

WHIRLPOOL CORPORATION
Key Financial Statistics for Q1 2017
(amounts in millions, except per share data)

	YTD		
	2017	2016	% B/(W)
SALES AND EARNINGS			
Units (In thousands)	16,161	15,802	2.3 %
Net Sales	4,786	4,616	3.7 %
Operating Profit	264	285	(7.4)%
Interest and Sundry (Income) Expense	25	32	21.9 %
Interest Expense	41	38	(6.8)%
Income Tax Expense	40	59	32.9 %
Noncontrolling Interest	5	6	0.2 %
Net Earnings Available to Whirlpool	153	150	1.8 %
Diluted EPS	\$ 2.01	\$ 1.92	4.6 %
OPERATING EXPENSES			
Cost of Goods Sold	3,960	3,793	(4.4)%
<i>Gross Margin %</i>	<i>17.2 %</i>	<i>17.8%</i>	<i>(0.6pts)</i>
Selling, General and Administrative	499	473	(5.5)%
<i>% of sales</i>	<i>10.4 %</i>	<i>10.3%</i>	<i>(0.1pts)</i>
<u>BUSINESS SEGMENT INFORMATION</u>			
<i>North America</i>			
Units	6,465	6,115	5.7 %
Net Sales	2,565	2,410	6.4 %
Operating Profit	287	250	15.2 %
<i>% of sales</i>	<i>11.2 %</i>	<i>10.4%</i>	<i>0.8pts</i>
<i>EMEA</i>			
Units	5,078	5,465	(7.1)%
Net Sales	1,033	1,173	(12.0)%
Operating Profit	(17)	55	nm
<i>% of sales</i>	<i>(1.7)%</i>	<i>4.7%</i>	<i>(6.4pts)</i>
<i>Latin America</i>			
Units	2,065	2,073	(0.4)%
Net Sales	818	705	15.9 %
Operating Profit	68	43	58.1 %
<i>% of sales</i>	<i>8.3 %</i>	<i>6.1%</i>	<i>2.2pts</i>
<i>Asia</i>			
Units	2,553	2,149	18.8 %
Net Sales	419	371	13.0 %
Operating Profit	23	25	(8.7)%
<i>% of sales</i>	<i>5.5 %</i>	<i>6.9%</i>	<i>(1.4pts)</i>
<i>Other and Eliminations</i>			
Net Sales	(49)	(43)	
Operating Profit	(97)	(88)	
Total			
Units	16,161	15,802	2.3 %
Net Sales	4,786	4,616	3.7 %
Operating Profit	264	285	(7.4)%
<i>% of sales</i>	<i>5.5 %</i>	<i>6.2%</i>	<i>(0.7pts)</i>
MISCELLANEOUS			
Average Shares - Diluted	76.0	78.3	2.9 %
Average Shares - Basic	74.8	77.3	3.2 %
Effective Tax Rate	20.0 %	27.2%	7.2pts
WORKING CAPITAL			
Receivables	2,735	2,695	(1.5)%
Inventories	3,076	3,096	0.7 %
Payables	4,334	4,286	1.1 %
Net W/C	1,477	1,505	1.9 %
Working Capital % of Sales	7.7 %	8.1%	0.4pts
DEBT RATIO			
Notes Payable	834	998	16.5 %
Current Maturities of LTD	309	760	59.3 %
L/T Debt	3,890	3,251	(19.7)%
Total Debt	5,033	5,009	(0.5)%
Noncontrolling Interests	959	938	(2.3)%
Whirlpool Stockholders' Equity	4,816	4,758	1.2 %
Total Debt to Capital	46.6 %	46.8%	0.2pts

nm: Not meaningful