

# Landlord FAQs

**NOTICE TO LANDLORD PARTNERS.** MATTRESS FIRM HAS RETAINED A&G REALTY PARTNERS TO ASSIST WITH OUR STORE CLOSING AND LEASE RESTRUCTURING PROGRAM. PLEASE CONTACT A&G REALTY PARTNERS AS SOON AS POSSIBLE AT [www.agrealtypartners.com](http://www.agrealtypartners.com) FOR INFORMATION RELATED TO YOUR LEASE(S).

## 1. Why did Mattress Firm choose to initiate a prepackaged restructuring?

- Our goal is to have a national store footprint that gives our guests easy, convenient access to our great products and service. The fact is, we are overstored in certain markets and understored in others. We will be closing stores that are not performing up to our expectations or are situated in areas where we have too many locations too close together.
- We are using this court-supervised process to secure the funding we need to continue investing in our growth and to optimize our portfolio of retail locations.
- This process will allow us to improve our product offering, provide greater value to our guests, strategically expand in existing and new markets, and provide more earning opportunities for our associates.

## 2. Does this mean Mattress Firm is going out of business?

- Mattress Firm is NOT going out of business!
- We fully expect to have the funds we need to run our business and meet our obligations.
- We will continue to serve customers as usual at thousands of stores across the nation and online.
- We anticipate that mattress deliveries will be made as scheduled, and we intend that warranties, guarantees and other customer programs will be honored as usual.

## 3. How many stores are closing? How did you decide which stores to close?

- We intend to close up to 700 stores in total as part of this process, with the first approximately 200 closings expected to be completed in the next few days.
- We are closing stores that are not performing up to our expectations or are situated in areas where we have too many nearby locations.
- Decisions about additional store closings will be made in the next few weeks.

## 4. How will this impact landlords? What are the next steps for landlords?

- We have sent specific rent reduction proposals and other requests to our landlords.
- Please review the proposed lease amendment and, if it meets with your approval, please sign and return it as soon as possible. Electronic signatures and scanned documents are not only acceptable but are encouraged.
- Your cooperation with Mattress Firm will likely determine whether your store will be part of the go-forward company.
- Please contact A&G Realty Partners at [www.agrealtypartners.com](http://www.agrealtypartners.com) as soon as possible for important information related to your lease(s).

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## **5. Where can I go for more information and updates?**

- For information about how the financial restructuring impacts your lease(s) with Mattress Firm, please contact A&G Realty Partners at [www.agrealtypartners.com](http://www.agrealtypartners.com) as soon as possible.
- You can find additional information about Mattress Firm's financial restructuring on our restructuring website, [www.mattressfirm.com/restructuring](http://www.mattressfirm.com/restructuring).