



  
**MOHAWK**<sup>®</sup>

[mohawkind.com](https://mohawkind.com)

NYSE: MHK

April 2024

**Q1 2024**

**Investor Presentation**

# Forward-looking Statements

This presentation may include forward-looking statements as defined in the Private Securities Litigation Reform Act of 1995, which are subject to various risks and uncertainties including, but not limited to, those set forth in our press releases and our periodic filings with the Securities & Exchange Commission. This presentation may include discussion of non-GAAP numbers. For a reconciliation of any non-GAAP to GAAP amounts, please refer to the reconciliation tables at the end of this presentation.





# Company Overview



# Mohawk at a Glance



**\$11.0B**

Q1 2024 TTM  
Net Sales



**\$1.4B**

Q1 2024 TTM  
Adjusted EBITDA



**\$9.29**

Q1 2024 TTM  
Adjusted EPS



**\$684M**

Q1 2024 TTM  
Free Cash Flow



**32**

Acquisitions  
2013-2023



**~43,300**

Worldwide  
Team Members<sup>1</sup>



**19**

Countries  
with Manufacturing



**~170**

Countries  
with Sales

# Three Reporting Segments

## Global Ceramic

- 39% TTM Q1 '24 Sales
- North America, Europe, South America
- Floor and Wall Tile
- Porcelain Panels
- Exterior Tile
- Stone (U.S.)
- Countertops (U.S./EU)
- Stores in Some Markets

## Flooring North America

- 34% TTM Q1 '24 Sales
- Primarily U.S./Canada
- Residential/Commercial
- Carpet/Carpet Tile/Rugs
- LVT/Sheet Vinyl
- Laminate/Wood
- National Logistics Network

## Flooring Rest of the World

- 27% TTM Q1 '24 Sales
- Europe, Australia/NZ, South America, Asia
- Laminate/Wood
- LVT/Sheet Vinyl
- Carpet/Carpet Tile
- Chipboard/Panels
- Insulation
- Owned Distributors



# Organizational Strategy



# Growth Strategy

## Non-Organic Growth

Mergers & acquisitions

## Operational Excellence

Simplified operations, improved productivity, expanded sustainable processes, enhanced analytics & automation



## Market Development & Penetration

Higher sales to existing customers, sales of existing products to new customers & expansion into new markets

## Product Innovation & Improvement

Higher-value product creation, enhanced design and features for existing products & emphasis on sustainable products

# Operational Excellence



- Reduce manufacturing complexities
- Maximize productivity
- Continuously improve quality
- Leverage differentiated distribution advantages



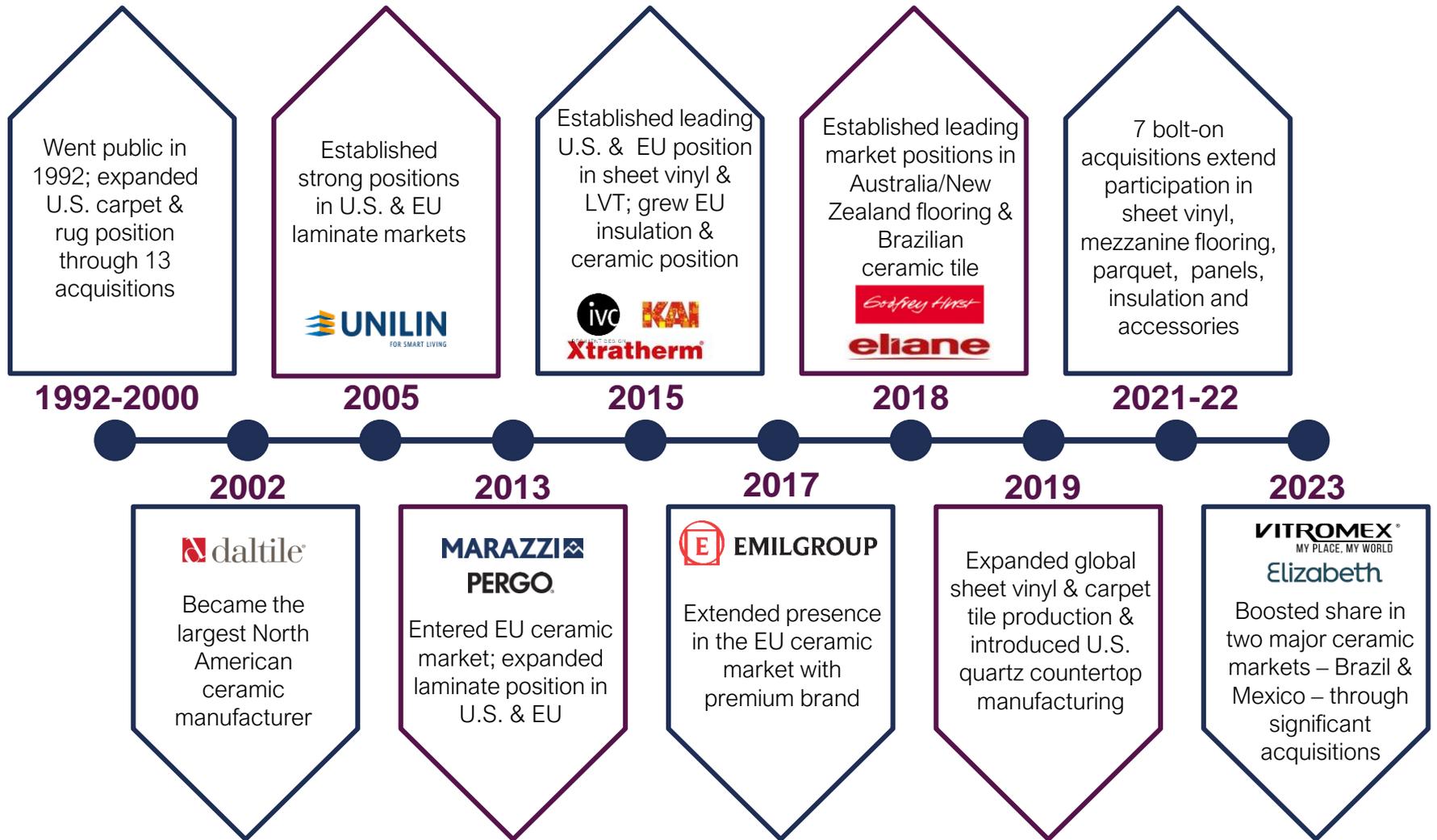
- Invest in assets that drive speed & efficiency
- Optimize automation opportunities
- Drive better decisions through advanced information systems



