



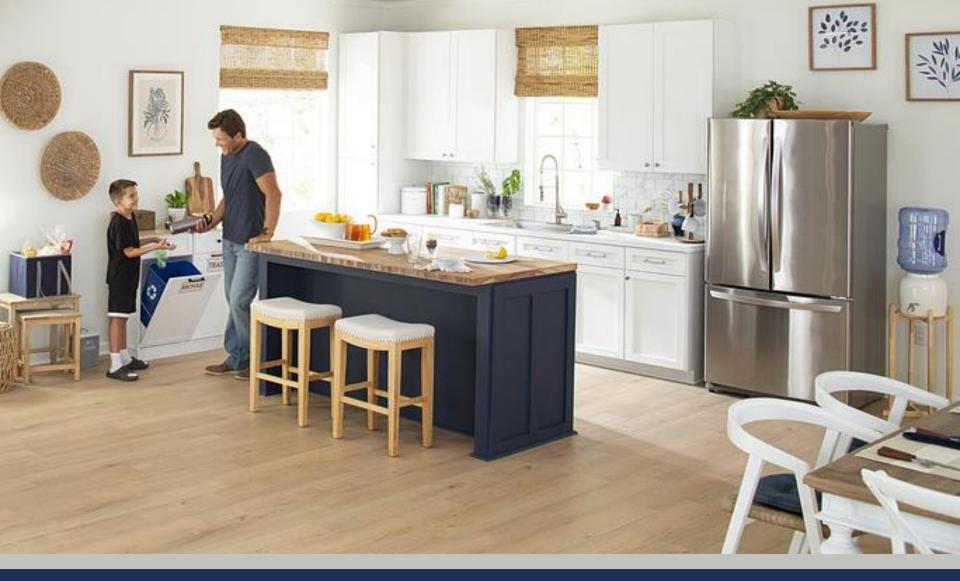
# Q4 2024 Investor Presentation

### Forward-looking Statements & Non-GAAP Numbers

Certain of the statements in this presentation, particularly anticipating future performance, business prospects, growth and operating strategies and similar matters and those that include the words "could," "should," "believes," "anticipates," "expects," and "estimates," or similar expressions constitute "forward-looking statements." For those statements, Mohawk claims the protection of the safe harbor for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995. Management believes that these forward-looking statements are reasonable as and when made; however, caution should be taken not to place undue reliance on any such forward-looking statements because such statements speak only as of the date when made. The Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law. There can be no assurance that the forward-looking statements will be accurate because they are based on many assumptions, which involve risks and uncertainties. The following important factors could cause future results to differ from historical experience and our present expectations or projections: changes in economic or industry conditions; competition; inflation and deflation in freight, raw material prices and other input costs; inflation and deflation in consumer markets; currency fluctuations; energy costs and supply; timing and level of capital expenditures; timing and implementation of price increases for the Company's products; impairment charges; identification and consummation of acquisitions on favorable terms, if at all; integration of acquisitions; international operations; introduction of new products; rationalization of operations; taxes and tax reform; product and other claims; litigation; geopolitical conflict; regulatory and political changes in the jurisdictions in which the Company does business; and other risks identified in Mohawk's U.S. Securities and Exchange Commission reports and public announcements.

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



<sup>1</sup>As of December 31, 2024

## **Three Reporting Segments**



Flooring Rest of the World

- 26% 2024 Sales
- Europe, Oceania, 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**



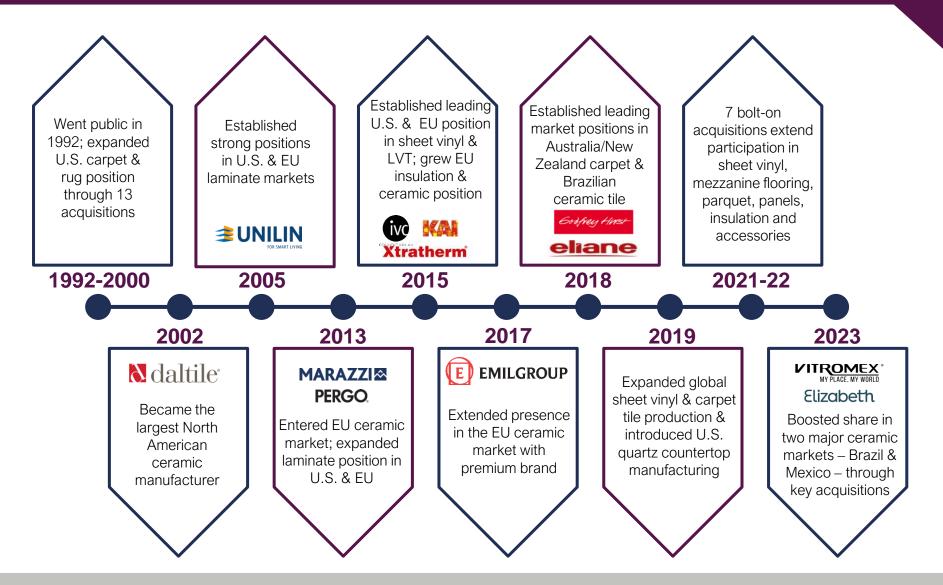




- Reduce manufacturing complexities
- Maximize productivity
- Continuously improve quality
- Leverage differentiated distribution advantages
- Invest in assets that drive speed & efficiency
- Optimize automation opportunities
- Drive better decisions through advanced information systems
- Engineer sustainable products
- Lower energy & water utilization
- Reduce, repurpose & recycle waste
- Manage product circularity

