

WHIRLPOOL CORPORATION

Key Financial Statistics for Q1 2013

(amounts in millions, except per share data)

SALES AND EARNINGS

	2013	2012	% B/(W)
Units (In thousands)	11,842	12,212	(3.0)%
Net Sales	4,248	4,348	(2.3)%
Operating Profit	254	204	24.6 %
Interest and Sundry Income (Expense)	(18)	(17)	(4.7)%
Interest Expense	(46)	(54)	15.0 %
Income Tax Expense (Benefit)	(67)	36	nm
Noncontrolling Interest	5	5	(5.7)%
Net Earnings Available to Whirlpool	252	92	173.8 %
Diluted EPS	\$ 3.12	\$ 1.17	166.1 %

OPERATING EXPENSES

	2013	2012	% B/(W)
Cost of Goods Sold	3,522	3,698	4.7 %
<i>Gross Margin %</i>	<i>17.1 %</i>	<i>15.0%</i>	<i>2.1pts</i>
Selling and Administrative	421	405	(3.9)%
<i>% of sales</i>	<i>9.9 %</i>	<i>9.3%</i>	<i>(0.6pts)</i>

BUSINESS SEGMENT INFORMATION

	2013	2012	% B/(W)
North America			
Units	5,534	5,716	(3.2)%
Net Sales	2,235	2,239	(0.2)%
Operating Profit	218	151	44.2 %
<i>% of sales</i>	<i>9.7 %</i>	<i>6.7%</i>	<i>3.0pts</i>
Latin America			
Units	2,885	2,969	(2.8)%
Net Sales	1,197	1,259	(4.9)%
Operating Profit	130	121	7.5 %
<i>% of sales</i>	<i>10.9 %</i>	<i>9.6%</i>	<i>1.3pts</i>
EMEA			
Units	2,566	2,605	(1.5)%
Net Sales	668	687	(2.8)%
Operating Profit (Loss)	(8)	4	nm
<i>% of sales</i>	<i>(1.2)%</i>	<i>0.6%</i>	<i>(1.8pts)</i>
Asia			
Units	857	922	(7.1)%
Net Sales	187	202	(7.7)%
Operating Profit	3	9	(64.4)%
<i>% of sales</i>	<i>1.7 %</i>	<i>4.3%</i>	<i>(2.6pts)</i>
Other and Eliminations			
Net Sales	(39)	(39)	
Operating Profit	(89)	(81)	
Total			
Units	11,842	12,212	(3.0)%
Net Sales	4,248	4,348	(2.3)%
Operating Profit	254	204	24.6 %
<i>% of sales</i>	<i>6.0 %</i>	<i>4.7%</i>	<i>1.3pts</i>

MISCELLANEOUS

	2013	2012	% B/(W)
Average Shares - Diluted	80.7	78.5	(2.8)%
Average Shares - Basic	79.3	77.3	(2.6)%
Effective Tax Rate	(35.0)%	26.9%	nm

WORKING CAPITAL

	2013	2012	% B/(W)
Receivables	2,080	2,143	2.9 %
Inventories	2,569	2,608	1.5 %
Payables	3,556	3,581	(0.7)%
Net W/C	1,093	1,170	6.6 %
Working Capital % of Sales	6.4 %	6.7%	0.3pts

DEBT RATIO

	2013	2012	% B/(W)
Notes Payable	1	—	nm
Current Maturities of LTD	10	861	nm
L/T Debt	2,441	1,628	nm
Total Debt	2,452	2,489	1.5 %
Noncontrolling Interests	111	103	(8.3)%
Whirlpool Stockholders' Equity	4,475	4,355	2.8 %
Total Debt to Capital	34.8 %	35.8%	1.0pts

nm: Not meaningful