

WHIRLPOOL CORPORATION
Key Financial Statistics for Q4 2014
(amounts in millions, except per share data)

SALES AND EARNINGS

	Q4			YTD		
	2014	2013	% B/(W)	2014	2013	% B/(W)
Units (In thousands)	20,403	15,695	30.0 %	59,803	55,141	8.5 %
Net Sales	6,003	5,090	18.0 %	19,872	18,769	5.9 %
Operating Profit	281	354	(20.7)%	1,188	1,249	(4.9)%
Interest and Sundry Income (Expense)	(64)	(82)	23.3 %	(142)	(155)	8.6 %
Interest Expense	(46)	(44)	(5.2)%	(165)	(177)	6.7 %
Income Tax Expense	63	41	(56.4)%	189	68	nm
Noncontrolling Interest	27	6	nm	42	22	(83.0)%
Net Earnings Available to Whirlpool	81	181	(54.9)%	650	827	(21.3)%
Diluted EPS	\$ 1.02	\$ 2.26	(54.8)%	\$ 8.17	\$ 10.24	(20.2)%

OPERATING EXPENSES

	Q4			YTD		
	2014	2013	% B/(W)	2014	2013	% B/(W)
Cost of Goods Sold	4,977	4,181	(19.1)%	16,477	15,471	(6.5)%
<i>Gross Margin %</i>	<i>17.1 %</i>	<i>17.9%</i>	<i>(0.8pts)</i>	<i>17.1 %</i>	<i>17.6 %</i>	<i>(0.5pts)</i>
Selling, General and Administrative	694	493	(40.7)%	2,038	1,828	(11.5)%
<i>% of sales</i>	<i>11.5 %</i>	<i>9.7%</i>	<i>(1.8pts)</i>	<i>10.3 %</i>	<i>9.7 %</i>	<i>(0.6pts)</i>

BUSINESS SEGMENT INFORMATION

	Q4			YTD		
	2014	2013	% B/(W)	2014	2013	% B/(W)
North America						
Units	7,870	7,419	6.1 %	26,892	25,895	3.8 %
Net Sales	2,836	2,725	4.1 %	10,634	10,178	4.5 %
Operating Profit	255	301	(15.2)%	1,072	1,070	0.2 %
<i>% of sales</i>	<i>9.0 %</i>	<i>11.0%</i>	<i>(2.0pts)</i>	<i>10.1 %</i>	<i>10.5 %</i>	<i>(0.4pts)</i>
Latin America						
Units	3,906	3,996	(2.2)%	12,821	13,422	(4.5)%
Net Sales	1,276	1,381	(7.6)%	4,686	4,928	(4.9)%
Operating Profit	147	159	(7.8)%	475	557	(14.7)%
<i>% of sales</i>	<i>11.5 %</i>	<i>11.5%</i>	<i>0.0pts</i>	<i>10.1 %</i>	<i>11.3 %</i>	<i>(1.2pts)</i>
EMEA						
Units	7,012	3,362	108.6 %	15,744	11,907	32.2 %
Net Sales	1,654	847	95.3 %	3,905	3,024	29.1 %
Operating Profit (Loss)	41	10	nm	59	(4)	nm
<i>% of sales</i>	<i>2.5 %</i>	<i>1.2%</i>	<i>1.3pts</i>	<i>1.5 %</i>	<i>(0.1)%</i>	<i>1.6pts</i>
Asia						
Units	1,615	918	75.9 %	4,346	3,917	11.0 %
Net Sales	282	177	59.5 %	816	807	1.2 %
Operating Profit	(22)	10	nm	(21)	34	nm
<i>% of sales</i>	<i>(7.7)%</i>	<i>5.4%</i>	<i>(13.1pts)</i>	<i>(2.5)%</i>	<i>4.2 %</i>	<i>(6.7pts)</i>
Other and Eliminations						
Net Sales	(45)	(40)		(169)	(168)	
Operating Profit	(140)	(126)		(397)	(408)	
Total						
Units	20,403	15,695	30.0 %	59,803	55,141	8.5 %
Net Sales	6,003	5,090	18.0 %	19,872	18,769	5.9 %
Operating Profit	281	354	(20.7)%	1,188	1,249	(4.9)%
<i>% of sales</i>	<i>4.7 %</i>	<i>7.0%</i>	<i>(2.3pts)</i>	<i>6.0 %</i>	<i>6.7 %</i>	<i>(0.7pts)</i>

MISCELLANEOUS

	Q4			YTD		
	2014	2013	% B/(W)	2014	2013	% B/(W)
Average Shares - Diluted	79.8	79.9	0.1 %	79.6	80.8	1.5 %
Average Shares - Basic	78.4	78.5	0.1 %	78.3	79.3	1.3 %
Effective Tax Rate	37 %	18%	19pts	21 %	7 %	14pts

WORKING CAPITAL

	YTD		
	2014	2013	% B/(W)
Receivables	2,768	2,005	(38.0)%
Inventories	2,740	2,408	(13.8)%
Payables	4,730	3,865	22.4 %
Net W/C	778	548	(41.7)%
Working Capital % of Sales	3.9 %	2.9 %	(1.0pts)

DEBT RATIO

	YTD		
	2014	2013	% B/(W)
Notes Payable	569	10	nm
Current Maturities of LTD	234	607	61.4 %
L/T Debt	3,544	1,846	(92.0)%
Total Debt	4,347	2,463	(76.5)%
Noncontrolling Interests	911	110	nm
Whirlpool Stockholders' Equity	4,885	4,924	(0.8)%
Total Debt to Capital	42.9 %	32.9 %	(10.0pts)

nm: Not meaningful