

**WHIRLPOOL CORPORATION**  
**Key Financial Statistics for Q4 2017**  
(amounts in millions, except per share data)

**SALES AND EARNINGS**

	Q4			YTD		
	2017	2016	% B/(W)	2017	2016	% B/(W)
Units (In thousands)	19,730	20,648	(4.4)%	71,704	71,692	— %
Net Sales	5,702	5,656	0.8 %	21,253	20,718	2.6 %
Operating Profit	267	341	(21.7)%	1,136	1,368	(17.0)%
Interest and Sundry (Income) Expense	18	(10)	nm	87	93	6.5 %
Interest Expense	40	43	5.8 %	162	161	(0.7)%
Income Tax (Benefit) Expense	481	122	nm	550	186	nm
Noncontrolling Interest	(4)	6	nm	(13)	40	nm
Net Earnings Available to Whirlpool	(268)	180	nm	350	888	(60.6)%
<b>Diluted EPS</b>	<b>\$ (3.69)</b>	<b>\$ 2.36</b>	<b>nm</b>	<b>\$ 4.70</b>	<b>\$ 11.50</b>	<b>(59.1)%</b>

**OPERATING EXPENSES**

	Q4			YTD		
	2017	2016	% B/(W)	2017	2016	% B/(W)
Cost of Goods Sold	4,717	4,696	(0.4)%	17,651	17,026	(3.7)%
<i>Gross Margin %</i>	<i>17.3 %</i>	<i>17.0%</i>	<i>0.3pts</i>	<i>16.9 %</i>	<i>17.8%</i>	<i>(0.9pts)</i>
Selling, General and Administrative	566	545	(3.9)%	2,112	2,080	(1.5)%
<i>% of sales</i>	<i>9.9 %</i>	<i>9.6%</i>	<i>(0.3pts)</i>	<i>9.9 %</i>	<i>10.0%</i>	<i>0.1pts</i>

**BUSINESS SEGMENT INFORMATION**

	Q4			YTD		
	2017	2016	% B/(W)	2017	2016	% B/(W)
<b>North America</b>						
Units	8,950	9,103	(1.7)%	30,770	29,371	4.8 %
Net Sales	3,123	3,127	(0.1)%	11,663	11,147	4.6 %
Operating Profit	368	349	5.4 %	1,359	1,285	5.8 %
<i>% of sales</i>	<i>11.8 %</i>	<i>11.2%</i>	<i>0.6pts</i>	<i>11.7 %</i>	<i>11.5%</i>	<i>0.2pts</i>
<b>EMEA</b>						
Units	6,349	6,808	(6.8)%	22,998	24,671	(6.8)%
Net Sales	1,380	1,360	1.5 %	4,881	5,148	(5.2)%
Operating Profit	4	17	(74.0)%	(2)	158	nm
<i>% of sales</i>	<i>0.3 %</i>	<i>1.3%</i>	<i>(1.0pts)</i>	<i>— %</i>	<i>3.1%</i>	<i>(3.1pts)</i>
<b>Latin America</b>						
Units	2,486	2,443	1.7 %	9,091	8,924	1.9 %
Net Sales	905	860	5.2 %	3,420	3,191	7.2 %
Operating Profit	64	71	(9.9)%	244	210	16.2 %
<i>% of sales</i>	<i>7.1 %</i>	<i>8.3%</i>	<i>(1.2pts)</i>	<i>7.1 %</i>	<i>6.6%</i>	<i>0.5pts</i>
<b>Asia</b>						
Units	1,945	2,294	(15.2)%	8,845	8,726	1.4 %
Net Sales	333	352	(5.3)%	1,467	1,424	3.0 %
Operating Profit	(1)	18	nm	(8)	74	nm
<i>% of sales</i>	<i>(0.4)%</i>	<i>4.9%</i>	<i>(5.3pts)</i>	<i>(0.6)%</i>	<i>5.2%</i>	<i>(5.8pts)</i>
<b>Other and Eliminations</b>						
Net Sales	(39)	(43)	nm	(178)	(192)	nm
Operating Profit	(168)	(114)	nm	(457)	(359)	nm
<b>Total</b>						
Units	19,730	20,648	(4.4)%	71,704	71,692	— %
Net Sales	5,702	5,656	0.8 %	21,253	20,718	2.6 %
Operating Profit	267	341	(21.7)%	1,136	1,368	(17.0)%
<i>% of sales</i>	<i>4.7 %</i>	<i>6.0%</i>	<i>(1.3pts)</i>	<i>5.3 %</i>	<i>6.6%</i>	<i>(1.3pts)</i>

**MISCELLANEOUS**

	Q4			YTD		
	2017	2016	% B/(W)	2017	2016	% B/(W)
Average Shares - Diluted	72.5	76.3	5.0 %	74.4	77.2	3.6 %
Average Shares - Basic	71.5	75.2	4.9 %	73.3	76.1	3.7 %
Effective Tax Rate	nm	39.3%	nm	61.8 %	16.6%	(45.2pts)

**WORKING CAPITAL**

	Q4		
	2017	2016	% B/(W)
Receivables	2,665	2,711	1.7 %
Inventories	2,988	2,623	(13.9)%
Payables	4,797	4,416	8.6 %
Net W/C	856	918	6.6 %
Working Capital % of Sales	4.0 %	4.4%	0.4pts

**DEBT RATIO**

	Q4		
	2017	2016	% B/(W)
Notes Payable	450	34	nm
Current Maturities of LTD	376	560	32.8 %
L/T Debt	4,392	3,876	(13.3)%
Total Debt	5,218	4,470	(16.8)%
Noncontrolling Interests	930	955	2.7 %
Whirlpool Stockholders' Equity	4,198	4,773	(12.1)%
<b>Total Debt to Capital</b>	<b>50.4 %</b>	<b>43.8%</b>	<b>(6.6pts)</b>

nm: Not meaningful