- Engineer sustainable products
- Lower energy & water utilization
- Reduce, repurpose & recycle waste
- Manage product circularity

*Visit [mohawksustainability.com](http://mohawksustainability.com) for more information*

# Three Decades of Expansion



# Market Development & Penetration

## Expanding sales with existing customers through

- Differentiated new product launches
- Superior marketing and merchandising
- Exclusive retail partnerships/aligned dealerships

## Entering new sales channels

- Ceramic pavers for garden centers, landscapers and pool construction
- Porcelain slabs for countertop, exterior cladding and furniture producers
- Hard surface products for retail e-commerce channels to target DIY consumers



# Product Innovation

## CERAMIC TILE



Unprecedented surface realism



**50% MORE**  
SLIP RESISTANT  
THAN ORDINARY TILE\*

\*When compared to the existing ANSI Standards

Superior integral slip resistance

## LAMINATE / WOOD



Hyper-realistic visuals;  
4x greater resolution;  
~1,000 surface colors



Exclusive technology  
to repel spills at  
laminated joints

## CARPET



3x the fiber of traditional carpet; ultra soft & stain resistant



Combines exclusive fibers for next level design & performance

## RESILIENT



Waterproof flooring with a PVC-free renewable core (70% recycled)



Superior waterproof performance, scratch & dent resistance

# Capital Allocation Strategy

*Balanced Approach to Optimize Growth & Profitability*



## **Reinvest in the Business**

Focus on Constrained Product Categories – approximately \$500M Planned for 2024



## **Maintain Investment Grade Credit Rating**

Net Debt to EBITDA ratio is 1.4x



## **Pursue Bolt-on Acquisitions**

Target Strong Companies with Synergies to Existing Businesses



## **Return Capital to Shareholders**

Opportunistic Share Repurchases

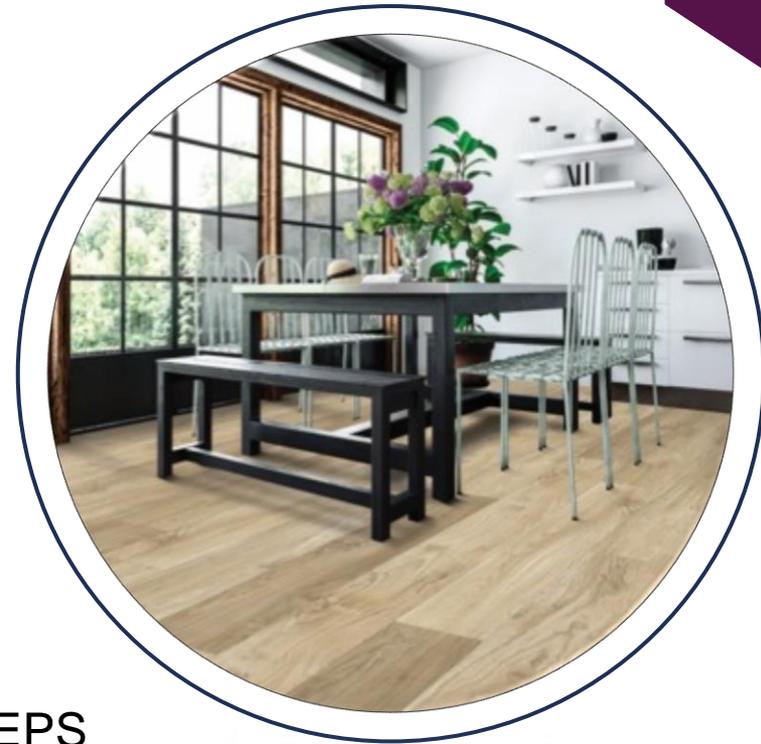


**Q1 2024 Performance**

  
**MOHAWK®**

# Summary of Q1 2024 Results

- Net sales of \$2.7B
- Adjusted EPS of \$1.86; up 6%
- Margins benefited from restructuring, productivity & lower material & energy costs; offset by decline in pricing & product mix
- Market dynamics similar to Q4 2023:
  - Elevated interest rates
  - Persistent inflation
  - Restrained discretionary spending
  - Reduced remodeling investments
- Q1 FX headwinds of ~\$12M on OI; \$0.15 on EPS



# Macroeconomics

## U.S. Economy

- Revised Q4 2023 GDP: up 3.4%
- Historically low unemployment rates continue
- Lower raw material and energy costs; consumer inflation remains a headwind
- March 2024 Architectural Billing Index at 49.5
- Housing supply deficit remains ~5 million
- Aging housing & low stock should drive future growth in new construction & remodeling

