

WHIRLPOOL CORPORATION

Key Financial Statistics for Q4 2012

(amounts in millions, except per share data)

	Q4			YTD		
	2012	2011	% B/(W)	2012	2011	% B/(W)
SALES AND EARNINGS						
Units (In thousands)	14,762	14,973	(1.4)%	52,502	53,753	(2.3)%
Net Sales	4,791	4,910	(2.4)%	18,143	18,666	(2.8)%
Operating Profit	258	205	25.3 %	869	792	9.7 %
Interest and Sundry Income (Expense)	(35)	(22)	(44.7)%	(112)	(607)	81.6 %
Interest Expense	(49)	(53)	9.4 %	(199)	(213)	6.7 %
Income Tax Expense (Benefit)	46	(83)	nm	133	(436)	nm
Noncontrolling Interest	6	8	24.8 %	24	18	(37.0)%
Net Earnings Available to Whirlpool	122	205	(40.2)%	401	390	3.0 %
Diluted EPS	\$ 1.52	\$ 2.62	(40.2)%	\$ 5.06	\$ 4.99	1.5 %
OPERATING EXPENSES						
Cost of Goods Sold	3,979	4,198	5.2 %	15,250	16,089	5.2 %
<i>Gross Margin %</i>	<i>16.9%</i>	<i>14.5 %</i>	<i>2.4pts</i>	<i>15.9 %</i>	<i>13.8%</i>	<i>2.1pts</i>
Selling and Administrative	485	422	(15.2)%	1,757	1,621	(8.4)%
<i>% of sales</i>	<i>10.1%</i>	<i>8.6 %</i>	<i>(1.5pts)</i>	<i>9.7 %</i>	<i>8.7%</i>	<i>(1.0pts)</i>
BUSINESS SEGMENT INFORMATION						
North America						
Units	6,768	7,142	(5.2)%	24,291	25,575	(5.0)%
Net Sales	2,503	2,580	(2.9)%	9,631	9,582	0.5 %
Operating Profit	233	202	15.9 %	846	398	112.6 %
<i>% of sales</i>	<i>9.3%</i>	<i>7.8 %</i>	<i>1.5pts</i>	<i>8.8 %</i>	<i>4.2%</i>	<i>4.6pts</i>
Latin America						
Units	3,800	3,460	9.8 %	12,637	11,830	6.8 %
Net Sales	1,331	1,321	0.7 %	4,950	5,062	(2.2)%
Operating Profit	134	155	(13.6)%	476	642	(25.8)%
<i>% of sales</i>	<i>10.1%</i>	<i>11.8 %</i>	<i>(1.7pts)</i>	<i>9.6 %</i>	<i>12.7%</i>	<i>(3.1pts)</i>
EMEA						
Units	3,213	3,388	(5.2)%	11,546	12,334	(6.4)%
Net Sales	794	848	(6.3)%	2,874	3,305	(13.1)%
Operating Profit (Loss)	8	(32)	nm	(51)	1	(11,245.4)%
<i>% of sales</i>	<i>1%</i>	<i>(3.7)%</i>	<i>4.7pts</i>	<i>(1.8)%</i>	<i>0.0%</i>	<i>(1.8pts)</i>
Asia						
Units	981	983	(0.2)%	4,028	4,014	0.4 %
Net Sales	203	200	1.2 %	847	881	(3.8)%
Operating Profit	7	2	314.6 %	37	30	22.3 %
<i>% of sales</i>	<i>3.3%</i>	<i>0.8 %</i>	<i>2.5pts</i>	<i>4.3 %</i>	<i>3.4%</i>	<i>0.9pts</i>
Other and Eliminations						
Net Sales	(40)	(39)		(159)	(164)	
Operating Profit	(124)	(122)		(439)	(279)	
Total						
Units	14,762	14,973	(1.4)%	52,502	53,753	(2.3)%
Net Sales	4,791	4,910	(2.4)%	18,143	18,666	(2.8)%
Operating Profit	258	205	25.3 %	869	792	9.7 %
<i>% of sales</i>	<i>5.4%</i>	<i>4.2 %</i>	<i>1.2pts</i>	<i>4.8 %</i>	<i>4.2%</i>	<i>0.6pts</i>
MISCELLANEOUS						
Average Shares - Diluted	80.2	78.1	(2.6)%	79.3	78.1	(0.9)%
Average Shares - Basic	78.8	76.9	(1.6)%	78.1	76.8	(1.2)%
Effective Tax Rate	26.8%	(64.7)%	nm	23.9 %	1,572.0%	nm
WORKING CAPITAL						
Receivables	2,038	2,105	3.2 %			
Inventories	2,354	2,354	— %			
Payables	3,698	3,512	5.3 %			
Net W/C	694	947	26.7 %			
Working Capital % of Sales	3.8 %	5.1%	1.3pts			
DEBT RATIO						
Notes Payable	7	1	(1,175.7)%			
Current Maturities of LTD	510	361	(41.2)%			
L/T Debt	1,944	2,129	8.7 %			
Total Debt	2,461	2,491	1.2 %			
Noncontrolling Interests	107	99	(7.9)%			
Whirlpool Stockholders' Equity	4,260	4,181	1.9 %			
Total Debt to Capital	36.0 %	36.8%	0.8pts			

nm: Not meaningful