

**WHIRLPOOL CORPORATION**  
**Key Financial Statistics for Q2 2018**  
(amounts in millions, except per share data)

**CONSOLIDATED EARNINGS INFORMATION**

	Q2			YTD		
	2018	2017	% B/(W)	2018	2017	% B/(W)
Units (In thousands)	16,120	17,679	(8.8)%	31,413	33,840	(7.2)%
Net Sales	5,140	5,347	(3.9)%	10,051	10,133	(0.8)%
Cost of Goods Sold	4,260	4,471	4.7 %	8,359	8,431	0.9 %
Gross Margin %	17.1 %	16.4 %	0.7pts	16.8 %	16.8 %	0.0pts
Selling, General and Administrative % of sales	541	526	(2.7)%	1,046	1,025	(2.0)%
	10.5 %	9.8 %	(0.7pts)	10.4 %	10.1 %	(0.3pts)
EBIT	(562)	251	nm	(411)	490	nm
% of sales	(10.9)%	4.7 %	(15.6pts)	(4.1)%	4.8 %	(8.9pts)
Interest Expense	47	39	(18.3)%	89	80	(10.9)%
Income Tax (Benefit) Expense	30	33	9.6 %	45	73	37.8 %
Noncontrolling Interest	18	(10)	nm	18	(5)	nm
Net Earnings Available to Whirlpool	(657)	189	nm	(563)	342	nm
Diluted EPS	\$ (9.50)	\$ 2.52	nm	\$ (8.03)	\$ 4.53	nm

**SEGMENT INFORMATION**

**North America**

	2018	2017	% B/(W)	2018	2017	% B/(W)
Units	6,247	6,839	(8.6)%	12,249	12,770	(4.1)%
Net Sales	2,782	2,833	(1.8)%	5,298	5,279	0.3 %
EBIT	331	336	(1.1)%	619	611	1.5 %
% of sales	11.9 %	11.9 %	0.0pts	11.7 %	11.6 %	0.1pts

**EMEA**

Units	4,710	5,776	(18.5)%	9,060	10,854	(16.5)%
Net Sales	1,096	1,200	(8.7)%	2,164	2,233	(3.1)%
EBIT	(25)	(2)	nm	(52)	(25)	nm
% of sales	(2.3)%	(0.2)%	(2.1pts)	(2.4)%	(1.1)%	(1.3pts)

**Latin America**

Units	2,694	2,886	(6.7)%	5,286	5,475	(3.5)%
Net Sales	852	986	(13.5)%	1,750	1,907	(8.2)%
EBIT	33	57	(43.0)%	90	123	(27.2)%
% of sales	3.8 %	5.8 %	(2.0pts)	5.1 %	6.4 %	(1.3pts)

**Asia**

Units	2,469	2,178	13.4 %	4,818	4,741	1.6 %
Net Sales	428	373	14.6 %	876	808	8.5 %
EBIT	43	(30)	nm	62	(6)	nm
% of sales	10.1 %	(8.0)%	18.1pts	7.1 %	(0.7)%	7.8pts

**Other and Eliminations**

Net Sales	(18)	(45)		(37)	(94)	
EBIT	(944)	(110)		(1,130)	(213)	

**MISCELLANEOUS**

	2018	2017	% B/(W)	2018	2017	% B/(W)
Average Shares - Diluted	69.1	75.1	8.0 %	70.1	75.6	7.3 %
Average Shares - Basic	69.1	74.0	6.6 %	70.1	74.4	5.8 %
Effective Tax Rate	(4.9)%	15.5 %	nm	(9.1)%	17.7 %	26.8pts

**WORKING CAPITAL**

	2018	2017	% B/(W)
Receivables	2,464	2,974	17.1 %
Inventories	3,032	3,230	6.1 %
Payables	4,051	4,733	(14.4)%
Net Working Capital	1,445	1,471	1.8 %
Working Capital % of Sales	7.2 %	7.3 %	0.1pts

**FREE CASH FLOW**

	2018	2017	% B/(W)
Cash Used In Operating Activities	(584)	(191)	nm
Capital Expenditures	(194)	(210)	7.6 %
Proceeds from Sale of Assets and Business	27	4	nm
Change in Restricted Cash	26	41	36.6 %
Free Cash Flow	(725)	(356)	nm

nm: Not meaningful