

**WHIRLPOOL CORPORATION**  
**Key Financial Statistics for Q3 2017**  
(amounts in millions, except per share data)

**SALES AND EARNINGS**

	Q3			YTD		
	2017	2016	% B/(W)	2017	2016	% B/(W)
Units (In thousands)	18,134	17,950	1.0 %	51,974	51,044	1.8 %
Net Sales	5,418	5,248	3.2 %	15,551	15,062	3.2 %
Operating Profit	331	374	(11.5)%	869	1,027	(15.4)%
Interest and Sundry (Income) Expense	21	30	30.0 %	69	103	33.0 %
Interest Expense	42	39	(6.3)%	122	118	(3.1)%
Income Tax (Benefit) Expense	(4)	61	nm	69	64	(7.3)%
Noncontrolling Interest	(4)	6	nm	(9)	34	nm
Net Earnings Available to Whirlpool	276	238	15.9 %	618	708	(12.7)%
<b>Diluted EPS</b>	<b>\$ 3.72</b>	<b>\$ 3.10</b>	<b>20.0 %</b>	<b>\$ 8.23</b>	<b>\$ 9.16</b>	<b>(10.2)%</b>

**OPERATING EXPENSES**

	Q3			YTD		
	2017	2016	% B/(W)	2017	2016	% B/(W)
Cost of Goods Sold	4,503	4,308	(4.5)%	12,934	12,330	(4.9)%
<i>Gross Margin %</i>	<i>16.9 %</i>	<i>17.9%</i>	<i>(1.0pts)</i>	<i>16.8 %</i>	<i>18.1%</i>	<i>(1.3pts)</i>
Selling, General and Administrative	521	519	(0.4)%	1,546	1,535	(0.7)%
<i>% of sales</i>	<i>9.6 %</i>	<i>9.9%</i>	<i>0.3pts</i>	<i>9.9 %</i>	<i>10.2%</i>	<i>0.3pts</i>

**BUSINESS SEGMENT INFORMATION**

	Q3			YTD		
	2017	2016	% B/(W)	2017	2016	% B/(W)
<b>North America</b>						
Units	7,843	7,370	6.4 %	21,820	20,268	7.7 %
Net Sales	2,989	2,850	4.9 %	8,540	8,020	6.5 %
Operating Profit	350	346	1.3 %	991	936	5.9 %
<i>% of sales</i>	<i>11.7 %</i>	<i>12.1%</i>	<i>(0.4pts)</i>	<i>11.6 %</i>	<i>11.7%</i>	<i>(0.1pts)</i>
<b>EMEA</b>						
Units	5,795	6,367	(9.0)%	16,649	17,863	(6.8)%
Net Sales	1,268	1,319	(3.9)%	3,501	3,788	(7.6)%
Operating Profit	11	40	(73.0)%	(6)	141	nm
<i>% of sales</i>	<i>0.8 %</i>	<i>3.0%</i>	<i>(2.2pts)</i>	<i>(0.2)%</i>	<i>3.7%</i>	<i>(3.9pts)</i>
<b>Latin America</b>						
Units	2,314	2,072	11.7 %	6,605	6,481	1.9 %
Net Sales	849	800	6.1 %	2,515	2,331	7.9 %
Operating Profit	53	46	15.2 %	180	139	29.5 %
<i>% of sales</i>	<i>6.3 %</i>	<i>5.8%</i>	<i>0.5pts</i>	<i>7.2 %</i>	<i>6.0%</i>	<i>1.2pts</i>
<b>Asia</b>						
Units	2,182	2,141	1.9 %	6,900	6,432	7.3 %
Net Sales	357	338	5.4 %	1,134	1,072	5.7 %
Operating Profit	2	15	(85.1)%	(7)	56	nm
<i>% of sales</i>	<i>0.6 %</i>	<i>4.4%</i>	<i>(3.8pts)</i>	<i>(0.6)%</i>	<i>5.3%</i>	<i>(5.9pts)</i>
<b>Other and Eliminations</b>						
Net Sales	(45)	(59)		(139)	(149)	
Operating Profit	(85)	(73)		(289)	(245)	
<b>Total</b>						
Units	18,134	17,950	1.0 %	51,974	51,044	1.8 %
Net Sales	5,418	5,248	3.2 %	15,551	15,062	3.2 %
Operating Profit	331	374	(11.5)%	869	1,027	(15.4)%
<i>% of sales</i>	<i>6.1 %</i>	<i>7.1%</i>	<i>(1.0pts)</i>	<i>5.6 %</i>	<i>6.8%</i>	<i>(1.2pts)</i>

**MISCELLANEOUS**

	Q3			YTD		
	2017	2016	% B/(W)	2017	2016	% B/(W)
Average Shares - Diluted	74.0	76.9	3.8 %	75.1	77.5	3.1 %
Average Shares - Basic	72.9	75.7	3.7 %	73.9	76.4	3.3 %
Effective Tax Rate	(1.4)%	20.1%	21.5pts	10.2 %	7.9%	(2.3pts)

**WORKING CAPITAL**

	Q3			YTD		
	2017	2016	% B/(W)	2017	2016	% B/(W)
Receivables	3,102	2,982	(4.1)%	3,102	2,982	(4.1)%
Inventories	3,345	3,208	(4.3)%	3,345	3,208	(4.3)%
Payables	4,728	4,312	9.6 %	4,728	4,312	9.6 %
Net W/C	1,719	1,878	8.4 %	1,719	1,878	8.4 %
Working Capital % of Sales	8.3 %	9.3%	1.0pts	8.3 %	9.3%	1.0pts

**DEBT RATIO**

	Q3			YTD		
	2017	2016	% B/(W)	2017	2016	% B/(W)
Notes Payable	1,442	1,408	(2.5)%	1,442	1,408	(2.5)%
Current Maturities of LTD	671	263	nm	671	263	nm
L/T Debt	3,669	3,718	1.3 %	3,669	3,718	1.3 %
Total Debt	5,782	5,389	(7.3)%	5,782	5,389	(7.3)%
Noncontrolling Interests	935	963	2.9 %	935	963	2.9 %
Whirlpool Stockholders' Equity	4,752	5,004	(5.0)%	4,752	5,004	(5.0)%
<b>Total Debt to Capital</b>	<b>50.4 %</b>	<b>47.5%</b>	<b>(2.9pts)</b>	<b>50.4 %</b>	<b>47.5%</b>	<b>(2.9pts)</b>

nm: Not meaningful