

**LENNOX INTERNATIONAL is a leading provider of climate control solutions for heating, air conditioning and refrigeration markets around the world.**

We have built our business on a heritage of integrity and innovation dating back to 1895. Our employees are dedicated to providing trusted brands, innovative products, unsurpassed quality and responsive service.



## FINANCIAL SNAPSHOT

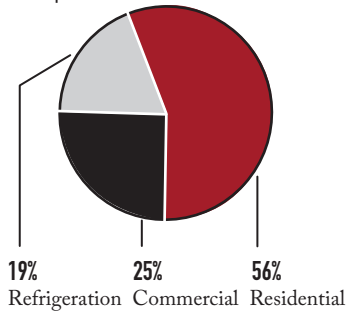
(in millions of dollars, except per share and ratio data)

12 Months to December 31

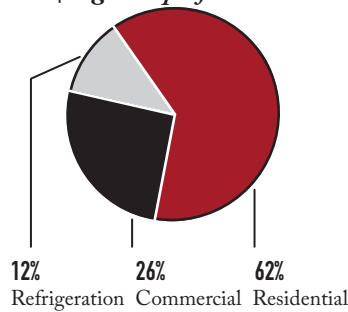
|  | 2017    | 2016    |
|--|---------|---------|
| Sales  | \$3,840 | \$3,642 |
| Total Segment Profit Margin*                     | 13.4%   | 12.9%   |
| GAAP EPS from Continuing Operations, Diluted     | \$7.17  | \$6.34  |
| Adjusted EPS from Continuing Operations, Diluted | \$7.92  | \$6.95  |

\*For reconciliation of Non-GAAP measures to GAAP measures, please refer to the Company's Q4-2017 Earnings Release

2017 | Revenue

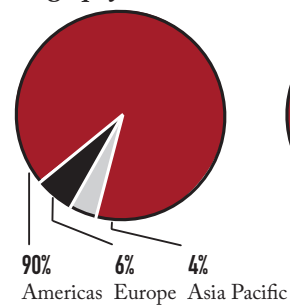


2017 | Segment profit\*

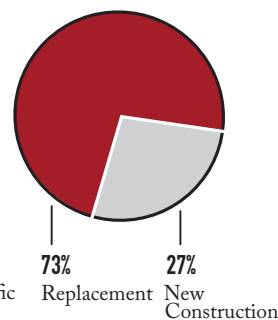


## BUSINESS MIX

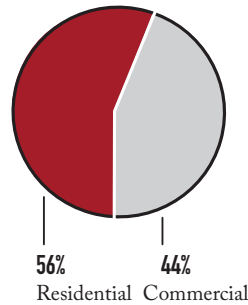
Geography



End Market



Customer



## MANUFACTURING FOOTPRINT



## LII OPERATES IN THREE KEY BUSINESSES

### 1 | RESIDENTIAL HEATING & COOLING

With high-efficiency ratings and the latest innovative, mobile technology, our home heating and cooling equipment for the residential replacement and new construction markets in the United States and Canada provide the ultimate in comfort and climate control. Our product lines include air conditioners, furnaces, heat pumps and indoor air quality equipment.



### 2 | COMMERCIAL HEATING & COOLING

We provide indoor comfort solutions for office buildings, schools, restaurants, retail establishments and other light commercial applications in North America and Europe. Products include packaged rooftop units, split systems, chillers, commercial controls, indoor air quality systems and related equipment.



### 3 | REFRIGERATION

We are the leading provider of commercial refrigeration systems in markets around the world. Our products are primarily used to preserve food and other perishables in supermarkets, convenience stores, restaurants, warehouses and distribution centers, as well as for other applications such as data centers, pharmaceutical and industrial process cooling.