Visit mohawksustainability.com for more information

### **Three Decades of Expansion**



### Market Development & Penetration

### Expanding sales with existing customers through

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

### **Entering new sales channels**

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



### **Product Innovation**

### **CERAMIC TILE**

STEPWISE

50%M

SLIP RESIS

N ORDINARY TILE

Superior integral

slip resistance







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

Combines exclusive fibers for next level design & performance

### LAMINATE / WOOD





4x greater resolution;

~1,000 surface colors

**3D Ink** 

Unprecedented

surface realism



to repel spills at

laminate joints

PURETECH



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

SPC waterproof flooring with 10 recycled plastic bottles per sq ft

Balanced Approach to Optimize Growth & Profitability



#### **Reinvest in the Business**

Focus on Sales Growth, Mix Improvement & Cost Reduction



**Maintain Investment Grade Credit Rating** Net Debt to Adjusted EBITDA Ratio is 1.1x<sup>1</sup>



#### **Pursue Bolt-on Acquisitions**

Target Strong Companies with Synergies to Existing Businesses



#### **Return Capital to Shareholders**

Opportunistic Share Repurchases Since 2020, repurchased 14% of outstanding shares<sup>1</sup>



## Q4 2024 Performance



## Summary of Q4 2024 Results

- Net sales of \$2.6B
- Adjusted EPS of \$1.95; in line with prior year
- Free Cash Flow of \$236M
- Margins benefited from restructuring, productivity gains, volume from 2 additional shipping days and lower interest expense, partially offset by unfavorable pricing, mix and higher input costs
- Market dynamics consistent through 2024
  - Elevated interest rates constrained home sales and remodeling
  - Consumer discretionary spending hindered due to compounded inflation



Commercial sector outperformed residential but is slowing

### Macroeconomics

### **U.S. Economy**

- Q4 2024 Estimated GDP Growth: 2.3%
- 2024 All Items Consumer Price Index: 2.9%
- Low unemployment rates continue but down slightly
- Dec. 2024 Architectural Billing Index at 44.1;
  25%+ of firms report increase in delayed projects
- Tariffs announced on Mexico, Canada, China
- Raw material and labor costs rising
- Housing supply deficit remains ~5 million
- Aging home supply & low stock should drive future growth in new construction & remodeling

### **European Economy**

- Euro Zone Q3 2024 GDP Growth: 1%
- ECB issued additional rate cuts in Dec.
- Unemployment in Euro Zone near record low
- Significant pent-up remodeling demand with aging housing
- Shortage of single- and multi-family housing persists



### Q4 2024 Financials

| Net Sales   | Adjusted EBITDA      |
|-------------|----------------------|
| \$2.6B      | \$310M               |
| (+1.0% YOY) | (-5.4% YOY)          |
| Adjusted OI | Adjusted Diluted EPS |
| \$160M      | \$1.95               |
| (-8.9% YOY) | (In Line YOY)        |
|             |                      |

"Our fourth quarter results exceeded our expectations as sales actions, restructuring initiatives and productivity improvements benefited our performance. While residential demand remained soft in our markets, our product introductions last year and our marketing initiatives contributed to our sales performance around the globe. When completed by the end of next year, our cumulative restructuring actions will generate annualized savings of approximately \$285 million."

- Jeff Lorberbaum, Chairman & Chief Executive Officer

| (In millions, except per share data) | Q4<br>2023 | Q4<br>2024 |
|--------------------------------------|------------|------------|
| Net Sales                            | \$2,612.3  | \$2,637.2  |
| % Change                             |            | 1.0%       |
| % Change (Adjusted Basis)            |            | -1.0%      |
| Adjusted EBITDA                      | \$328.1    | \$310.4    |
| % Adjusted EBITDA Margin             | 12.6%      | 11.8%      |
| Adjusted Operating Income            | \$175.4    | \$159.8    |
| % Adjusted Operating Margin          | 6.7%       | 6.1%       |
| Adjusted Diluted EPS                 | \$1.96     | \$1.95     |
| Net Debt to Adjusted EBITDA          | 1.5x       | 1.1x       |

## Q4 2024 Segment Financials

| (In millions)               | Q4 2023       | Q4 2024          |
|-----------------------------|---------------|------------------|
| GLOBAL CERAMIC              | · · · ·       |                  |
| Sales                       | \$993.7       | <b>\$1,008.2</b> |
| % Change                    |               | 1.5%             |
| Adjusted Operating Income   | <b>\$48.0</b> | <b>\$53.5</b>    |
| % Adjusted Operating Margin | 4.8%          | 5.3%             |
| FLOORING NA                 |               |                  |
| Sales                       | \$912.1       | <b>\$937.2</b>   |
| % Change                    |               | 2.8%             |
| Adjusted Operating Income   | <b>\$63.2</b> | <b>\$53.7</b>    |
| % Adjusted Operating Margin | 6.9%          | 5.7%             |
| FLOORING ROW                |               |                  |
| Sales                       | \$706.5       | <b>\$691.8</b>   |
| % Change                    |               | -2.1%            |
| Adjusted Operating Income   | <b>\$74.6</b> | <b>\$68.9</b>    |
| % Adjusted Operating Margin | 10.6%         | 10.0%            |
|                             |               |                  |