## European Economy

- Euro Zone Q4 2023 GDP: up 0.1%
- ECB signaling June 2024 interest rate reduction likely as consumer inflation nears target
- Unemployment in Euro Zone near record low
- Significant pent-up demand for remodeling
- Shortage of single- and multi-family housing persists



# Q1 2024 Financials

Net Sales

**\$2.7B**

(-5.5% YOY,  
Constant Basis)

Adjusted EBITDA

**\$319M**

(+3.2% YOY)

Adjusted OI

**\$163M**

(+0.7% YOY)

Adjusted Diluted EPS

**\$1.86**

(+6.3% YOY)

“Though economic headwinds are impacting industry sales, margins and mix, our first quarter results reflected the positive effect of actions we are taking to enhance our performance. Our earnings per share rose year over year as a result of restructuring, productivity initiatives and benefits from lower cost raw materials and energy, partially offset by weaker pricing and mix.”

Jeff Lorberbaum  
Chairman & Chief Executive Officer

(In millions, except per share data)	Q1 2023	Q1 2024
<b>Net Sales</b>	<b>\$2,806.2</b>	<b>\$2,679.4</b>
% Change	--	-4.5%
% Change (Constant & Legacy Basis)	--	-5.5%
<b>Adjusted EBITDA</b>	<b>\$308.6</b>	<b>\$318.5</b>
% Adjusted EBITDA Margin	11.0%	11.9%
<b>Adjusted Operating Income</b>	<b>\$162.2</b>	<b>\$163.3</b>
% Adjusted Operating Margin	5.8%	6.1%
<b>Adjusted Diluted EPS</b>	<b>\$1.75</b>	<b>\$1.86</b>
<b>Net Debt to Adjusted EBITDA</b>	<b>1.7x</b>	<b>1.4x</b>

# Q1 2024 Segment Financials

(In millions)	Q1 2023	Q1 2024
<b>GLOBAL CERAMIC</b>		
<b>Sales</b>	<b>\$1,059.3</b>	<b>\$1,044.8</b>
% Change	--	-1.4%
<b>Adjusted Operating Income</b>	<b>\$66.9</b>	<b>\$52.7</b>
% Adjusted Operating Margin	6.3%	5.0%
<b>FLOORING NA</b>		
<b>Sales</b>	<b>\$953.4</b>	<b>\$900.2</b>
% Change	--	-5.6%
<b>Adjusted Operating Income</b>	<b>\$5.0</b>	<b>\$47.8</b>
% Adjusted Operating Margin	0.5%	5.3%
<b>FLOORING ROW</b>		
<b>Sales</b>	<b>\$793.5</b>	<b>\$734.4</b>
% Change	--	-7.4%
<b>Adjusted Operating Income</b>	<b>\$100.1</b>	<b>\$74.0</b>
% Adjusted Operating Margin	12.6%	10.1%



# Global Ceramic

- Results reflect negative pricing, product mix & foreign exchange headwinds partially offset by lower input costs & productivity gains
- New printing, polishing & rectifying technologies delivering higher value styles & formats to improve mix
- January weather in U.S. suspended some manufacturing & distribution ops
- New U.S. quartz countertop plant scheduled to start up in 2H 2024
- Increased Italian porcelain slab capacity supporting sales
- European results also benefiting from premium larger & smaller formats
- In Latin America, implementing new distribution & product strategies so brands complement each other





