

WHIRLPOOL CORPORATION
Key Financial Statistics for Q3 2016
(amounts in millions, except per share data)

SALES AND EARNINGS

	Q3			YTD		
	2016	2015	% B/(W)	2016	2015	% B/(W)
Units (In thousands)	17,950	17,440	2.9 %	51,044	50,347	1.4 %
Net Sales	5,248	5,277	(0.5)%	15,062	15,331	(1.8)%
Operating Profit	370	329	12.5 %	1,019	905	12.6 %
Interest and Sundry (Income) Expense	26	21	(23.9)%	95	32	nm
Interest Expense	39	41	5.0 %	118	124	5.0 %
Income Tax Expense	61	17	nm	64	116	44.4 %
Noncontrolling Interest	6	15	59.6 %	34	30	(12.1)%
Net Earnings Available to Whirlpool	238	235	1.2 %	708	603	17.4 %
Diluted EPS	\$ 3.10	\$ 2.95	5.2 %	\$ 9.16	\$ 7.54	21.5 %

OPERATING EXPENSES

	Q3			YTD		
	2016	2015	% B/(W)	2016	2015	% B/(W)
Cost of Goods Sold	4,310	4,347	0.9 %	12,335	12,643	2.4 %
<i>Gross Margin %</i>	<i>17.9%</i>	<i>17.6%</i>	<i>0.3pts</i>	<i>18.1%</i>	<i>17.5%</i>	<i>0.6pts</i>
Selling, General and Administrative	521	529	1.0 %	1,538	1,583	2.7 %
<i>% of sales</i>	<i>10.0%</i>	<i>10.0%</i>	<i>0.0pts</i>	<i>10.2%</i>	<i>10.3%</i>	<i>0.1pts</i>

BUSINESS SEGMENT INFORMATION

	Q3			YTD		
	2016	2015	% B/(W)	2016	2015	% B/(W)
North America						
Units	7,370	6,897	6.9 %	20,268	19,176	5.7 %
Net Sales	2,850	2,791	2.1 %	8,020	7,819	2.6 %
Operating Profit	346	349	(1.0)%	936	912	2.6 %
<i>% of sales</i>	<i>12.1%</i>	<i>12.5%</i>	<i>(0.4pts)</i>	<i>11.7%</i>	<i>11.7%</i>	<i>0.0pts</i>
EMEA						
Units	6,367	6,491	(1.9)%	17,863	18,117	(1.4)%
Net Sales	1,319	1,452	(9.1)%	3,788	4,059	(6.7)%
Operating Profit	40	32	23.5 %	141	100	41.1 %
<i>% of sales</i>	<i>3.0%</i>	<i>2.2%</i>	<i>0.8pts</i>	<i>3.7%</i>	<i>2.5%</i>	<i>1.2pts</i>
Latin America						
Units	2,072	2,114	(2.0)%	6,481	7,009	(7.5)%
Net Sales	800	751	6.5 %	2,331	2,504	(6.9)%
Operating Profit	45	31	43.8 %	137	126	8.6 %
<i>% of sales</i>	<i>5.7%</i>	<i>4.2%</i>	<i>1.5pts</i>	<i>5.9%</i>	<i>5.0%</i>	<i>0.9pts</i>
Asia						
Units	2,141	1,938	10.5 %	6,432	6,045	6.4 %
Net Sales	338	346	(2.1)%	1,072	1,105	(3.0)%
Operating Profit	15	24	(35.9)%	56	75	(24.3)%
<i>% of sales</i>	<i>4.4%</i>	<i>6.7%</i>	<i>(2.3pts)</i>	<i>5.3%</i>	<i>6.7%</i>	<i>(1.4pts)</i>
Other and Eliminations						
Net Sales	(59)	(63)		(149)	(156)	
Operating Profit	(76)	(107)		(251)	(308)	
Total						
Units	17,950	17,440	2.9 %	51,044	50,347	1.4 %
Net Sales	5,248	5,277	(0.5)%	15,062	15,331	(1.8)%
Operating Profit	370	329	12.5 %	1,019	905	12.6 %
<i>% of sales</i>	<i>7.0%</i>	<i>6.2%</i>	<i>0.8pts</i>	<i>6.8%</i>	<i>5.9%</i>	<i>0.9pts</i>

MISCELLANEOUS

	Q3			YTD		
	2016	2015	% B/(W)	2016	2015	% B/(W)
Average Shares - Diluted	76.6	79.7	3.9 %	77.3	79.9	3.3 %
Average Shares - Basic	75.7	78.8	3.9 %	76.4	78.9	3.2 %
Effective Tax Rate	20.1%	6.5%	nm	7.9%	15.2%	nm

WORKING CAPITAL

	Q3			YTD		
	2016	2015	% B/(W)	2016	2015	% B/(W)
Receivables				2,982	2,914	(2.3)%
Inventories				3,208	2,943	(9.0)%
Payables				4,312	4,162	3.6 %
Net W/C				1,878	1,695	(10.8)%
Working Capital % of Sales				9.3%	8.3%	(1.0pts)

DEBT RATIO

	Q3			YTD		
	2016	2015	% B/(W)	2016	2015	% B/(W)
Notes Payable	1,408	803	(75.4)%	1,408	803	(75.4)%
Current Maturities of LTD	263	507	48.0 %	263	507	48.0 %
L/T Debt	3,718	3,502	(6.2)%	3,718	3,502	(6.2)%
Total Debt	5,389	4,812	(12.0)%	5,389	4,812	(12.0)%
Noncontrolling Interests	963	926	(4.0)%	963	926	(4.0)%
Whirlpool Stockholders' Equity	5,004	4,863	2.9 %	5,004	4,863	2.9 %
Total Debt to Capital	47.5%	45.4%	(2.1pts)	47.5%	45.4%	(2.1pts)

nm: Not meaningful