

WHIRLPOOL CORPORATION
Key Financial Statistics for Q4 2013
(amounts in millions, except per share data)

SALES AND EARNINGS

	Q4			YTD		
	2013	2012	% B/(W)	2013	2012	% B/(W)
Units (In thousands)	15,695	14,762	6.3 %	55,141	52,502	5.0 %
Net Sales	5,090	4,791	6.2 %	18,769	18,143	3.4 %
Operating Profit	354	258	37.4 %	1,249	869	43.8 %
Interest and Sundry Income (Expense)	(82)	(35)	(135.4)%	(155)	(112)	(38.8)%
Interest Expense	(44)	(49)	10.1 %	(177)	(199)	11.0 %
Income Tax Expense	41	46	13.3 %	68	133	49.2 %
Noncontrolling Interest	6	6	(14.9)%	22	24	2.7 %
Net Earnings Available to Whirlpool	181	122	48.0 %	827	401	106.0 %
Diluted EPS	\$ 2.26	\$ 1.52	48.5 %	\$ 10.24	\$ 5.06	102.3 %

OPERATING EXPENSES

	Q4			YTD		
	2013	2012	% B/(W)	2013	2012	% B/(W)
Cost of Goods Sold	4,181	3,979	(5.1)%	15,471	15,250	(1.5)%
<i>Gross Margin %</i>	<i>17.9%</i>	<i>16.9%</i>	<i>1.0pts</i>	<i>17.6 %</i>	<i>15.9 %</i>	<i>1.7pts</i>
Selling and Administrative	494	485	(1.5)%	1,828	1,757	(4.0)%
<i>% of sales</i>	<i>9.7%</i>	<i>10.1%</i>	<i>0.4pts</i>	<i>9.7 %</i>	<i>9.7 %</i>	<i>0.0pts</i>

BUSINESS SEGMENT INFORMATION

	Q4			YTD		
	2013	2012	% B/(W)	2013	2012	% B/(W)
North America						
Units	7,419	6,768	9.6 %	25,895	24,291	6.6 %
Net Sales	2,725	2,503	8.8 %	10,178	9,631	5.7 %
Operating Profit	301	233	28.6 %	1,070	846	26.4 %
<i>% of sales</i>	<i>11.0%</i>	<i>9.3%</i>	<i>1.7pts</i>	<i>10.5 %</i>	<i>8.8 %</i>	<i>1.7pts</i>
Latin America						
Units	3,996	3,800	5.1 %	13,422	12,637	6.2 %
Net Sales	1,381	1,331	3.8 %	4,928	4,950	(0.5)%
Operating Profit	159	134	18.7 %	557	476	17.0 %
<i>% of sales</i>	<i>11.5%</i>	<i>10.1%</i>	<i>1.4pts</i>	<i>11.3 %</i>	<i>9.6 %</i>	<i>1.7pts</i>
EMEA						
Units	3,362	3,213	4.6 %	11,907	11,546	3.1 %
Net Sales	847	794	6.7 %	3,024	2,874	5.2 %
Operating Profit (Loss)	10	8	30.9 %	(4)	(51)	93.2 %
<i>% of sales</i>	<i>1.2%</i>	<i>1.0%</i>	<i>0.2pts</i>	<i>(0.1)%</i>	<i>(1.8)%</i>	<i>1.7pts</i>
Asia						
Units	918	981	(6.4)%	3,917	4,028	(2.7)%
Net Sales	177	203	(12.6)%	807	847	(4.8)%
Operating Profit	10	7	43.5 %	34	37	(7.6)%
<i>% of sales</i>	<i>5.4%</i>	<i>3.3%</i>	<i>2.1pts</i>	<i>4.2 %</i>	<i>4.3 %</i>	<i>(0.1pts)</i>
Other and Eliminations						
Net Sales	(40)	(40)		(168)	(159)	
Operating Profit	(126)	(124)		(408)	(439)	
Total						
Units	15,695	14,762	6.3 %	55,141	52,502	5.0 %
Net Sales	5,090	4,791	6.2 %	18,769	18,143	3.4 %
Operating Profit	354	258	37.4 %	1,249	869	43.8 %
<i>% of sales</i>	<i>7.0%</i>	<i>5.4%</i>	<i>1.6pts</i>	<i>6.7 %</i>	<i>4.8 %</i>	<i>1.9pts</i>

MISCELLANEOUS

	Q4			YTD		
	2013	2012	% B/(W)	2013	2012	% B/(W)
Average Shares - Diluted	79.9	80.2	0.4 %	80.8	79.3	(1.8)%
Average Shares - Basic	78.5	78.8	0.4 %	79.3	78.1	(1.5)%
Effective Tax Rate	17.6%	26.8%	nm	7.4 %	23.9 %	nm

WORKING CAPITAL

	Q4		% B/(W)
	2013	2012	
Receivables	2,005	2,038	1.6 %
Inventories	2,408	2,354	(2.3)%
Payables	3,865	3,698	4.5 %
Net W/C	548	694	21.0 %
Working Capital % of Sales	2.9 %	3.8 %	0.9pts

DEBT RATIO

	Q4		% B/(W)
	2013	2012	
Notes Payable	10	7	(46.8)%
Current Maturities of LTD	607	510	(19.0)%
L/T Debt	1,846	1,944	5.1 %
Total Debt	2,463	2,461	(0.1)%
Noncontrolling Interests	110	107	(2.5)%
Whirlpool Stockholders' Equity	4,924	4,260	15.6 %
Total Debt to Capital	32.9 %	36.0 %	3.1pts

nm: Not meaningful