# Flooring North America

- Results reflect lower input costs & productivity gains, partially offset by unfavorable pricing & product mix
- Sales improved as quarter progressed; commercial still outpacing residential
- January sales impacted when retailers closed due to weather
- U.S. rigid LVT production converted to direct extrusion; West Coast LVT facility increasing production
- New PureTech renewable polymer core & PetPremier carpet collections well received in market
- PureTech named a GreenBuilder top product of the year
- Accessories & non-woven sales growing





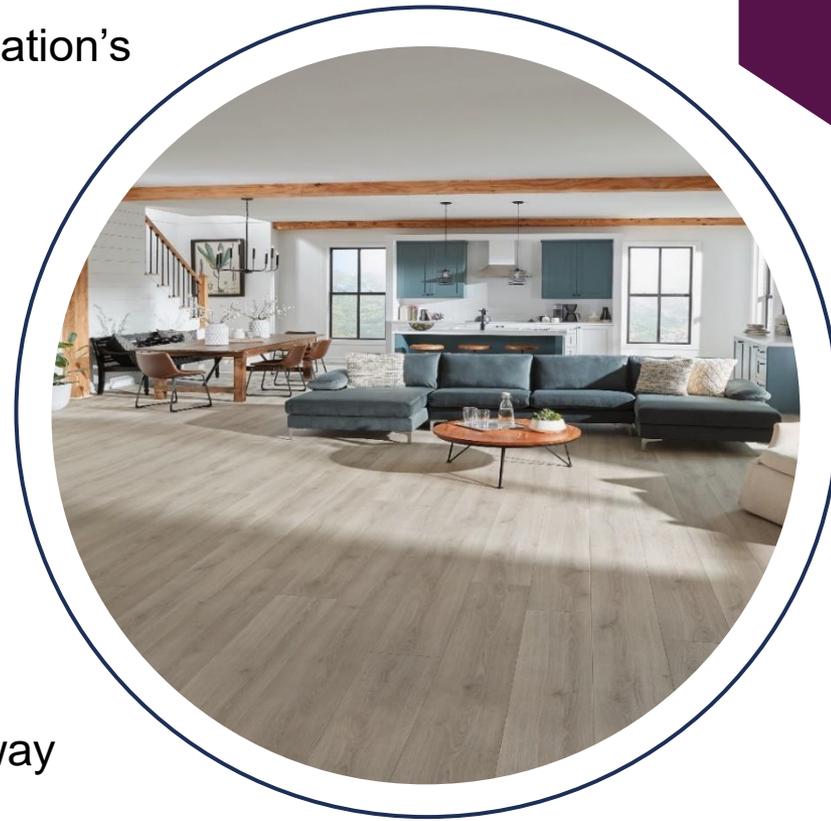
## Flooring ROW

- Results reflect negative pricing & product mix, partially offset by lower input costs, lower restructuring, higher sales volume & productivity gains
- Increased volumes in soft market conditions may indicate improving trends in our categories
- Lower input costs passed through in highly competitive markets
- LVT restructuring complete with anticipated savings; growth in rigid LVT sales replacing discontinued flexible products
- Panels prices in commodity categories down, partially offset by mix improvement in decorative collections, higher production and lower input prices
- Pricing increases announced in insulation & panels



# Short-term Outlook

- U.S. Fed maintaining interest rates; other central banks making or signaling cuts
- Residential remodeling remains slow due to inflation's impact on consumer discretionary spending
- Commercial sector showing signs of softening in some channels
- Combating price/mix pressures with upgraded products & merchandising
- Benefiting from overall declining input costs
- Managing working capital by aligning production with market demand
- Restructuring initiatives delivering anticipated impact; additional productivity initiatives underway
- **Q2 adjusted EPS guidance of \$2.68 to \$2.78**, excluding restructuring or other one-time charges (announced April 25)



# Seizing Long-term Opportunities

- Flooring industry appears to be at bottom of current economic cycle
- Flooring sales expected to rebound as
  - Consumer confidence improves
  - Housing markets strengthen
  - Postponed remodeling projects commence
- Housing has not kept pace with household formations; substantial construction needed to satisfy demand
- Housing stock is aging, requiring increased remodeling investments to maintain property values
- Our investments in product categories with greatest growth potential ensure capacity to meet pent-up demand when markets recover
- Delivering inspirational products with industry-leading design & features to energize consumer interest





