

## A. O. SMITH CORPORATION

### Statement of Earnings

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

	Three Months Ended June 30,		Six Months Ended June 30,	
	2019	2018	2019	2018
Net sales	\$ 765.4	\$ 833.3	\$ 1,513.6	\$ 1,621.3
Cost of products sold	456.7	492.3	912.1	958.8
Gross profit	308.7	341.0	601.5	662.5
Selling, general and administrative expenses	178.7	197.2	363.4	390.1
Restructuring and impairment expenses	-	-	-	6.7
Interest expense	3.4	2.3	5.4	4.6
Other income	(5.6)	(4.6)	(11.1)	(10.4)
Earnings before provision for income taxes	132.2	146.1	243.8	271.5
Provision for income taxes	30.1	31.6	52.4	58.2
<b>Net earnings</b>	<b>\$ 102.1</b>	<b>\$ 114.5</b>	<b>\$ 191.4</b>	<b>\$ 213.3</b>
<b>Diluted earnings per share of common stock</b>	<b>\$ 0.61</b>	<b>\$ 0.66</b>	<b>\$ 1.14</b>	<b>\$ 1.23</b>
Average common shares outstanding (000's omitted)	168,086	172,730	168,588	173,039