

# WHIRLPOOL CORPORATION

## Key Financial Statistics for Q3 2006

	Q3 2006			YTD		
	06	05	% B/(W)	06	05	% B/(W)
<b>SALES AND EARNINGS</b>						
Units	14,310	11,754	21.7%	39,605	33,793	17.2%
Net Sales	4,843	3,599	34.6%	13,126	10,363	26.7%
Operating Profit	225	202	11.1%	633	574	10.2%
Interest and Sundry Income (Expense)	24	1	NM	5	(29)	116.3%
Interest Expense	(67)	(32)	(107.3%)	(152)	(101)	(50.4%)
Income Taxes	(46)	(56)	17.7%	(128)	(142)	9.6%
Equity Earnings and Minority Interest	(2)	(1)	(7.4%)	(5)	(6)	12.7%
Earnings from Continuing Operations	134	114	17.9%	353	296	19.3%
<b>Diluted EPS from Continuing Operations</b>	<b>\$ 1.68</b>	<b>\$ 1.66</b>	<b>1.2%</b>	<b>\$ 4.68</b>	<b>\$ 4.35</b>	<b>7.6%</b>
<b>OPERATING EXPENSES</b>						
Cost of Goods Sold	4,139	3,046	(35.9%)	11,161	8,806	(26.7%)
Gross Margin %	14.5%	15.3%	(0.8) pts	15.0%	15.0%	- pts
Selling and Administrative	462	339	(36.3%)	1,272	956	(33.1%)
% of sales	9.5%	9.4%	(0.1) pts	9.7%	9.2%	(0.5) pts
<b>BUSINESS SEGMENT INFORMATION</b>						
<b>North America</b>						
Net Sales	3,297	2,280	44.6%	8,785	6,465	35.9%
Operating Profit	195	212	(8.1%)	606	581	4.3%
% of sales	5.9%	9.3%	(3.4) pts	6.9%	9.0%	(2.1) pts
<b>Europe</b>						
Net Sales	887	811	9.3%	2,408	2,311	4.2%
Operating Profit	60	48	26.5%	140	118	18.2%
% of sales	6.8%	5.9%	0.9 pts	5.8%	5.1%	0.7 pts
<b>Latin America</b>						
Net Sales	590	446	32.3%	1,701	1,382	23.0%
Operating Profit	51	15	240.3%	134	70	90.0%
% of sales	8.6%	3.3%	5.3 pts	7.9%	5.1%	2.8 pts
<b>Asia</b>						
Net Sales	104	95	9.6%	338	312	8.3%
Operating Profit	(1)	(5)	83.6%	(3)	(14)	81.4%
% of sales	(0.8%)	(5.3%)	4.5 pts	(0.8%)	(4.6%)	3.8 pts
<b>Other and Eliminations</b>						
Net Sales	(35)	(33)		(106)	(107)	
Operating Profit	(81)	(68)		(244)	(181)	
<b>Total</b>						
Units	14,310	11,754	21.7%	39,605	33,793	17.2%
Net Sales	4,843	3,599	34.6%	13,126	10,363	26.7%
Operating Profit	225	202	11.1%	633	574	10.2%
	4.6%	5.6%	(1.0) pts	4.8%	5.5%	(0.7) pts
<b>MISCELLANEOUS</b>						
Average Shares - Diluted	79,600	68,300	(16.5%)	75,500	68,100	(10.9%)
Average Shares - Basic	78,300	67,000	(16.9%)	74,100	66,900	(10.8%)
Effective Tax Rate	25.2%	32.5%	7.3 pts	26.4%	32.0%	5.6 pts
<b>WORKING CAPITAL</b>						
Inventories	2,585	1,758	(47.0%)	2,585	1,758	(47.0%)
Receivables	2,669	2,065	(29.2%)	2,669	2,065	(29.2%)
Payables	2,913	2,108	38.2%	2,913	2,108	38.2%
Net W/C	2,341	1,715	(36.5%)	2,341	1,715	(36.5%)
Working Capital % of Sales (YTD)	12.4%	12.4%	- pts	12.4%	12.4%	- pts
<b>DEBT RATIO</b>						
Notes Payable	628	287	(118.8%)	628	287	(118.8%)
L/T Debt	1,799	746	(141.2%)	1,799	746	(141.2%)
Current Maturities of LTD	210	368	NM	210	368	NM
Total Debt	2,637	1,401	(88.2%)	2,637	1,401	(88.2%)
Minority Interest	53	97	45.4%	53	97	45.4%
Equity	3,108	1,893	64.2%	3,108	1,893	64.2%
<b>Total Debt to Capital</b>	<b>45.5%</b>	<b>41.3%</b>	<b>(4.2) pts</b>	<b>45.5%</b>	<b>41.3%</b>	<b>(4.2) pts</b>