Appendix

  
MOHAWK®

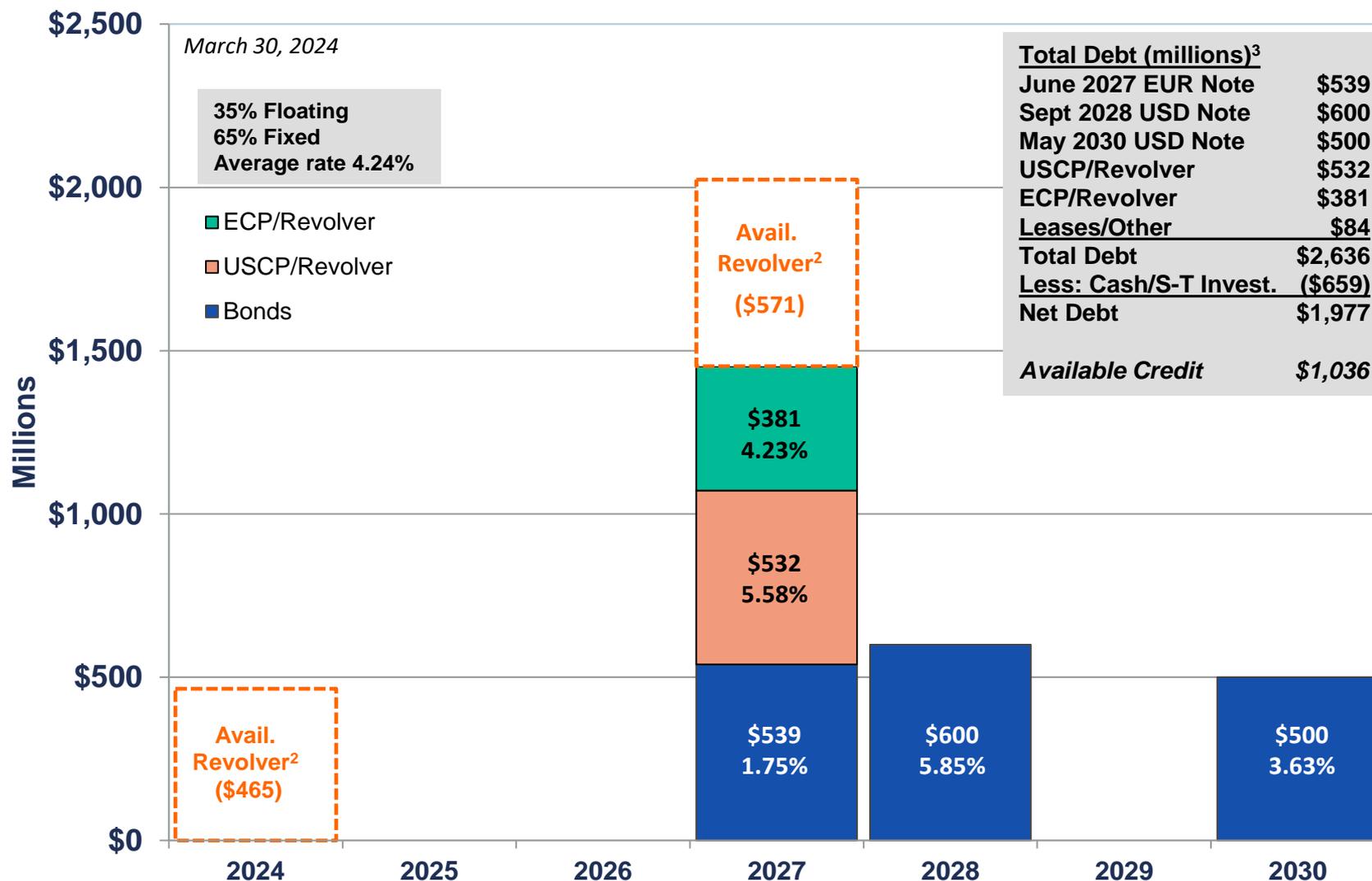
# Annual Earnings Summary (Consolidated)

	2021	2022	2023
<b>(In millions, except per share data)</b>			
<b>Net Sales</b> % Change	<b>\$11,200.6</b> 17.3%	<b>\$11,737.1</b> 4.8%	<b>\$11,135.1</b> -5.1%
<b>Adjusted EBITDA</b> % Adjusted EBITDA Margin	<b>\$1,948.8</b> 17.4%	<b>\$1,649.7</b> 14.1%	<b>\$1,416.5</b> 12.7%
<b>Adjusted Operating Income</b> % Adjusted Operating Margin	<b>\$1,360.4</b> 12.1%	<b>\$1,083.0</b> 9.2%	<b>\$814.4</b> 7.3%
<b>Adjusted Net Earnings</b> % Change	<b>\$1,027.3</b> 62.8%	<b>\$823.1</b> -19.9%	<b>\$587.0</b> -28.7%
<b>Adjusted Diluted EPS</b> % Change	<b>\$14.86</b> 68.3%	<b>\$12.85</b> -13.5%	<b>\$9.19</b> -28.5%