## Global Ceramic

- Results reflect unfavorable impact of lower pricing and mix and lower input costs, partially offset by productivity gains
- Cost containment initiatives:
  - Optimizing manufacturing by rationalizing less productive operations
  - Implementing further process improvements
  - Re-engineering product formulations
  - Leveraging technology to lower administrative costs
- Improved mix with 2024 introductions, premium product with leading-edge printing, polishing & rectifying and stronger commercial sales
- Restructuring Mexican ceramic business to improve performance; \$20M annualized cost savings when complete
- European & Brazilian exports increasing





### Flooring North America

- Results reflect lower pricing and mix and higher input costs, partially offset by higher volume, productivity gains and cost reduction actions
- Cost containment initiatives:
  - Rationalizing selective operations to
    lower costs & enhance plant utilization
  - Retiring less efficient equipment
  - Simplifying product offering
- Focused on volume growth by optimizing SG&A spend and expanding in both home center & home construction channels
- New products driving higher LVT & laminate sales across channels
- Believe residential carpet outperformed the market, led by PETPremier polyester and fashion categories



# Flooring ROW

- Results reflect unfavorable impact of pricing and mix and higher input costs, partially offset by productivity gains and lower energy expenses
- Cost containment initiatives:
  - Decommissioning inefficient assets
  - Streamlining product portfolio
  - Lowering administrative overhead
  - Consolidating distribution
- Focused on driving volume through enhanced product offering, promotions and online advertising campaigns
- Sales and mix of laminate and LVT improved in the quarter
- Panels volume held up with aggressive promotions; higher margin decorative panels performed better
- Insulation faced weak demand & margin pressure; price increases announced



## Q1 2025 Guidance

- Expect ongoing softness across our regions in Q1 due to elevated interest rates, compounded inflation & underperforming housing markets
- Anticipate pressure from pricing and mix to continue in competitive markets
- Expect higher input costs to negatively impact margins
- Restructuring/productivity actions will benefit results
- Assuming normal seasonality, (e.g., 2017-2019), a step-down in quarterly profitability from Q4 to Q1 typically occurs
- Q1 2025 has 2 fewer days than Q1 and Q4 2024
- Flooring NA order management system conversion temporarily interrupted Q1 service levels, with an estimated impact on Q1 operating income from extraordinary costs & missed sales between \$25 and \$30M
- Q1 adjusted EPS guidance of \$1.34 to \$1.44, excluding restructuring or other one-time charges (announced February 6). Guidance includes an estimated impact of \$0.35 due to Flooring NA system issues

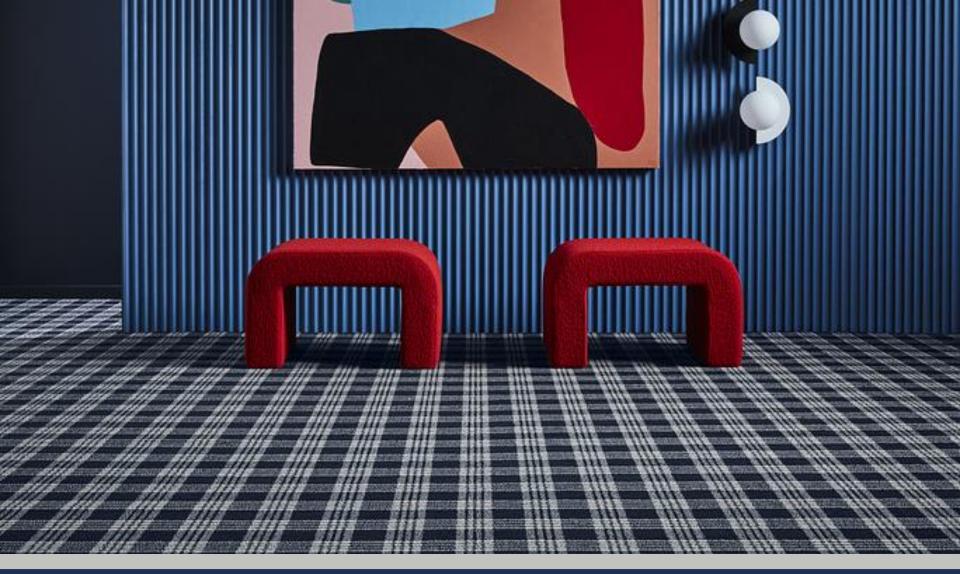
## Short-term Outlook

- Anticipate normal seasonal sales growth & EBIT margin expansion although soft markets continue
  - Q2 historically strongest for EU, though EU continues to experience demand & pricing headwinds
- Pricing pressure will remain strong in competitive markets
- Pursuit of volume to maximize absorption will compress margins
- Increasing material, labor & energy costs will impact results
- Actions in two key areas:
  - Investing in new products & marketing to take share
    - Q1 2025 launches will require 6+ months to gain traction
    - 2024 introductions continue to perform well
    - Targeted advertising driving consumers to our retailers
  - Reducing cost through
    - Restructuring/productivity gains
    - Operational & administrative efficiencies
    - SKU management
- Strengthening U.S. dollar will significantly lower translated foreign currency results (~45% of sales outside U.S.; Euro, greatest FX effect, down ~4.5%)
- At this point, impact of tariffs on Mexico, Canada and China is unknown

