbrook | | 55.41% | 58.32% | 58.32% |
| Everwall | | 49.75% | 51.60% | 51.60% |
| Flex | | 52.76% | 53.77% | 55.78% |
| Flex Active Frames | | 52.76% | 53.77% | 55.78% |
| Flex Had | | 52.76% | 53.77% | 55.78% |
| FrameOne | | 50.76% | 52.76% | 55.28% |
| Gesture | | 55.28% | 55.78% | 56.78% |
| Groupwork | | 53.77% | 57.79% | 57.79% |
| High Density Storage | | 62.82% | 63.82% | 64.82% |
| i2i | | 50.76% | 51.76% | 52.76% |
| Jacket | | 53.77% | 57.79% | 57.79% |
| Jenny | | 53.77% | 57.79% | 57.79% |
| Kart Seating | | 50.76% | 51.76% | 52.76% |
| Kick | | 66.84% | 66.84% | 66.84% |
| LED Linear | | 49.75% | 50.76% | 50.76% |
| LED Shelf Light | | 49.75% | 50.76% | 50.76% |
| Lite Scale | | 48.49% | 49.75% | 49.75% |
| Max Stacker III | | 57.79% | 58.80% | 59.80% |
| media:scape | | 43.72% | 44.72% | 44.72% |
| Migration SE Bench | | 56.78% | 57.29% | 58.29% |
| Migration SE Desk | | 56.78% | 57.29% | 58.29% |
| Montage | | 66.84% | 68.34% | 69.85% |
| Node | | 54.94% | 57.42% | 57.79% |
| Wiesner Hager Nooi | | 49.75% | 50.76% | 51.76% |
| Ology Bench | | 52.76% | 53.77% | 55.78% |
| Ology Desk | | 52.76% | 53.77% | 55.78% |
| Pathways Power & Communication | | 57.79% | 58.80% | 59.80% |
| Premium Whiteboard | | 49.11% | 52.52% | 52.52% |
| Privacy Walls | | 46.74% | 49.75% | 49.75% |
| Qivi | | 50.76% | 51.76% | 52.76% |
| Qt Pro | | 48.74% | 49.75% | 49.75% |
| Sarto Privacy Modesty Screen | | 50.76% | 51.76% | 52.76% |
| Scoop Stool | | 53.77% | 57.79% | 57.79% |
| Series 9000 | | 68.84% | 71.86% | 73.87% |
| Shortcut | | 53.77% | 57.79% | 57.79% |
| SILQ Seating | | 49.75% | 50.76% | 51.76% |
| Avenue | | 53.77% | 57.79% | 57.79% |
| Simple Tables | | 53.77% | 57.79% | 57.79% |
| Soffio Screen | | 52.76% | 54.78% | 54.78% |
| Standard Lighting | | 66.84% | 66.84% | 66.84% |
| Steelcase Karman | | 54.15% | 56.49% | 56.49% |
| Steelcase Series 1 | | 55.78% | 56.79% | 58.29% |
| Steelcase Series 2 | | 55.28% | 55.78% | 56.78% |
| Tenor | | 51.32% | 54.37% | 55.78% |
| Think - Task | | 55.28% | 55.78% | 56.78% |
| Thread Floor Power System | | 43.72% | 44.72% | 44.72% |
| Tour | | 53.77% | 57.79% | 57.79% |
| TS Bins & Shelves | | 66.84% | 66.84% | 66.84% |
| TS Fixed Pedestals | | 60.80% | 62.82% | 63.82% |
| TS Laterals | | 60.80% | 62.82% | 63.82% |
| TS Lockers | | 60.80% | 62.82% | 63.82% |
| TS Mobile Pedestals | | 60.80% | 62.82% | 63.82% |
| TS Tower Too | | 60.80% | 62.82% | 63.82% |
| TS Underworksurface Latera | | 60.80% | 62.82% | 63.82% |
| TS Worksurfaces | | 66.84% | 66.84% | 66.84% |
| Umami | | 43.72% | 44.72% | 44.72% |
| Low Profile Floor | | 51.76% | 53.77% | 53.77% |
| Universal Bookcases | | 62.82% | 63.82% | 64.82% |
| Universal Combination Cabinets | | 62.82% | 63.82% | 64.82% |
| Universal Hard Surface Screen | | 50.76% | 51.76% | 52.76% |
| Universal ITC/OTC Bins/Shelves | | 66.84% | 68.34% | 69.85% |
| Universal Lateral Files | | 62.82% | 63.82% | 64.82% |
| Universal Pedestals | | 66.84% | 68.34% | 69.85% |
| Universal Privacy Screens | | 52.76% | 54.78% | 54.78% |
| Universal Storage Cabinets | | 62.82% | 63.82% | 64.82% |
| Universal System Worksurface-Wood | | 66.84% | 68.34% | 69.85% |
| Universal Towers | | 62.82% | 63.82% | 64.82% |
| Universal Wardrobe Cabinets | | 62.82% | 63.82% | 64.82% |
| Universal Storage Accessories | | 62.82% | 63.82% | 64.82% |
| Universal System Worksurfaces | | 66.84% | 68.34% | 69.85% |
| Universal Tables | | 66.84% | 68.34% | 69.85% |
| Uno | | 53.77% | 57.79% | 57.79% |
