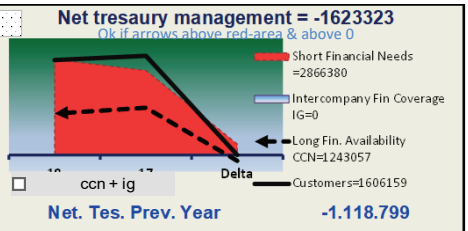
MOHAWK INDUSTRIES INC AND SUBSIDIARIES

US$/1000

PROFIT AND LOSS	Forex rates 1,0000	1,0000	31/12/2018	Months 12	31/12/2017	Months 12		H4
			ENGLISH	F9	WHAT FORECAST?	H9	COMPETITIVE NESS Click	J9
	REVENUES		**9.983.634**	100,00%	**9.491.290**	100,00%	**492.344**	5,19%
+/-	Change in (semi) finished product inventories		0	0,00%	0	0,00%	0	0,00%
+/-	Change in works in progress under contract		0	0,00%	0	0,00%	0	0,00%
+/-	Increase of fixed assets for internal works		0	0,00%	0	0,00%	0	0,00%
+	Other incomes		0	0,00%	0	0,00%	0	0,00%
	VALUE OF SALES		**9.983.634**	**100,00%**	**9.491.290**	**100,00%**	**492.344**	**100,00%**
(-)	Cost of sales and general - Depreciation		8.366.543	83,80%	7.690.445	81,03%	676.098	137,32%
+/-			0	0,00%	0	0,00%	0	0,00%
(-)			0	0,00%	0	0,00%	0	0,00%
			0	**0,00%**	**0**	**0,00%**	**0**	**0,00%**
			0	0,00%	0	0,00%	0	0,00%
			0	*0,00%*	*0*	*0,00%*	*0*	*0,00%*
(-)	Other operating expenses		7.298	0,07%	5.205	0,05%	2.093	0,43%
	GROSS OPERATING PROFIT (EBITDA)		**1.609.793**	**16,12%**	**1.795.640**	**18,92%**	**-185.847**	**-37,75%**
(-)	Amortization and depreciations		521.765	5,23%	446.672	4,71%	75.093	15,25%
(-)	Provisions for risks and others		0	0,00%	0	0,00%	0	0,00%
	TOTAL COSTS OF PRODUCTION		8.895.606	89,10%	8.142.322	85,79%	753.284	153,00%
	NET OPERATING PROFIT (EBIT)		**1.088.028**	**10,90%**	**1.348.968**	**14,21%**	**-260.940**	**-53,00%**
+/-	Financial income and charges		-38.827	-0,39%	-31.111	-0,33%	-7.716	-1,57%
	CURRENT RESULT (C.R.)		**1.049.201**	**10,51%**	**1.317.857**	**13,88%**	**-268.656**	**-54,57%**
+/-	Revaluations and impairments		0	0,00%	0	0,00%	0	0,00%
+/-	Extraordinary earnings and charges		0	0,00%	0	0,00%	0	0,00%
	RESULT BEFORE TAXES (R.B.T.)		1.049.201	10,51%	1.317.857	13,88%	-268.656	-54,57%
(-)	TAXES		184.346	1,85%	343.165	3,62%	-158.819	-32,26%
	RESULT OF THE FINANCIAL YEAR (R.o.F.Y.)		**864.855**	**8,66%**	**974.692**	**10,27%**	**-109.837**	**-22,31%**
(-)	Result of third parties		3.151	0,03%	3.054	0,03%	97	0,02%
	CONSOLIDATED RESULT		861.704	8,63%	971.638	10,24%	-109.934	-22,33%

ASSETS		F53		H53		H53
Receivables from shareholders	0	0,00%	0	0,00%	0	0,00%
Intangible fixed assets	3.482.776	26,59%	3.363.226	27,81%	119.550	0,99%
Tangible fixed assets	4.699.902	35,88%	4.270.790	35,31%	429.112	3,55%
Financial fixed assets	407.149	3,11%	387.870	3,21%	19.279	0,16%
Consolidation's difference	0	0,00%	0	0,00%	0	0,00%
TOTAL FIXED ASSETS	**8.589.827**	**65,58%**	**8.021.886**	**66,32%**	**567.941**	**4,70%**
Inventories	2.287.615	17,46%	1.948.663	16,11%	338.952	2,80%
Short term accounts receivable from cust.	**1.606.159**	**12,26%**	**1.558.159**	**12,88%**	**48.000**	**0,40%**
Long term accounts receivable from cust.	**0**	**0,00%**	**0**	**0,00%**	**0**	**0,00%**
Intercompany receivables	0	0,00%	0	0,00%	0	0,00%
From others short term receivables	496.472	3,79%	481.261	3,98%	15.211	0,13%
From others long term receivables	0	0,00%	0	0,00%	0	0,00%
(-) Provision of receivables deprec. fund	0	0,00%	0	0,00%	0	0,00%
TOTAL RECEIVABLES	**2.102.631**	**16,05%**	**2.039.420**	**16,86%**	**63.211**	**0,52%**
Current shareholdings	0	0,00%	0	0,00%	0	0,00%
Current own shares	0	0,00%	0	0,00%	0	0,00%
Other marketable securities	**0**	**0,00%**	**0**	**0,00%**	**0**	**0,00%**
TOT.OTHER CURRENT FIN. ASSETS	0	0,00%	0	0,00%	0	0,00%
Cash funds	**119.050**	**0,91%**	**84.884**	**0,70%**	**34.166**	**0,28%**
TOTAL CURRENT ASSETS	4.509.296	34,42%	4.072.967	33,68%	436.329	3,61%
Accrued inc. & deferred exp.+ projection's delta	0	0,00%	0	0,00%	0	0,00%
TOTAL ASSETS	13.099.123	100,00%	12.094.853	100,00%	1.004.270	8,30%