### Longer-term Perspective

- Excluding Flooring North America system change, expectation for 2025 is a slight improvement in earnings with limited market recovery
- Cyclical industry downturns are typically followed by strong rebounds as demand returns to normal levels
- Inflection point remains unpredictable
- Flooring sales expected to improve when housing markets strengthen & postponed remodeling projects are initiated
- Commercial construction & remodeling should expand as markets improve
- Significant long-term home construction needs & remodeling of aging housing stock will grow future sales
- Restructuring actions since 2023 will create \$285M in annualized cost savings by end of next year
- New trend-setting products with industry-leading design & features should inspire additional consumer remodeling
- Uniquely positioned for profitable growth when the industry recovers due to geographic scope, industry-leading innovation & comprehensive product offering









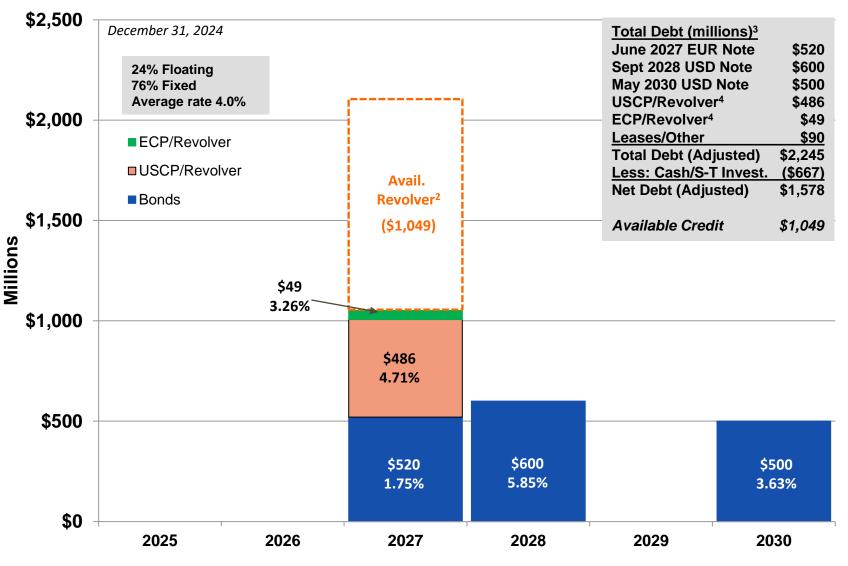
### Annual Earnings Summary (Consolidated)

| (In millions, except per share data) | 2022              | 2023              | 2024              |
|--------------------------------------|-------------------|-------------------|-------------------|
| <b>Net Sales</b>                     | <b>\$11,737.1</b> | <b>\$11,135.1</b> | <b>\$10,836.9</b> |
| % Change                             | 4.8%              | -5.1%             | -2.7%             |
| Adjusted EBITDA                      | <b>\$1,649.7</b>  | <b>\$1,416.5</b>  | <b>\$1,427.1</b>  |
| % Adjusted EBITDA Margin             | 14.1%             | 12.7%             | 13.2%             |
| Adjusted Operating Income            | <b>\$1,083.0</b>  | <b>\$814.4</b>    | <b>\$820.1</b>    |
| % Adjusted Operating Margin          | 9.2%              | 7.3%              | 7.6%              |
| Adjusted Net Earnings                | <b>\$823.1</b>    | <b>\$587.0</b>    | <b>\$617.2</b>    |
| % Change                             | -19.9%            | -28.7%            | 5.1%              |
| Adjusted Diluted EPS                 | <b>\$12.85</b>    | <b>\$9.19</b>     | <b>\$9.70</b>     |
| % Change                             | -13.5%            | -28.5%            | 5.5%              |

