

A. O. SMITH CORPORATION

Statement of Earnings

(condensed consolidated financial statements -
dollars in millions, except share data)
(unaudited)

	Three Months Ended March 31,	
	<u>2019</u>	<u>2018</u>
Net sales	\$ 748.2	\$ 788.0
Cost of products sold	<u>455.4</u>	<u>466.5</u>
Gross profit	292.8	321.5
Selling, general and administrative expenses	184.7	192.9
Restructuring and impairment expenses	-	6.7
Interest expense	2.0	2.3
Other income	<u>(5.5)</u>	<u>(5.8)</u>
Earnings before provision for income taxes	111.6	125.4
Provision for income taxes	<u>22.3</u>	<u>26.6</u>
Net earnings	\$ <u>89.3</u>	\$ <u>98.8</u>
Diluted earnings per share of common stock	\$ <u>0.53</u>	\$ <u>0.57</u>
Average common shares outstanding (000's omitted)	169,096	173,351