

# WHIRLPOOL CORPORATION

## Key Financial Statistics for Q1 2011

(amounts in millions, except per share data)

### SALES AND EARNINGS

Units
Net Sales
Operating Profit
Interest and Sundry Income (Expense)
Interest Expense
Income Taxes
Equity Earnings and Noncontrolling Interest
Earnings from Continuing Operations
<b>Diluted EPS from Continuing Operations</b>

Q1 2011		
11	10	% B/(W)
12,676	12,339	2.7%
4,401	4,272	3.0%
228	241	(5.5%)
(19)	(12)	(58.1%)
(54)	(58)	7.1%
(24)	(3)	778.1%
(9)	(10)	0.5%
169	164	3.3%
\$ 2.17	\$ 2.13	1.9%

### OPERATING EXPENSES

Cost of Goods Sold
<i>Gross Margin %</i>
Selling and Administrative
<i>% of sales</i>

11	10	% B/(W)
3,778	3,633	(4.0%)
14.1%	15.0%	(0.9) pts
380	371	(2.3%)
8.6%	8.7%	0.1 pts

### BUSINESS SEGMENT INFORMATION

#### **North America**

Net Sales
Operating Profit
<i>% of sales</i>

11	10	% B/(W)
2,258	2,251	0.3%
59	94	(37.2%)
2.6%	4.2%	(1.6) pts

#### **Latin America**

Net Sales
Operating Profit
<i>% of sales</i>

1,227	1,141	7.6%
174	167	3.8%
14.2%	14.7%	(0.5) pts

#### **Europe**

Net Sales
Operating Profit
<i>% of sales</i>

743	739	0.6%
25	27	(9%)
3.3%	3.6%	(0.3) pts

#### **Asia**

Net Sales
Operating Profit
<i>% of sales</i>

208	192	8.4%
11	11	(3.6%)
5.1%	5.7%	(0.6) pts

#### **Other and Eliminations**

Net Sales
Operating Profit

(35)	(51)	
(41)	(58)	

#### **Total**

Units
Net Sales
Operating Profit
<i>% of sales</i>

12,676	12,339	2.7%
4,401	4,272	3.0%
228	241	(5.5%)
5.2%	5.6%	(0.4) pts

### MISCELLANEOUS

Average Shares - Diluted
Average Shares - Basic
Effective Tax Rate

11	10	% B/(W)
77.9	76.8	(1.4%)
76.7	75.4	(1.6%)
-15.5%	-1.6%	13.9 pts

### WORKING CAPITAL

Receivables
Inventories
Payables
Net W/C
Working Capital % of Sales (YTD)

11	10	% B/(W)
2,347	2,440	3.8%
2,938	2,437	(20.6%)
3,572	3,323	7.5%
1,713	1,553	(10.3%)
9.7%	9.1%	(0.6) pts

### DEBT RATIO

Notes Payable
L/T Debt
Current Maturities of LTD
Total Debt

11	10	% B/(W)
2	17	90.7%
2,193	2,498	12.2%
313	334	6.4%
2,508	2,849	12.0%

Noncontrolling Interests
Whirlpool Stockholders' Equity

105	96	(8.8%)
4,467	3,695	20.9%

#### **Total Debt to Capital**

35.4%	42.9%	7.5 pts
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