## Annual Results by Segment

| (In millions)               | 2022             | 2023             | 2024             |
|-----------------------------|------------------|------------------|------------------|
| GLOBAL CERAMIC              |                  |                  | •                |
| Sales                       | <b>\$4,307.7</b> | <b>\$4,300.1</b> | <b>\$4,226.6</b> |
| % Change                    | 10.0%            | -0.2%            | -1.7%            |
| Adjusted Operating Income   | <b>\$456.9</b>   | <b>\$301.6</b>   | <b>\$291.8</b>   |
| % Adjusted Operating Margin | 10.6%            | 7.0%             | 6.9%             |
| FLOORING NA                 |                  |                  |                  |
| Sales                       | <b>\$4,207.1</b> | <b>\$3,829.4</b> | <b>\$3,769.9</b> |
| % Change                    | 2.2%             | -9.0%            | -1.6%            |
| Adjusted Operating Income   | <b>\$282.1</b>   | <b>\$206.4</b>   | <b>\$272.4</b>   |
| % Adjusted Operating Margin | 6.7%             | 5.4%             | 7.2%             |
| FLOORING ROW                |                  |                  |                  |
| Sales                       | <b>\$3,222.3</b> | <b>\$3,005.6</b> | <b>\$2,840.4</b> |
| % Change                    | 1.8%             | -6.7%            | -5.5%            |
| Adjusted Operating Income   | <b>\$380.7</b>   | <b>\$348.4</b>   | <b>\$306.1</b>   |
| % Adjusted Operating Margin | 11.8%            | 11.6%            | 10.8%            |
|                             |                  |                  |                  |

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



1 Not shown on graph: \$90 in capital/embedded leases and other debt

2 After Letters of Credit issuance of \$0.7

3 Excluding deferred loan cost deduction of \$8.4

4 USCP/ECP/Revolver classified as short-term debt on SEC balance sheet



## **Reconciliation Tables**



#### **RECONCILIATION OF NET SALES TO ADJUSTED NET SALES**

| (In millions)                          | G  | Q4 2024 |
|--|----|---------|
| CONSOLIDATED                           |    |         |
| Net Sales                              | \$ | 2,637.2 |
| Adjustment for constant shipping days  |    | (85.9)  |
| Adjustment for constant exchange rates |    | 34.4    |
| Adjusted net sales                     | \$ | 2,585.7 |
|  |    |         |
| GLOBAL CERAMIC                         |    |         |
| Net Sales                              | \$ | 1,008.2 |
| Adjustment for constant shipping days  |    | (35.0)  |
| Adjustment for constant exchange rates |    | 32.1    |
| Adjusted net sales                     | \$ | 1,005.3 |
| FLOORING NA                            |    |         |
| Net Sales                              | \$ | 937.2   |
| Adjustment for constant shipping days  |    | (29.3)  |
| GLOBAL CERAMIC SEGMENT                 | \$ | 907.9   |
| FLOORING ROW                           |    |         |
| Net Sales                              | \$ | 691.8   |
| Adjustment for constant shipping days  |    | (21.7)  |
| Adjustment for constant exchange rates |    | 2.3     |
| Adjusted net sales                     | \$ | 672.4   |

| ADJUSTED OPERATING INCOME  |                                       |           |
|--|---------------------------------------|-----------|
| (In millions)  | Q4 2023                               | Q4 2024   |
| CONSOLIDATED   | i i i i i i i i i i i i i i i i i i i |           |
| Operating income   | \$ 167.1                              | \$ 121.8  |
| Adjustments to operating income:                                   |                                       |           |
| Restructuring, acquisition and integration-related and other costs | 11.3                                  | 25.6      |
| Software implementation cost write-off                             |                                       | 5.1       |
| Impairment of goodwill and indefinite-lived intangibles            | 1.6                                   | 8.2       |
| Legal settlement, reserves and fees                                | (4.6)                                 | (0.9)     |
| Adjusted operating income  | \$ 175.4                              |           |
| Adjusted operating income as a percent of net sales                | 6.7%                                  | 6.1%      |
| GLOBAL CERAMIC   |                                       |           |
| Operating income   | \$ 41.5                               | \$ 34.2   |
| Adjustments to segment operating income:                           |                                       |           |
| Restructuring, acquisition and integration-related and other costs | 4.9                                   | 6.0       |
| Software implementation cost write-off                             | -                                     | 5.1       |
| Impairment of goodwill and indefinite-lived intangibles            | 1.6                                   | 8.2       |
| Adjusted segment operating income                                  | \$ 48.0                               | \$ 53.5   |
| Adjusted segment operating income as a percent of net sales        | 4.8%                                  | 5.3%      |
| FLOORING NA  |                                       |           |
| Operating income   | \$ 74.6                               | \$ 42.2   |
| Adjustments to segment operating income:                           |                                       |           |
| Restructuring, acquisition and integration-related and other costs | (1.1)                                 | 11.5      |
| Legal settlement and reserves                                      | (10.3)                                | -         |
| Adjusted segment operating income                                  | \$ 63.2                               | \$ 53.7   |
| Adjusted segment operating income as a percent of net sales        | 6.9%                                  | 5.7%      |
| FLOORING ROW   |                                       |           |
| Operating income   | \$ 67.1                               | \$ 60.9   |
| Adjustments to segment operating income:                           |                                       |           |
| Restructuring, acquisition and integration-related and other costs | 7.5                                   | 8.0       |
| Adjusted segment operating income                                  | \$ 74.6                               | \$ 68.9   |
| Adjusted segment operating income as a percent of net sales        | 10.6%                                 | 10.0%     |
| CORPORATE AND INTERSEGMENT ELIMINATIONS                            |                                       |           |
| Operating (loss)   | \$ (16.1)                             | \$ (15.5) |
| Adjustments to segment operating (loss):                           |                                       | . ,       |
| Restructuring, acquisition and integration-related and other costs | -                                     | 0.1       |
| Legal settlements, reserves and fees                               | 5.6                                   | (0.9)     |
| Adjusted segment operating (loss)                                  | \$ (10.5)                             | \$ (16.3) |

