**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.