

HAWORTH

SMB Discount Structure

SMB & SDP for US & Latin America

SMB & SDP for Canada

October 1, 2020

SMB & SDP for US & Latin America

Code	Product Line	SMB	SDP
BC	Compose	82%	73%
CA	Adaptable Components	82%	78%
AC	UniGroup Too	82%	78%
FM	X Files	75%	66%
FP	X Peds	75%	66%
FM2	X Towers & Lockers	75%	66%
RA	Masters	67%	66%
TA	Planes HAT, Hoop	67%	65%
VT	Very Task	67%	65%
ZD	Zody	67%	65%
US	Upside	67%	65%
EN	Enclose	65%	60%
VY	Very Seating (non-task)	65%	60%
YA	Accessories	65%	60%
QA	Sofas and Lounge	65%	60%
IN	Intuity	65%	60%
YA1	Belong Screens	65%	60%
CB	Cabana	65%	60%
QA6	Pip Tables	65%	60%
BH	Behold	65%	60%
RL	Resonate	65%	60%
ST	Soji	60%	60%
JV	Jive	60%	60%
FN	Fern	60%	58%
MR	Maari	60%	58%
CL	Cultivate	60%	58%
ER	Ergotron	60%	58%
JC	Janus et CIE	50%	45%
PD	Pablo Lights	30%	30%

Code	Product Line	SMB	SDP
FA	Premise	N/A	78%
AA	UniGroup	N/A	78%
BA	Places	N/A	78%
IF	if	N/A	78%
JA	Improv	N/A	73%
S1	Look (Sit 10)	N/A	73%
BD	Beside	N/A	66%
VS	V Series Storage	N/A	66%
FM1	X Desks	N/A	66%
ED	Hop Tables	N/A	65%
X9	X99 Seating	N/A	65%
TA1	Planes Fixed Tables	N/A	65%
HC	Haworth Health	N/A	63%
HC1	Atwell	N/A	63%
TK	Workware	N/A	63%
AT	A-Series Storage	N/A	60%
PT	Patterns / Reside	N/A	60%
TV	Trivati	N/A	60%
SU	Suite	N/A	60%
WG	Walls Glass	N/A	60%
IA	Cassis, WD Seating	N/A	60%
CH	Haworth Collection (NA)	N/A	55%
BZ	Buzzispace	N/A	50%
PF	Haworth Collection (PFG)	N/A	43%
GN	Gan Rugs	N/A	30%

To qualify for SMB discounting, orders must be a minimum of \$60,000 list

SMB & SDP for Canada

Code	Product Line	SMB	SDP
BC	Compose	79%	73%
CA	Adaptable Components	79%	77%
AC	UniGroup Too	79%	77%
FM	X Files	71%	66%
FP	X Peds	71%	66%
FM2	X Towers & Lockers	71%	66%
RA	Masters	65%	63%
TA	Planes HAT, Hoop	65%	63%
VT	Very Task	65%	63%
ZD	Zody	65%	63%
US	Upside	65%	63%
EN	Enclose	63%	60%
VY	Very Seating (non-task)	63%	60%
YA	Accessories	63%	60%
QA	Sofas and Lounge	63%	60%
IN	Intuity	63%	60%
YA1	Belong Screens	63%	60%
CB	Cabana	63%	60%
QA6	Pip Tables	63%	60%
BH	Behold	63%	60%
RL	Resonate	63%	58%
ST	Soji	60%	60%
JV	Jive	58%	58%
FN	Fern	58%	58%
MR	Maari	58%	58%
CL	Cultivate	58%	58%
ER	Ergotron	58%	54%
JC	Janus et CIE	43%	38%
PD	Pablo Lights	30%	30%

Code	Product Line	SMB	SDP
FA	Premise	N/A	77%
AA	UniGroup	N/A	77%
BA	Places	N/A	77%
IF	if	N/A	77%
JA	Improv	N/A	70%
S1	Look (Sit 10)	N/A	73%
BD	Beside	N/A	66%
VS	V Series Storage	N/A	66%
FM1	X Desks	N/A	66%
ED	Hop Tables	N/A	63%
X9	X99 Seating	N/A	63%
TA1	Planes Fixed Tables	N/A	63%
HC	Haworth Health	N/A	48%
HC1	Atwell	N/A	48%
TK	Workware	N/A	62%
AT	A-Series Storage	N/A	60%
PT	Patterns / Reside	N/A	60%
TV	Trivati	N/A	60%
SU	Suite	N/A	51%
WG	Walls Glass	N/A	60%
IA	Cassis, WD Seating	N/A	60%
CH	Haworth Collection (NA)	N/A	55%
BZ	Buzzispace	N/A	25%
PF	Haworth Collection (PFG)	N/A	43%
GN	Gan Rugs	N/A	30%

To qualify for SMB discounting, orders must be a minimum of \$60,000 list