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| ADJUSTED OPERATING INCOME  |    |         |         |       |  |  |
|--|----|---------|---------|-------|--|--|
| (In millions)  |    | 2022    | 2023    | 2024  |  |  |
| Operating income (loss)  | \$ | 244.2   | (287.8) | 694.7 |  |  |
| Adjustments to operating income (loss):                            |    |         |         |       |  |  |
| Restructuring, acquisition and integration-related and other costs |    | 86.0    | 132.2   | 94.4  |  |  |
| Software implementation cost write-off                             |    | -       | -       | 12.9  |  |  |
| Inventory step-up from purchase accounting                         |    | 2.8     | 4.5     | -     |  |  |
| Impairment of goodwill and indefinite-lived intangibles*           |    | 695.8   | 877.7   | 8.2   |  |  |
| Legal settlements, reserves and fees                               |    | 54.2    | 87.8    | 9.9   |  |  |
| Adjusted operating income  | \$ | 1,083.0 | 814.4   | 820.1 |  |  |
| Adjusted operating income as a percent of net sales                |    | 9.2%    | 7.3%    | 7.6%  |  |  |

| ADJUSTED EBITDA  |    |         |         |         |  |
|--|----|---------|---------|---------|--|
| (In millions)  |    | 2022    | 2023    | 2024    |  |
| Net earnings (loss) including noncontrolling interests             | \$ | 25.8    | (439.4) | 517.7   |  |
| Interest expense   |    | 51.9    | 77.5    | 48.5    |  |
| Income tax expense   |    | 158.1   | 84.9    | 128.2   |  |
| Net income attributable to non-controlling interest                |    | (0.5)   | (0.1)   | (0.1)   |  |
| Depreciation and amortization**                                    |    | 595.5   | 630.3   | 638.3   |  |
| EBITDA   |    | 830.8   | 353.2   | 1,332.6 |  |
| Restructuring, acquisition and integration-related and other costs |    | 58.8    | 96.2    | 61.7    |  |
| Software implementation cost write-off                             |    | -       | -       | 12.9    |  |
| Inventory step-up from purchase accounting                         |    | 2.8     | 4.5     | -       |  |
| Impairment of goodwill and indefinite-lived intangibles*           |    | 695.8   | 877.7   | 8.2     |  |
| Legal settlement, reserves and fees                                |    | 54.2    | 87.8    | 9.9     |  |
| Adjustments of indemnification asset                               |    | 7.3     | (2.9)   | 1.8     |  |
| Adjusted EBITDA  | \$ | 1,649.7 | 1,416.5 | 1,427.1 |  |
| Adjusted EBITDA as a percent of net sales                          |    | 14.1%   | 12.7%   | 13.2%   |  |
| Net Debt less Short-term Investments to adjusted EBITDA            |    | 1.3     | 1.5     | 1.1     |  |

\*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 \$877.7 (\$864.9 net of tax), \$695.8 (\$685.6 net of tax) and \$8.2 (\$6.3 net of tax) in 2022, 2023 and 2024, respectively

\*\*Includes accelerated depreciation of \$29.0 for 2022 and \$33.1 for 2023 and \$32.6 for 2024

| ADJUSTED EBITDA  |    |        |         |  |
|--|----|--------|---------|--|
| (In millions)  | Q  | 4 2023 | Q4 2024 |  |
| Net earnings (loss) including noncontrolling interests             | \$ | 139.4  | 93.2    |  |
| Interest expense   |    | 17.4   | 9.8     |  |
| Income tax expense   |    | 14.2   | 18.3    |  |
| Net (earnings)/loss attributable to non-controlling interest       |    | 0.1    | -       |  |
| Depreciation and amortization*                                     |    | 154.2  | 156.4   |  |
| EBITDA   |    | 325.3  | 277.7   |  |
| Restructuring, acquisition and integration-related and other costs |    | 6.0    | 20.3    |  |
| Software implementation cost write-off                             |    | -      | 5.1     |  |
| Impairment of goodwill and indefinite-lived intangibles            |    | 1.6    | 8.2     |  |
| Legal settlement, reserves and fees                                |    | (4.7)  | (0.9)   |  |
| Adjustments of indemnification asset                               |    | (0.1)  | -       |  |
| Adjusted EBITDA  | \$ | 328.1  | 310.4   |  |
| Adjusted EBITDA as a percent of net sales                          |    | 12.6%  | 11.8%   |  |

