

WHIRLPOOL CORPORATION
Key Financial Statistics for Q3 2015
(amounts in millions, except per share data)

SALES AND EARNINGS

| | Q3 | | | YTD | | |
|--------------------------------------|----------------|----------------|--------------|----------------|----------------|--------------|
| | 2015 | 2014 | % B/(W) | 2015 | 2014 | % B/(W) |
| Units (In thousands) | 17,440 | 13,887 | 25.6 % | 50,347 | 39,400 | 27.8 % |
| Net Sales | 5,277 | 4,824 | 9.4 % | 15,331 | 13,869 | 10.5 % |
| Operating Profit | 329 | 335 | (2.0)% | 905 | 907 | (0.3)% |
| Interest and Sundry Income (Expense) | (21) | (39) | 46.4 % | (32) | (78) | 59.5 % |
| Interest Expense | (41) | (35) | (15.2)% | (124) | (119) | (4.1)% |
| Income Tax Expense | 17 | 26 | (34.5)% | 116 | 126 | (8.3)% |
| Noncontrolling Interest | 15 | 5 | nm | 30 | 15 | nm |
| Net Earnings Available to Whirlpool | 235 | 230 | 2.5 % | 603 | 569 | 6.0 % |
| Diluted EPS | \$ 2.95 | \$ 2.88 | 2.3 % | \$ 7.54 | \$ 7.16 | 5.4 % |

OPERATING EXPENSES

| | 2015 | 2014 | % B/(W) | 2015 | 2014 | % B/(W) |
|-------------------------------------|--------------|---------------|-----------------|--------------|--------------|-----------------|
| Cost of Goods Sold | 4,347 | 3,997 | (8.8)% | 12,643 | 11,500 | (10.0)% |
| <i>Gross Margin %</i> | <i>17.6%</i> | <i>17.1 %</i> | <i>0.5pts</i> | <i>17.5%</i> | <i>17.1%</i> | <i>0.4pts</i> |
| Selling, General and Administrative | 529 | 448 | (17.6)% | 1,583 | 1,344 | (17.7)% |
| <i>% of sales</i> | <i>10.0%</i> | <i>9.3 %</i> | <i>(0.7pts)</i> | <i>10.3%</i> | <i>9.7%</i> | <i>(0.6pts)</i> |

BUSINESS SEGMENT INFORMATION

| | 2015 | 2014 | % B/(W) | 2015 | 2014 | % B/(W) |
|-------------------------------|--------------|---------------|-----------------|--------------|--------------|-----------------|
| North America | | | | | | |
| Units | 6,897 | 6,933 | (0.5)% | 19,176 | 19,022 | 0.8 % |
| Net Sales | 2,791 | 2,792 | — % | 7,819 | 7,798 | 0.3 % |
| Operating Profit | 349 | 304 | 14.6 % | 912 | 817 | 11.6 % |
| <i>% of sales</i> | <i>12.5%</i> | <i>10.9 %</i> | <i>1.6pts</i> | <i>11.7%</i> | <i>10.5%</i> | <i>1.2pts</i> |
| Latin America | | | | | | |
| Units | 2,114 | 2,981 | (29.1)% | 7,009 | 8,915 | (21.4)% |
| Net Sales | 751 | 1,131 | (33.6)% | 2,504 | 3,410 | (26.6)% |
| Operating Profit | 31 | 118 | (73.2)% | 126 | 328 | (61.5)% |
| <i>% of sales</i> | <i>4.2%</i> | <i>10.4 %</i> | <i>(6.2pts)</i> | <i>5.0%</i> | <i>9.6%</i> | <i>(4.6pts)</i> |
| EMEA | | | | | | |
| Units | 6,491 | 3,141 | 106.7 % | 18,117 | 8,732 | 107.5 % |
| Net Sales | 1,452 | 785 | 84.8 % | 4,059 | 2,251 | 80.3 % |
| Operating Profit | 32 | 9 | nm | 100 | 18 | nm |
| <i>% of sales</i> | <i>2.2%</i> | <i>1.2 %</i> | <i>1.0pts</i> | <i>2.5%</i> | <i>0.8%</i> | <i>1.7pts</i> |
| Asia | | | | | | |
| Units | 1,938 | 832 | 132.8 % | 6,045 | 2,731 | 121.3 % |
| Net Sales | 346 | 157 | 120.0 % | 1,105 | 534 | 107.0 % |
| Operating Profit | 24 | (8) | nm | 75 | 1 | nm |
| <i>% of sales</i> | <i>6.7%</i> | <i>(5.0)%</i> | <i>11.7pts</i> | <i>6.7%</i> | <i>0.2%</i> | <i>6.5pts</i> |
| Other and Eliminations | | | | | | |
| Net Sales | (63) | (41) | | (156) | (124) | |
| Operating Profit | (107) | (88) | | (308) | (257) | |
| Total | | | | | | |
| Units | 17,440 | 13,887 | 25.6 % | 50,347 | 39,400 | 27.8 % |
| Net Sales | 5,277 | 4,824 | 9.4 % | 15,331 | 13,869 | 10.5 % |
| Operating Profit | 329 | 335 | (2.0)% | 905 | 907 | (0.3)% |
| <i>% of sales</i> | <i>6.2%</i> | <i>7.0 %</i> | <i>(0.8pts)</i> | <i>5.9%</i> | <i>6.5%</i> | <i>(0.6pts)</i> |

MISCELLANEOUS

| | 2015 | 2014 | % B/(W) | 2015 | 2014 | % B/(W) |
|--------------------------|------|--------|------------|-------|-------|------------|
| Average Shares - Diluted | 79.7 | 79.6 | (0.1)% | 79.9 | 79.4 | (0.6)% |
| Average Shares - Basic | 78.8 | 78.4 | (0.5)% | 78.9 | 78.3 | (0.8)% |
| Effective Tax Rate | 6.5% | 10.1 % | nm | 15.2% | 17.5% | nm |

WORKING CAPITAL

| | 2015 | 2014 | % B/(W) |
|----------------------------|-------|-------|------------|
| Receivables | 2,914 | 2,213 | (31.7)% |
| Inventories | 2,943 | 2,720 | (8.2)% |
| Payables | 4,162 | 3,789 | 9.8 % |
| Net W/C | 1,695 | 1,144 | (48.2)% |
| Working Capital % of Sales | 8.3% | 6.2% | (2.1pts) |

DEBT RATIO

| | 2015 | 2014 | % B/(W) |
|--------------------------------|--------------|--------------|-----------------|
| Notes Payable | 803 | 486 | (65.3)% |
| Current Maturities of LTD | 507 | 213 | (137.8)% |
| L/T Debt | 3,502 | 2,450 | (42.9)% |
| Total Debt | 4,812 | 3,149 | (52.8)% |
| Noncontrolling Interests | 926 | 113 | nm |
| Whirlpool Stockholders' Equity | 4,863 | 5,198 | (6.4)% |
| Total Debt to Capital | 45.4% | 37.2% | (8.2pts) |

nm: Not meaningful