

**WHIRLPOOL CORPORATION**  
**Key Financial Statistics for Q3 2018**  
(amounts in millions, except per share data)

CONSOLIDATED EARNINGS INFORMATION	Q3			YTD		
	2018	2017	% B/(W)	2018	2017	% B/(W)
Units (In thousands)	17,658	18,134	(2.6)%	49,071	51,974	(5.6)%
Net Sales	5,326	5,418	(1.7)%	15,377	15,551	(1.1)%
Cost of Goods Sold	4,431	4,503	1.6 %	12,790	12,934	1.1 %
<i>Gross Margin %</i>	16.8 %	16.9 %	(0.1pts)	16.8 %	16.8 %	0.0pts
Selling, General and Administrative	550	521	(5.5)%	1,596	1,546	(3.2)%
<i>% of sales</i>	10.3 %	9.6 %	(0.7pts)	10.4 %	9.9 %	(0.5pts)
EBIT	275	310	(11.2)%	(136)	800	nm
<i>% of sales</i>	5.2 %	5.7 %	(0.5pts)	(0.9)%	5.1 %	(6.0pts)
Interest Expense	52	42	(23.8)%	141	122	(16.0)%
Income Tax (Benefit) Expense	7	(4)	nm	52	69	25.0 %
Noncontrolling Interest	6	(4)	nm	24	(9)	nm
Net Earnings (Loss) Available to Whirlpool	210	276	(23.8)%	(353)	618	nm
Diluted EPS	\$ 3.22	\$ 3.72	(13.6)%	\$ (5.18)	\$ 8.23	nm

**SEGMENT INFORMATION**

	2018	2017	% B/(W)	2018	2017	% B/(W)
<b>North America</b>						
Units	7,299	7,274	0.3 %	19,548	20,044	(2.5)%
Net Sales	2,994	2,854	4.9 %	8,292	8,133	1.9 %
EBIT	343	336	2.0 %	962	947	1.7 %
<i>% of sales</i>	11.5 %	11.8 %	(0.3pts)	11.6 %	11.6 %	0.0pts
<b>EMEA</b>						
Units	5,246	5,795	(9.5)%	14,306	16,649	(14.1)%
Net Sales	1,134	1,268	(10.6)%	3,298	3,501	(5.8)%
EBIT	(39)	(2)	nm	(91)	(27)	nm
<i>% of sales</i>	(3.4)%	(0.2)%	(3.2pts)	(2.7)%	(0.8)%	(1.9pts)
<b>Latin America</b>						
Units	3,158	2,869	10.1 %	8,444	8,344	1.2 %
Net Sales	878	966	(9.2)%	2,628	2,873	(8.5)%
EBIT	49	55	(10.6)%	139	178	(22.1)%
<i>% of sales</i>	5.6 %	5.7 %	(0.1pts)	5.3 %	6.2 %	(0.9pts)
<b>Asia</b>						
Units	1,955	2,196	(10.9)%	6,773	6,937	(2.3)%
Net Sales	339	373	(9.3)%	1,215	1,181	2.8 %
EBIT	13	9	45.9 %	75	4	nm
<i>% of sales</i>	3.8 %	2.4 %	1.4pts	6.2 %	0.3 %	5.9pts
<b>Other and Eliminations</b>						
Net Sales	(19)	(43)		(56)	(137)	
EBIT	(91)	(88)		(1,221)	(302)	

**MISCELLANEOUS**

	2018	2017	% B/(W)	2018	2017	% B/(W)
Average Shares - Diluted	65.3	74.0	11.8 %	68.2	75.1	9.2 %
Average Shares - Basic	64.5	72.9	11.5 %	68.2	73.9	7.7 %
Effective Tax Rate	2.9 %	(1.4)%	nm	(18.8)%	10.2 %	29.0pts

**WORKING CAPITAL**

	2018	2017	% B/(W)
Receivables	2,881	3,102	7.1 %
Inventories	2,873	3,345	14.1 %
Payables	4,200	4,728	(11.2)%
Net Working Capital	1,554	1,719	9.6 %
Working Capital % of Sales	7.6 %	8.3 %	0.7pts

**FREE CASH FLOW**

	2018	2017	% B/(W)
Cash Used In Operating Activities	(615)	(33)	nm
Capital Expenditures	(330)	(371)	11.1 %
Proceeds from Sale of Assets and Business	27	5	nm
Change in Restricted Cash	44	51	13.7 %
Free Cash Flow	(874)	(348)	nm

nm: Not meaningful