| ADJUSTED NET EARNINGS   |    |        |         |  |
|---|----|--------|---------|--|
| (In millions, except per share data)  | Q4 | 2023   | Q4 2024 |  |
| Net earnings (loss) attributable to Mohawk Industries, Inc.                 | \$ | 139.5  | 93.2    |  |
| Adjusting items:  |    |        |         |  |
| Restructuring, acquisition, integration-related and other costs             |    | 8.6    | 25.6    |  |
| Software implementation cost write-off                                      |    | -      | 5.1     |  |
| Impairment of goodwill and indefinite-lived intangibles*                    |    | 1.6    | 8.2     |  |
| Legal settlements, reserves and fees  |    | (4.6)  | (0.9)   |  |
| Adjustments of indemnification asset  |    | (0.1)  | -       |  |
| Income taxes - adjustments of uncertain tax position                        |    | 0.1    | -       |  |
| Income taxes - impairment of goodwill and indefinite-lived intangibles      |    | -      | (1.9)   |  |
| Income tax effect of foreign tax regulation change                          |    | (10.0) | -       |  |
| Income tax effect of adjusting items  |    | (9.8)  | (6.4)   |  |
| Adjusted net earnings attributable to Mohawk Industries, Inc.               | \$ | 125.3  | 122.9   |  |
| Adjusted diluted earnings per share attributable to Mohawk Industries, Inc. |    | \$1.96 | \$1.95  |  |
| Weighted-average common shares outstanding - diluted                        |    | 63.9   | 63.2    |  |

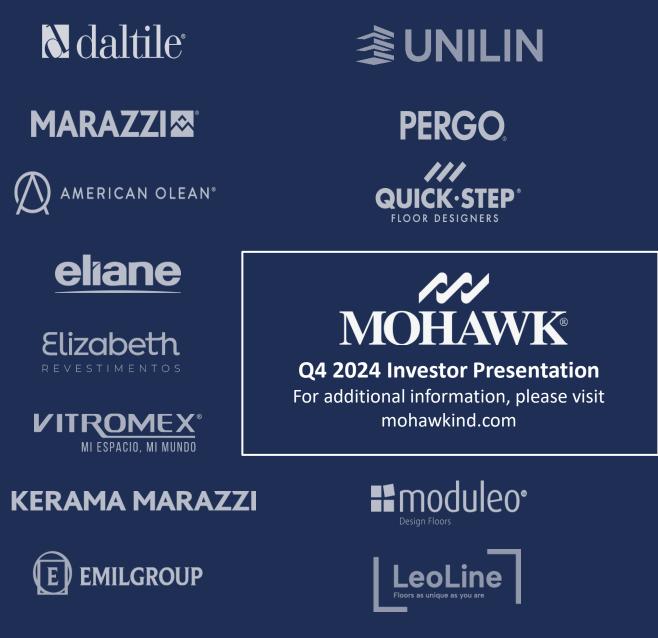
| TRAILING TWELVE MONTH NET SALES |    |         |         |         |         |          |  |  |
|---------------------------------|----|---------|---------|---------|---------|----------|--|--|
| (In millions)                   |    | Q1 2024 | Q2 2024 | Q3 2024 | Q4 2024 | TTM 2024 |  |  |
| GLOBAL CERAMIC                  |    |         |         |         |         |          |  |  |
| Sales                           | \$ | 1,044.8 | 1,115.6 | 1,058.0 | 1,008.2 | 4,226.6  |  |  |
| FLOORING NA                     |    |         |         |         |         |          |  |  |
| Sales                           |    | 900.2   | 958.5   | 974.0   | 937.2   | 3,769.9  |  |  |
| FLOORING ROW                    |    |         |         |         |         |          |  |  |
| Sales                           |    | 734.4   | 727.2   | 687.0   | 691.8   | 2,840.4  |  |  |
| CONSOLIDATED                    |    |         |         |         |         |          |  |  |
| Sales                           | \$ | 2,679.4 | 2,801.3 | 2,719.0 | 2,637.2 | 10,836.9 |  |  |

