

## A. O. SMITH CORPORATION

### Business Segments

(dollars in millions)

(unaudited)

|  | Three Months Ended<br>September 30, |          | Nine Months Ended<br>September 30, |            |
|--|-------------------------------------|----------|------------------------------------|------------|
|  | 2021                                | 2020     | 2021                               | 2020       |
| Net sales  |                                     |          |                                    |            |
| North America  | \$ 658.2                            | \$ 544.0 | \$ 1,814.7                         | \$ 1,557.4 |
| Rest of World  | 263.1                               | 221.4    | 748.6                              | 521.3      |
| Inter-segment sales  | (6.7)                               | (5.4)    | (19.9)                             | (17.9)     |
|  | \$ 914.6                            | \$ 760.0 | \$ 2,543.4                         | \$ 2,060.8 |
| Earnings (losses)  |                                     |          |                                    |            |
| North America <sup>(1)</sup>                                     | \$ 151.8                            | \$ 133.1 | \$ 423.9                           | \$ 365.6   |
| Rest of World <sup>(2)</sup>                                     | 26.8                                | 16.7     | 60.9                               | (31.3)     |
| Inter-segment earnings elimination                               | (0.1)                               | -        | (0.1)                              | (0.3)      |
|  | 178.5                               | 149.8    | 484.7                              | 334.0      |
| Corporate expense  | (11.1)                              | (10.9)   | (38.0)                             | (35.7)     |
| Interest expense   | (1.0)                               | (1.6)    | (2.9)                              | (6.3)      |
| Earnings before income taxes                                     | 166.4                               | 137.3    | 443.8                              | 292.0      |
| Tax provision  | 34.8                                | 31.9     | 96.3                               | 67.1       |
| Net earnings   | \$ 131.6                            | \$ 105.4 | \$ 347.5                           | \$ 224.9   |
| <sup>(1)</sup> includes severance and restructuring expenses of: | \$ -                                | \$ 0.5   | \$ -                               | \$ 2.7     |
| <sup>(2)</sup> includes severance and restructuring expenses of: | \$ -                                | \$ 1.1   | \$ -                               | \$ 5.0     |