| V.I.A. | | 47.84% | 50.76% | 50.76% |
| Verb | | 52.77% | 54.78% | 54.78% |
| Work Tents | | 49.75% | 53.12% | 53.12% |
| Work Valet | | 51.64% | 54.04% | 54.04% |
| Convey | | 44.72% | 46.74% | 46.74% |
| Embold | | 44.72% | 46.74% | 46.74% |
| Exchange Tables | | 44.72% | 46.74% | 46.74% |
| Folio | | 44.72% | 46.74% | 46.74% |
| Mobile Overbed Tables | | 44.72% | 46.74% | 46.74% |
| Opus | | 44.72% | 46.74% | 46.74% |
| Park | | 44.72% | 46.74% | 46.74% |
| Regard | | 44.72% | 46.74% | 46.74% |
| Senza | | 44.72% | 46.74% | 46.74% |
| Sonata | | 44.72% | 46.74% | 46.74% |
| Surround | | 44.72% | 46.74% | 46.74% |
| Sync | | 44.72% | 46.74% | 46.74% |
| Viccarbe | | 37.82% | 40.55% | 40.55% |
| Belle | | 48.74% | 50.25% | 50.25% |
| Boardwalk | | 48.74% | 50.25% | 50.25% |
| Brighton | | 48.74% | 50.25% | 50.25% |
| Greenpoint Bench | | 48.74% | 50.25% | 50.25% |
| Greenpoint Private Office | | 48.74% | 50.25% | 50.25% |
| Greenpoint Steel Storage | | 48.74% | 50.25% | 50.25% |
| Greenpoint Wood Storage | | 48.74% | 50.25% | 50.25% |
| Mesa | | 48.74% | 50.25% | 50.25% |
| Slope | | 48.74% | 50.25% | 50.25% |
| Sterling | | 48.74% | 50.25% | 50.25% |
| Convene Conference Collection | | 50.76% | 52.76% | 52.76% |
| Currency | | 53.77% | 57.79% | 57.79% |
| Elective Elements | | 52.76% | 54.78% | 54.78% |
| Elective Elements - Parametric | | 52.76% | 54.78% | 54.78% |
| Mackinac | | 50.76% | 52.76% | 52.76% |
| Payback | | 53.77% | 57.79% | 57.79% |
| Siento Seating | | 50.76% | 52.76% | 52.76% |
| Slim Leg Had | | 50.76% | 52.76% | 52.76% |
| Verlay | | 53.77% | 57.79% | 57.79% |
| Victor2 | | 50.76% | 52.76% | 52.76% |
| CF Series Intro | | 48.74% | 49.75% | 49.75% |
| Flex Dock | | 48.74% | 49.75% | 49.75% |
| Flex Mobile Power | | 48.74% | 49.75% | 49.75% |
| Powerstrip Intro | | 48.74% | 49.75% | 49.75% |
| Privacy | | 48.74% | 49.75% | 49.75% |
| West Elm Products (other than Exceptions below) | | 48.74% | 50.25% | 50.25% |
| Collaborative Surfaces Products (other than Exceptions below) | | 43.72% | 44.72% | 44.72% |
| Orangebox Pods Products (other than Exceptions below) | | 42.46% | 43.97% | 43.97% |
| Orangebox Products (other than Exceptions below) | | 43.72% | 44.72% | 44.72% |
| Steelcase Wood Products (other than Exceptions below) | | 50.76% | 52.76% | 52.76% |
| Steelcase Worktools Products (other than Exceptions below) | | 48.74% | 49.75% | 49.75% |
| Steelcase Health Products (other than Exceptions below) | | 44.72% | 46.74% | 46.74% |
| Coalesse Products (other than Exceptions below) | | 50.76% | 50.76% | 51.76% |

**EXCEPTIONS**

* All Price Lists: New Products.
* Coalesse Price Lists: Arzu, Nanimarquina Collection.

**OTHER**

* Terms and conditions for the delivery and installation of architectural products will be negotiated on a project-by-project basis.
* Pricing for service parts will be quoted upon request.
* Orders from more than one Price List may be combined for the purpose of defining Order Size (e.g. Steelcase Steel, Steelcase Wood, and Steelcase Worktools.)
* Customized or otherwise non-standard Products may receive the pricing listed above. In such cases where the pricing differs, list price duration and applicable discounts for such Products will be determined on a project-by-project basis.
* Pricing above is representative of deliveries to commercial sites only. Residential deliveries may be subject to separate terms and conditions (including price) and will be determined on a project-by-project basis.