| ADJUSTED OPERATING INCOME (LOSS)                                   |    |         |         |        |  |  |
|--|----|---------|---------|--------|--|--|
| (In millions)  |    | 2022    | 2023    | 2024   |  |  |
| GLOBAL CERAMIC   |    |         |         |        |  |  |
| Operating income (loss)  | \$ | (236.1) | (166.4) | 249.5  |  |  |
| Adjustments to segment operating income (loss):                    |    |         |         |        |  |  |
| Restructuring, acquisition and integration-related and other costs |    | 4.5     | 37.0    | 29.0   |  |  |
| Inventory step-up from purchase accounting                         |    | -       | 4.1     | -      |  |  |
| Impairment of goodwill and indefinite-lived intangibles            |    | 688.5   | 426.9   | 8.2    |  |  |
| Software implementation cost write-off                             |    | -       | -       | 5.1    |  |  |
| Adjusted segment operating income                                  | \$ | 456.9   | 301.6   | 291.8  |  |  |
| Adjusted operating income as a percent of net sales                |    | 10.6%   | 7.0%    | 6.9%   |  |  |
| FLOORING NA  |    |         |         |        |  |  |
| Operating income (loss)  | \$ | 231.1   | (57.2)  | 238.5  |  |  |
| Adjustments to segment operating income (loss):                    |    |         |         |        |  |  |
| Restructuring, acquisition and integration-related and other costs |    | 48.2    | 51.7    | 24.2   |  |  |
| Software implementation cost write-off                             |    | -       | -       | 7.8    |  |  |
| Inventory step-up from purchase accounting                         |    | 1.4     | -       | -      |  |  |
| Impairment of goodwill and indefinite-lived intangibles            |    | 1.4     | 215.8   | -      |  |  |
| Legal settlement, reserves and fees                                |    | -       | (3.9)   | 1.9    |  |  |
| Adjusted segment operating income                                  | \$ | 282.1   | 206.4   | 272.4  |  |  |
| Adjusted operating income as a percent of net sales                |    | 6.7%    | 5.4%    | 7.2%   |  |  |
| FLOORING ROW   |    |         |         |        |  |  |
| Operating income   | \$ | 340.2   | 69.7    | 265.2  |  |  |
| Adjustments to segment operating income:                           |    |         |         |        |  |  |
| Restructuring, acquisition and integration-related and other costs |    | 33.2    | 43.2    | 40.9   |  |  |
| Inventory step-up from purchase accounting                         |    | 1.4     | 0.4     | -      |  |  |
| Impairment of goodwill and indefinite-lived intangibles            |    | 5.9     | 235.1   | -      |  |  |
| Adjusted segment operating income                                  | \$ | 380.7   | 348.4   | 306.1  |  |  |
| Adjusted operating income as a percent of net sales                |    | 11.8%   | 11.6%   | 10.8%  |  |  |
| CORPORATE AND INTERSEGMENT ELIMINATIONS                            |    |         |         |        |  |  |
| Operating (loss)   | \$ | (90.9)  | (133.9) | (58.5) |  |  |
| Adjustments to segment operating (loss):                           |    |         |         |        |  |  |
| Restructuring, acquisition and integration-related and other costs |    | -       | 0.2     | 0.3    |  |  |
| Legal settlements, reserves and fees                               |    | 54.2    | 91.7    | 8.0    |  |  |
| Adjusted segment operating (loss)                                  | \$ | (36.7)  | (42.0)  | (50.2) |  |  |

| ADJUSTED NET EARNINGS   |    |         |         |        |  |  |
|---|----|---------|---------|--------|--|--|
| (In millions, except per share data)  |    | 2022    | 2023    | 2024   |  |  |
| Net earnings (loss) attributable to Mohawk Industries, Inc.                 | \$ | 25.2    | (439.5) | 517.7  |  |  |
| Adjusting items:  |    |         |         |        |  |  |
| Restructuring, acquisition, integration-related and other costs             |    | 87.8    | 129.3   | 94.4   |  |  |
| Software implementation cost write-off                                      |    | -       | -       | 12.9   |  |  |
| Inventory step-up from purchase accounting                                  |    | 2.8     | 4.5     | -      |  |  |
| Impairment of goodwill and indefinite-lived intangibles*                    |    | 695.8   | 877.7   | 8.2    |  |  |
| Legal settlements, reserves and fees  |    | 54.2    | 87.8    | 9.9    |  |  |
| Adjustments of indemnification asset  |    | 7.3     | (3.0)   | 1.8    |  |  |
| Income taxes - adjustments of uncertain tax position                        |    | (7.3)   | 3.0     | (1.8)  |  |  |
| Income taxes - impairment of goodwill and indefinite-lived intangibles*     |    | (10.2)  | (12.8)  | (1.9)  |  |  |
| Income tax effect of foreign tax regulation change                          |    | -       | (10.0)  | 2.9    |  |  |
| Income tax effect of adjusting items  |    | (32.5)  | (50.0)  | (26.9) |  |  |
| Adjusted net earnings attributable to Mohawk Industries, Inc.               | \$ | 823.1   | 587.0   | 617.2  |  |  |
| Adjusted diluted earnings per share attributable to Mohawk Industries, Inc. |    | \$12.85 | \$9.19  | \$9.70 |  |  |
| Weighted-average common shares outstanding - diluted                        |    | 64.1    | 63.9    | 63.6   |  |  |

\*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 \$877.7 (\$864.9 net of tax), \$695.8 (\$685.6 net of tax) and \$8.2 (\$6.3 net of tax) in 2022, 2023 and 2024, respectively

| NET DEBT   |            |         |         |  |  |  |
|--|------------|---------|---------|--|--|--|
| (In millions)  | 2022Q4     | 2023Q4  | 2024Q4  |  |  |  |
| Current portion of long-term debt and commercial paper | \$ 840.6   | 1,001.7 | 559.4   |  |  |  |
| Long-term debt, less current portion                   | 1,978.5    | 1,701.8 | 1,677.4 |  |  |  |
| Total debt   | 2,819.1    | 2,703.5 | 2,236.8 |  |  |  |
| Less: cash and cash equivalents                        | 509.6      | 642.5   | 666.6   |  |  |  |
| Net debt   | 2,309.5    | 2,061.0 | 1,570.2 |  |  |  |
| Less: short-term investments                           | 158.0      | -       |         |  |  |  |
| Net debt less short-term investments                   | \$ 2,151.5 | 2,061.0 | 1,570.2 |  |  |  |







III Mohawk Group



### **SmartCushion**



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