# Annual Results by Segment

(In millions)	2021	2022	2023
<b>GLOBAL CERAMIC</b>			
<b>Sales</b>	<b>\$3,917.3</b>	<b>\$4,307.7</b>	<b>\$4,300.1</b>
% Change	14.1%	10.0%	-0.2%
<b>Adjusted Operating Income</b>	<b>\$405.8</b>	<b>\$456.9</b>	<b>\$301.6</b>
% Adjusted Operating Margin	10.4%	10.6%	7.0%
<b>FLOORING NA</b>			
<b>Sales</b>	<b>\$4,116.4</b>	<b>\$4,207.1</b>	<b>\$3,829.4</b>
% Change	14.5%	2.2%	-9.0%
<b>Adjusted Operating Income</b>	<b>\$424.5</b>	<b>\$282.1</b>	<b>\$206.4</b>
% Adjusted Operating Margin	10.3%	6.7%	5.4%
<b>FLOORING ROW</b>			
<b>Sales</b>	<b>\$3,166.9</b>	<b>\$3,222.3</b>	<b>\$3,005.6</b>
% Change	25.4%	1.8%	-6.7%
<b>Adjusted Operating Income</b>	<b>\$575.8</b>	<b>\$380.7</b>	<b>\$348.4</b>
% Adjusted Operating Margin	18.2%	11.8%	11.6%

# Maturity/Liquidity Profile<sup>1</sup>



<sup>1</sup> Not shown on graph: \$84MM in capital/embedded leases and other debt

<sup>2</sup> After Letters of Credit issuance of \$1MM; Amended RCF is bifurcated, with \$465MM maturing October 2024 and \$1,485MM maturing August 2027

<sup>3</sup> Excluding deferred loan cost deduction of \$10MM



# Reconciliation Tables

# Reconciliation of Non-GAAP Measures

## RECONCILIATION OF NET SALES TO ADJUSTED NET SALES

(In millions)	Q1 2023	Q1 2024
<b>CONSOLIDATED</b>		
<b>Net Sales</b>	<b>\$ 2,806.2</b>	<b>2,679.4</b>
Adjustment for constant shipping days	-	16.8
Adjustment for constant exchange rates	-	4.4
Adjustment for acquisition volume	-	(47.8)
<b>Adjusted net sales</b>	<b>\$ 2,806.2</b>	<b>2,652.8</b>
<b>GLOBAL CERAMIC</b>		
<b>Net Sales</b>	<b>\$ 1,059.3</b>	<b>1,044.8</b>
Adjustment for constant shipping days	-	5.4
Adjustment for constant exchange rates	-	3.8
Adjustment for acquisition volume	-	(47.8)
<b>Adjusted net sales</b>	<b>\$ 1,059.3</b>	<b>1,006.2</b>
<b>FLOORING ROW</b>		
<b>Net Sales</b>	<b>\$ 793.5</b>	<b>734.4</b>
Adjustment for constant shipping days	-	11.4
Adjustment for constant exchange rates	-	0.6
<b>Adjusted net sales</b>	<b>\$ 793.5</b>	<b>746.4</b>

# Reconciliation of Non-GAAP Measures

ADJUSTED OPERATING INCOME		
(In millions)	Q1 2023	Q1 2024
<b>CONSOLIDATED</b>		
<b>Operating Income</b>	<b>\$ 125.7</b>	<b>146.6</b>
<b>Adjustments to operating income:</b>		
Restructuring, acquisition and integration-related and other costs	32.2	7.9
Inventory step-up from purchase accounting	3.3	-
Legal settlement, reserves and fees	1.0	8.8
<b>Adjusted operating income</b>	<b>\$ 162.2</b>	<b>163.3</b>
Adjusted operating income as a percent of net sales	5.8%	6.1%
<b>GLOBAL CERAMIC</b>		
<b>Operating income</b>	<b>\$ 63.3</b>	<b>48.8</b>
<b>Adjustments to segment operating income:</b>		
Restructuring, acquisition and integration-related and other costs	0.7	3.9
Inventory step-up from purchase accounting	2.9	-
<b>Adjusted segment operating income</b>	<b>\$ 66.9</b>	<b>52.7</b>
Adjusted segment operating income as a percent of net sales	6.3%	5.0%
<b>FLOORING NA</b>		
<b>Operating income (loss)</b>	<b>\$ (2.0)</b>	<b>45.0</b>
<b>Adjustments to segment operating income (loss):</b>		
Restructuring, acquisition and integration-related and other costs	7.0	0.9
Legal settlement and reserves	-	1.9
<b>Adjusted segment operating income</b>	<b>\$ 5.0</b>	<b>47.8</b>
Adjusted segment operating income as a percent of net sales	0.5%	5.3%
<b>FLOORING ROW</b>		
<b>Operating income</b>	<b>\$ 75.2</b>	<b>70.9</b>
<b>Adjustments to segment operating income:</b>		
Restructuring, acquisition and integration-related and other costs	24.5	3.1
Inventory step-up from purchase accounting	0.4	-
<b>Adjusted segment operating income</b>	<b>\$ 100.1</b>	<b>74.0</b>
Adjusted segment operating income as a percent of net sales	12.6%	10.1%
<b>CORPORATE AND INTERSEGMENT ELIMINATIONS</b>		
<b>Operating (loss)</b>	<b>\$ (10.8)</b>	<b>(18.1)</b>
<b>Adjustments to segment operating (loss):</b>		
Legal settlements, reserves and fees	1.0	6.9
<b>Adjusted segment operating (loss)</b>	<b>\$ (9.8)</b>	<b>(11.2)</b>

