

Financial Tear Sheet

Corporate Profile

Thirty years ago, Sleep Number transformed the mattress industry with the idea that ‘one size does not fit all’ when it comes to sleep. Today, we are the leader in sleep innovation and were ranked “Highest in Customer Satisfaction with Mattresses” by J.D. Power in 2015 and 2016. Our investments over the past five years have further differentiated our brand and strengthened our three competitive advantages: proprietary innovations that provide meaningful sleep benefits for our customers; ongoing customer relationships that are enabled by our direct-to-consumer business model; and exclusive distribution that is highly productive and fueled by our mission-driven sales teams. Sleep Number’s business model enables us to stay focused on what is relevant to our customer while building life-long relationships with our brand. Our team of 3,800 brand ambassadors is dedicated to our mission of improving lives by individualizing sleep experiences. We are driven to improve well-being through better quality sleep.

Stock Performance

Primary IR Contact

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SCSS (Common Stock)

Exchange NASDAQ (US Dollar)

Price **\$34.01**

Change **▲ 1.72 (5.33%)**
(%)

Volume 2,196,771

52 Week Low \$17.95

Market Cap \$1,354,244,190

Rolling EPS 1.41

PE Ratio 22.9053

Shares Outstanding 39,819,000

Data as of 10/20/17 4:00 p.m. ET



Recent Headlines & Events

10/19/17 - 5:58 p.m.
 Sleep Number to Address Sleep Tech at
 Connected Health Conference 2017

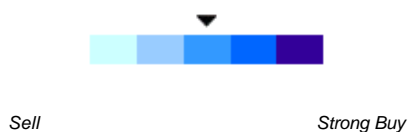
There are currently no events scheduled.

10/17/17 - 4:06 p.m.
 Select Comfort Announces Third Quarter 2017
 Results

10/03/17 - 4:05 p.m.
 Select Comfort Corporation to Announce Third
 Quarter Results

Analyst Estimates / Ratings

Mean Recommendation: **2.6**







EPS Trend

		Current	30 Days Ago	90 Days Ago
QTR	Sep 17	0.68	0.68	0.68
QTR	Dec 17	0.15	0.15	0.15
QTR	Mar 18	0.64	0.64	0.64
QTR	Jun 18	0.09	0.08	0.08
FY	Dec 17	1.39	1.38	1.38
FY	Dec 18	1.71	1.70	1.70

SEC Filings

Year Filter

All Years

Filing Date	Form	
10/17/17	8-K	
10/03/17	4	
10/03/17	8-K	
09/28/17	4	

Corporate Governance

Shelly R. Ibach	<i>President and Chief Executive Officer</i>
Melissa Barra	<i>Senior Vice President, Chief Strategy and Customer Relationship Officer</i>
Annie L. Bloomquist	<i>Senior Vice President and Chief Product Officer</i>
Kevin K. Brown	<i>Senior Vice President and Chief Marketing Officer</i>
David R. Callen	<i>Senior Vice President and Chief Financial Officer</i>
Andy P. Carlin	<i>Executive Vice President, Chief Sales and Service Officer</i>
Patricia A. Dirks	<i>Senior Vice President and Chief Human Capital Officer</i>
Mark A. Kimball	<i>Senior Vice President and Chief Legal and Risk Officer and Secretary</i>

Suresh Krishna *Senior Vice President and
Chief Operations, Supply
Chain and Lean Officer*

Hunter J. Saklad *Senior Vice President,
Chief Information Officer*

Top Holders

	Shares Held	% O/S	Share Change	Filing Date
BlackRock Institutional Trust Company, N.A.	4,695,694	11.4	-116,113	06/30/17
The Vanguard Group, Inc.	4,093,883	10.0	140,801	06/30/17
Disciplined Growth Investors, Inc.	3,728,064	9.1	1,404	06/30/17
Vulcan Value Partners, LLC	3,592,547	8.8	-3,117,071	06/30/17
Dimensional Fund Advisors, L.P.	1,794,801	4.4	-9,109	06/30/17
Acadian Asset Management LLC	1,524,477	3.7	-77,594	09/30/17
Arrowstreet Capital, Limited Partnership	1,065,008	2.6	953,666	06/30/17
State Street Global Advisors (US)	1,021,045	2.5	-34,623	06/30/17
River Road Asset Management, LLC	863,354	2.1	-126,504	06/30/17
Blue Clay Capital Management, LLC	813,517	2.0	-9,780	09/30/16

Data provided by Nasdaq. Minimum 15 minutes delayed.