

A. O. SMITH CORPORATION

Statement of Earnings

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

	Three Months Ended December 31,		Twelve Months Ended December 31,	
	(unaudited)		(unaudited)	
	2020	2019	2020	2019
Net sales	\$ 834.5	\$ 750.9	\$ 2,895.3	\$ 2,992.7
Cost of products sold	510.4	455.9	1,787.1	1,812.0
Gross profit	324.1	295.0	1,108.2	1,180.7
Selling, general and administrative expenses	171.2	179.9	660.3	715.6
Severance and restructuring expenses	-	-	7.7	-
Interest expense	1.0	2.5	7.3	11.0
Other income	-	(2.9)	(11.0)	(18.0)
Earnings before provision for income taxes	151.9	115.5	443.9	472.1
Provision for income taxes	31.9	24.2	99.0	102.1
Net earnings	\$ 120.0	\$ 91.3	\$ 344.9	\$ 370.0
Diluted earnings per share of common stock	\$ 0.74	\$ 0.56	\$ 2.12	\$ 2.22
Average common shares outstanding (000's omitted)	162,866	164,185	162,604	166,711