# Reconciliation of Non-GAAP Measures

## ADJUSTED OPERATING INCOME

(In millions)	2022	2023	TTM Q1 2024
<b>Operating income (loss)</b>	<b>\$ 244.2</b>	<b>(287.8)</b>	<b>(267.0)</b>
<b>Adjustments to operating income (loss):</b>			
Restructuring, acquisition and integration-related and other costs	86.0	132.2	108.0
Inventory step-up from purchase accounting	2.8	4.5	1.2
Impairment of goodwill and indefinite-lived intangibles*	695.8	877.7	877.7
Legal settlements, reserves and fees	54.2	87.8	95.7
<b>Adjusted operating income</b>	<b>\$ 1,083.0</b>	<b>814.4</b>	<b>815.6</b>
Adjusted operating income as a percent of net sales	9.2%	7.3%	7.4%

## ADJUSTED EBITDA

(In millions)	2022	2023	TTM Q1 2024
Net earnings (loss) including noncontrolling interests	<b>\$ 25.8</b>	<b>(439.4)</b>	<b>(414.7)</b>
Interest expense	51.9	77.5	75.3
Income tax expense	158.1	84.9	83.8
Net income attributable to non-controlling interest	(0.5)	(0.1)	(0.1)
Depreciation and amortization**	595.5	630.3	614.6
<b>EBITDA</b>	<b>830.8</b>	<b>353.2</b>	<b>358.9</b>
Restructuring, acquisition and integration-related and other costs	58.8	96.2	92.7
Inventory step-up from purchase accounting	2.8	4.5	1.2
Impairment of goodwill and indefinite-lived intangibles*	695.8	877.7	877.7
Legal settlement, reserves and fees	54.2	87.8	95.6
Adjustments of indemnification asset	7.3	(2.9)	0.3
<b>Adjusted EBITDA</b>	<b>\$ 1,649.7</b>	<b>1,416.5</b>	<b>1,426.4</b>
Adjusted EBITDA as a percent of net sales	14.1%	12.7%	13.0%
Net Debt less Short-term Investments to adjusted EBITDA	1.3	1.5	1.4

\*As a result of a decrease in the Company's market capitalization, a higher WACC and macroeconomic conditions, the Company performed interim impairment tests of its goodwill and indefinite-lived intangible assets, which resulted in the impairment charges of \$877.8 (\$864.9 net of tax) and \$695.7 (\$685.6 net of tax) in 2022 and 2023, respectively.

\*\* Includes accelerated depreciation of \$29.0 for 2022 and \$33.1 for 2023 and \$12.5 for Q1 2024 TTM.

# Reconciliation of Non-GAAP Measures

ADJUSTED EBITDA		
(In millions)	Q1 2023	Q1 2024
Net earnings including noncontrolling interests	\$ 80.3	105.0
Interest expense	17.1	14.9
Income tax expense	28.9	27.8
Net (earnings)/loss attributable to non-controlling interest	(0.0)	(0.0)
Depreciation and amortization*	169.9	154.2
<b>EBITDA</b>	<b>296.2</b>	<b>301.9</b>
Restructuring, acquisition and integration-related and other costs	9.0	5.4
Inventory step-up from purchase accounting	3.3	-
Legal settlement, reserves and fees	1.0	8.8
Adjustments of indemnification asset	(0.9)	2.4
<b>Adjusted EBITDA</b>	<b>\$ 308.6</b>	<b>318.5</b>
Adjusted EBITDA as a percent of net sales	11.0%	11.9%

ADJUSTED NET EARNINGS		
(In millions, except per share data)	Q1 2023	Q1 2024
<b>Net earnings attributable to Mohawk Industries, Inc.</b>	<b>\$ 80.2</b>	<b>105.0</b>
<b>Adjusting items:</b>		
Restructuring, acquisition, integration-related and other costs	32.0	7.9
Inventory step-up from purchase accounting	3.3	-
Legal settlements, reserves and fees	1.0	8.8
Adjustments of indemnification asset	(0.9)	2.4
Income taxes - adjustments of uncertain tax position	0.9	(2.4)
Income tax effect of adjusting items	(4.6)	(2.9)
<b>Adjusted net earnings attributable to Mohawk Industries, Inc.</b>	<b>\$ 111.9</b>	<b>118.8</b>
Adjusted diluted earnings per share attributable to Mohawk Industries, Inc.	\$1.75	\$1.86
Weighted-average common shares outstanding - diluted	63.8	64.0

\*Includes accelerated depreciation of \$23.0 for Q1 2023 and \$2.4 for Q1 2024.

