

A. O. SMITH CORPORATION

Business Segments

(dollars in millions)

(unaudited)

	Three Months Ended	
	March 31,	
	2019	2018
Net sales		
North America	\$ 521.8	\$ 501.7
Rest of World	232.1	293.8
Inter-segment sales	(5.7)	(7.5)
	<u>\$ 748.2</u>	<u>\$ 788.0</u>
Earnings		
North America ⁽¹⁾	\$ 116.0	\$ 106.0
Rest of World	12.3	36.1
Inter-segment earnings elimination	-	(0.1)
	<u>128.3</u>	<u>142.0</u>
Corporate expense	(14.7)	(14.3)
Interest expense	<u>(2.0)</u>	<u>(2.3)</u>
Earnings before income taxes	111.6	125.4
Tax provision	22.3	26.6
Net earnings	<u>\$ 89.3</u>	<u>\$ 98.8</u>
⁽¹⁾ includes restructuring and impairment expenses of:	\$ -	\$ 6.7