

WHIRLPOOL CORPORATION
Key Financial Statistics for Q4 2015
(amounts in millions, except per share data)

SALES AND EARNINGS

	Q4			YTD		
	2015	2014	% B/(W)	2015	2014	% B/(W)
Units (In thousands)	19,925	20,403	(2.3)%	70,272	59,803	17.5 %
Net Sales	5,560	6,003	(7.4)%	20,891	19,872	5.1 %
Operating Profit	380	281	35.4 %	1,285	1,188	8.2 %
Interest and Sundry Income (Expense)	(57)	(64)	9.0 %	(89)	(142)	36.7 %
Interest Expense	(41)	(46)	10.0 %	(165)	(165)	(0.2)%
Income Tax Expense	93	63	46.7 %	209	189	10.1 %
Noncontrolling Interest	9	27	69.0 %	39	42	7.5 %
Net Earnings Available to Whirlpool	180	81	121.0 %	783	650	20.4 %
Diluted EPS	\$ 2.28	\$ 1.02	123.3 %	\$ 9.83	\$ 8.17	20.3 %

OPERATING EXPENSES

	Q4			YTD		
	2015	2014	% B/(W)	2015	2014	% B/(W)
Cost of Goods Sold	4,558	4,977	8.5 %	17,201	16,477	(4.4)%
<i>Gross Margin %</i>	<i>18.0%</i>	<i>17.1 %</i>	<i>0.9pts</i>	<i>17.7%</i>	<i>17.1 %</i>	<i>0.6pts</i>
Selling, General and Administrative	547	694	20.9 %	2,130	2,038	(4.6)%
<i>% of sales</i>	<i>9.9%</i>	<i>11.5 %</i>	<i>1.6pts</i>	<i>10.2%</i>	<i>10.3 %</i>	<i>0.1pts</i>

BUSINESS SEGMENT INFORMATION

	Q4			YTD		
	2015	2014	% B/(W)	2015	2014	% B/(W)
North America						
Units	8,097	7,870	2.9 %	27,273	26,892	1.4 %
Net Sales	2,913	2,836	2.7 %	10,732	10,634	0.9 %
Operating Profit	340	255	33.6 %	1,252	1,072	16.8 %
<i>% of sales</i>	<i>11.7%</i>	<i>9.0 %</i>	<i>2.7pts</i>	<i>11.7%</i>	<i>10.1 %</i>	<i>1.6pts</i>
EMEA						
Units	7,028	7,012	0.2 %	25,145	15,744	59.7 %
Net Sales	1,542	1,654	(6.7)%	5,601	3,905	43.4 %
Operating Profit	88.0	41.0	117.5 %	188.0	59.0	nm
<i>% of sales</i>	<i>5.7%</i>	<i>2.5 %</i>	<i>3.2pts</i>	<i>3.4%</i>	<i>1.5 %</i>	<i>1.9pts</i>
Latin America						
Units	3,075	3,906	(21.3)%	10,084	12,821	(21.3)%
Net Sales	845	1,276	(33.8)%	3,349	4,686	(28.5)%
Operating Profit	58	147	(61.0)%	184	475	(61.3)%
<i>% of sales</i>	<i>6.8%</i>	<i>11.5 %</i>	<i>(4.7pts)</i>	<i>5.5%</i>	<i>10.1 %</i>	<i>(4.6pts)</i>
Asia						
Units	1,725	1,615	6.8 %	7,770	4,346	78.8 %
Net Sales	312	282	10.4 %	1,417	816	73.6 %
Operating Profit	5	(22)	126.6 %	80	(21)	nm
<i>% of sales</i>	<i>1.8%</i>	<i>(7.7)%</i>	<i>9.5pts</i>	<i>5.7%</i>	<i>(2.5)%</i>	<i>8.2pts</i>
Other and Eliminations						
Net Sales	(52)	(45)		(208)	(169)	
Operating Profit	(111)	(140)		(419)	(397)	
Total						
Units	19,925	20,403	(2.3)%	70,272	59,803	17.5 %
Net Sales	5,560	6,003	(7.4)%	20,891	19,872	5.1 %
Operating Profit	380	281	35.4 %	1,285	1,188	8.2 %
<i>% of sales</i>	<i>6.9%</i>	<i>4.7 %</i>	<i>2.2pts</i>	<i>6.2%</i>	<i>6.0 %</i>	<i>0.2pts</i>

MISCELLANEOUS

	Q4			YTD		
	2015	2014	% B/(W)	2015	2014	% B/(W)
Average Shares - Diluted	78.9	79.8	1.1 %	79.7	79.6	(0.2)%
Average Shares - Basic	78.1	78.4	0.4 %	78.7	78.3	(0.5)%
Effective Tax Rate	33.0%	36.8 %	nm	20.3%	21.4 %	nm

WORKING CAPITAL

	YTD		
	2015	2014	% B/(W)
Receivables	2,530	2,768	8.6 %
Inventories	2,619	2,740	4.4 %
Payables	4,403	4,730	(6.9)%
Net W/C	746	778	4.1 %
Working Capital % of Sales	3.6%	3.9 %	0.3pts

DEBT RATIO

	YTD		
	2015	2014	% B/(W)
Notes Payable	20	569	96.6 %
Current Maturities of LTD	508	234	(116.9)%
L/T Debt	3,470	3,544	2.1 %
Total Debt	3,998	4,347	8.0 %
Noncontrolling Interests	931	911	(2.2)%
Whirlpool Stockholders' Equity	4,743	4,885	(2.9)%
Total Debt to Capital	41.3%	42.9 %	1.6pts

nm: Not meaningful