# Reconciliation of Non-GAAP Measures

ADJUSTED OPERATING INCOME			
(In millions)	2022	2023	Q1 2024 TTM
<b>GLOBAL CERAMIC</b>			
<b>Operating (loss)</b>	\$ (236.1)	(166.4)	(181.0)
<b>Adjustments to segment operating income (loss):</b>			
Restructuring, acquisition and integration-related and other costs	4.5	37.0	40.3
Inventory step-up from purchase accounting	-	4.1	1.2
Impairment of goodwill and indefinite-lived intangibles	688.5	426.9	426.9
<b>Adjusted segment operating income</b>	\$ 456.9	301.6	287.4
Adjusted operating income as a percent of net sales	10.6%	7.0%	6.7%
<b>FLOORING NA</b>			
<b>Operating income (loss)</b>	\$ 231.1	(57.2)	(10.2)
<b>Adjustments to segment operating income (loss):</b>			
Restructuring, acquisition and integration-related and other costs	48.2	51.7	45.6
Inventory step-up from purchase accounting	1.4	-	-
Impairment of goodwill and indefinite-lived intangibles	1.4	215.8	215.8
Legal settlement, reserves and fees	-	(3.9)	(2.0)
<b>Adjusted segment operating income</b>	\$ 282.1	206.4	249.2
Adjusted operating income as a percent of net sales	6.7%	5.4%	6.6%
<b>FLOORING ROW</b>			
<b>Operating income</b>	\$ 340.2	69.7	65.4
<b>Adjustments to segment operating income:</b>			
Restructuring, acquisition and integration-related and other costs	33.2	43.2	21.8
Inventory step-up from purchase accounting	1.4	0.4	-
Impairment of goodwill and indefinite-lived intangibles	5.9	235.1	235.1
<b>Adjusted segment operating income</b>	\$ 380.7	348.4	322.3
Adjusted operating income as a percent of net sales	11.8%	11.6%	10.9%
<b>CORPORATE AND INTERSEGMENT ELIMINATIONS</b>			
<b>Operating (loss)</b>	\$ (90.9)	(133.9)	(141.2)
<b>Adjustments to segment operating (loss):</b>			
Restructuring, acquisition and integration-related and other costs	-	0.2	0.2
Legal settlements, reserves and fees	54.2	91.7	97.6
<b>Adjusted segment operating (loss)</b>	\$ (36.7)	(42.0)	(43.4)

# Reconciliation of Non-GAAP Measures

## ADJUSTED NET EARNINGS

(In millions, except per share data)	2022	2023	TTM Q1 2024
<b>Net earnings (loss) attributable to Mohawk Industries, Inc.</b>	<b>\$ 25.2</b>	<b>(439.5)</b>	<b>(414.7)</b>
<b>Adjusting items:</b>			
Restructuring, acquisition, integration-related and other costs	87.8	129.3	105.2
Inventory step-up from purchase accounting	2.8	4.5	1.2
Impairment of goodwill and indefinite-lived intangibles*	695.8	877.7	877.7
Legal settlements, reserves and fees	54.2	87.8	95.6
Adjustments of indemnification asset	7.3	(3.0)	0.3
European tax restructuring	-	(10.0)	(10.0)
Income taxes - adjustments of uncertain tax position	(7.3)	3.0	(0.3)
Income taxes - impairment of goodwill and indefinite-lived intangibles*	(10.2)	(12.8)	(12.8)
Income tax effect of adjusting items	(32.5)	(50.0)	(48.3)
<b>Adjusted net earnings attributable to Mohawk Industries, Inc.</b>	<b>\$ 823.1</b>	<b>587.0</b>	<b>593.9</b>
Adjusted diluted earnings per share attributable to Mohawk Industries, Inc.	\$12.85	\$9.19	\$9.29
Weighted-average common shares outstanding - diluted	64.1	63.9	64.0

\*As a result of a decrease in the Company's market capitalization, a higher WACC and macroeconomic conditions, the Company performed interim impairment tests of its goodwill and indefinite-lived intangible assets, which resulted in the impairment charges of \$877.8 (\$864.9 net of tax) and \$695.7 (\$685.6 net of tax) during the third quarter of 2022 and 2023, respectively.

# Reconciliation of Non-GAAP Measures

NET DEBT			
(In millions)	2022Q4	2023Q4	2024Q1
Current portion of long-term debt and commercial paper	\$ 840.6	1,001.7	931.5
Long-term debt, less current portion	1,978.5	1,701.8	1,694.5
Total debt	2,819.1	2,703.5	2,626.0
Less: cash and cash equivalents	509.6	642.5	658.5
Net debt	2,309.5	2,061.0	1,967.5
Less: short-term investments	158.0	-	-
<b>Net debt less short-term investments</b>	<b>\$ 2,151.5</b>	<b>2,061.0</b>	<b>1,967.5</b>



**Q1 2024 Investor Presentation**  
For additional information, please visit  
[mohawkind.com](http://mohawkind.com)