LIABILITIES STRESS TEST OK>1 4,63		F83		H83		H83
Capital	7.440.059	56,80%	7.067.009	58,43%	373.050	3,08%
Reserves	0	0,00%	0	0,00%	0	0,00%
Consolidation reserves	0	0,00%	0	0,00%	0	0,00%
Results of previous and last year	0	0,00%	0	0,00%	0	0,00%
NET EQUITY	**7.440.059**	**56,80%**	**7.067.009**	**58,43%**	**373.050**	**3,08%**
Capital and reserves of third parties	0	0,00%	29.463	0,24%	-29.463	-0,24%
Result of Third parties	0	0,00%	0	0,00%	0	0,00%
TOTAL EQUITY	**7.440.059**	**56,80%**	**7.096.472**	**58,67%**	**343.587**	**2,84%**
Funds for risks and charges	0	0,00%	0	0,00%	0	0,00%
Employees' severance indemnity fund	0	0,00%	0	0,00%	0	0,00%
Short term ordinary and convertible bonds	0	0,00%	0	0,00%	0	0,00%
Long term ordinary and convertible bonds	0	0,00%	0	0,00%	0	0,00%
Short term payables to banks	**0**	**0,00%**	**0**	**0,00%**	**0**	**0,00%**
Long term payables to banks	**0**	**0,00%**	**0**	**0,00%**	**0**	**0,00%**
Short term payables to other funders	1.742.373	13,30%	1.203.683	9,95%	538.690	4,45%
Long term payables to other funders	1.515.601	11,57%	1.559.895	12,90%	-44.294	-0,37%
Short term advances	0	0,00%	0	0,00%	0	0,00%
Long term advances	0	0,00%	0	0,00%	0	0,00%
Short term accounts payable to suppliers	**1.523.866**	**11,63%**	**1.451.672**	**12,00%**	**72.194**	**0,60%**
Long term accounts payable to suppliers	**0**	**0,00%**	**0**	**0,00%**	**0**	**0,00%**
Short term payables represented by negotiable	0	0,00%	0	0,00%	0	0,00%
Long term payables represented by negotiable	0	0,00%	0	0,00%	0	0,00%
Intercompany payables	0	0,00%	0	0,00%	0	0,00%
Other short term payables	0	0,00%	0	0,00%	0	0,00%
Other long term payables	877.224	6,70%	783.131	6,47%	94.093	0,78%
TOTAL PAYABLES	**5.659.064**	**43,20%**	**4.998.381**	**41,33%**	**660.683**	**5,46%**
Accrued exp. and deferred inc.	0	0,00%	0	0,00%	0	0,00%
TOTAL LIABILITIES	5.659.064	43,20%	4.998.381	41,33%	660.683	5,46%
TOTAL LIABILITIES AND NET EQUITY	13.099.123	100,00%	12.094.853	100,00%	1.004.270	8,30%
FREE C. FLOW cur. operations net taxes (FCFgc)	**1.386.620**	**13,89%**	**1.421.364**	**14,98%**	**-34.744**	**0,00%**
Employees / SALES / EMPLOYEES	0	0	0	0	0	0
TOTAL DEBT TO EQUITY	0,76		0,70		1,92	
Cost of Services	0	0,00%	0	0,00%	0	0,00%
Extra Yield of Invested Capital	437.456	6,54%				
Balance control	0		0			



Financial Flows

- From management 1386620 13,9%Rev
- From working capital -329969 -3,3%Rev
- From investments -1089706 -10,9%Rev
- From funding 67221 0,7%Rev of which own -521268

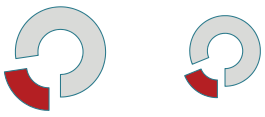
Coefficienti di proiezione	
Coefficiente altri oneri	1,000
Projection ratio	1,000
Financial cost ratio	1,000
stocks ratio	1,000
Coefficiente acquisti	1,000

Employees	
0	0

Annual variations: 18-17	Firm
g Sales	+5,19%
VA%	+0,00%
EBITDA	-2,80%
EBIT%	-3,31%
CR%	-3,37%
RBT%	-3,37%
RoFY%	-1,61%
Cffo%	-1,09%

Competitività
Affidabilità
Equilibrio
Capitalizzazione
Da guardare subito

Years to reset Net Financial Position with Cash Flow
without Intercompany



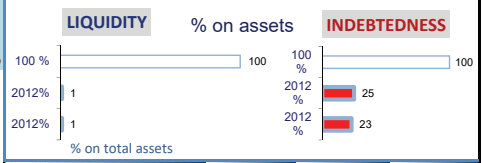
If sales vary by +5.5%, check the closing month of the financial statements!

2,3	1,9	0,4

Max value = 10

Net Financial Position (without intercompany)
% on sales

3.138.924	2.678.694	FAT
31,4%	28,2%	3,2%



Ratios	18	17	Delta
MEC	15,74%	18,59%	-2,86%
MARKUP	19,33%	23,42%	-4,09%
ROE	11,62%	13,73%	-2,11%
Leverage	1,76	1,70	0,06

Probability Ebitda % 19	
Dev Standard Ebitda%	1,98%
Mean Ebitda%	17,52%
Pr. Ebitda% < = 14,1%	4%
Pr. Ebitda% >18,1%	38%
14,1< Pr.Ebitda%<=18,1	57%

Financial cycle	-75	-65	
Inventory rotation	4,4	4,9	-0,5
Collect. days	58	59	-1
Collect. days with group	58	59	-1
Payment days	66	68	-2
Payment days + group	66	68	-2

WORLDWIDE & ITALIAN FIRMS RX-O-MATIC
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WI-FROM