

A. O. SMITH CORPORATION

Business Segments

(dollars in millions)

(unaudited)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2018	2017	2018	2017
	Net sales			
North America	\$ 486.9	\$ 486.0	\$ 1,522.8	\$ 1,444.0
Rest of World	274.1	270.1	876.0	802.4
Inter-segment sales	(6.9)	(6.2)	(23.4)	(18.3)
	\$ 754.1	\$ 749.9	\$ 2,375.4	\$ 2,228.1
Earnings				
North America ⁽¹⁾	\$ 105.6	\$ 110.3	\$ 336.5	\$ 323.7
Rest of World	39.1	33.8	109.8	98.8
Inter-segment earnings elimination	-	(0.1)	-	(0.3)
	144.7	144.0	446.3	422.2
Corporate expense	(11.2)	(9.9)	(36.7)	(35.0)
Interest expense	(2.0)	(2.5)	(6.6)	(7.2)
Earnings before income taxes	131.5	131.6	403.0	380.0
Tax provision	26.9	37.9	85.1	106.2
Net earnings	\$ 104.6	\$ 93.7	\$ 317.9	\$ 273.8
⁽¹⁾ includes restructuring and impairment expenses of:	\$ -	\$ -	\$ 6.7	\$ -