

WHIRLPOOL CORPORATION
Key Financial Statistics for Q2 2016
(amounts in millions, except per share data)

SALES AND EARNINGS

	Q2			YTD		
	2016	2015	% B/(W)	2016	2015	% B/(W)
Units (In thousands)	17,292	16,657	3.8 %	33,094	32,907	0.6 %
Net Sales	5,198	5,208	(0.2)%	9,814	10,054	(2.4)%
Operating Profit	366	273	34.3 %	649	576	12.7 %
Interest and Sundry Income (Expense)	(39)	42	nm	(69)	(11)	nm
Interest Expense	(41)	(40)	(2.5)%	(79)	(83)	5.0 %
Income Tax Expense	(56)	90	nm	3	99	97.1 %
Noncontrolling Interest	22	8	nm	28	15	(86.7)%
Net Earnings Available to Whirlpool	320	177	80.5 %	470	368	27.8 %
Diluted EPS	\$ 4.15	\$ 2.21	87.8 %	\$ 6.06	\$ 4.60	31.8 %

OPERATING EXPENSES

	Q2			YTD		
	2016	2015	% B/(W)	2016	2015	% B/(W)
Cost of Goods Sold	4,230	4,303	1.7 %	8,025	8,296	3.3 %
<i>Gross Margin %</i>	<i>18.6 %</i>	<i>17.4%</i>	<i>1.2pts</i>	<i>18.2%</i>	<i>17.5%</i>	<i>0.7pts</i>
Selling, General and Administrative	544	556	2.4 %	1,017	1,054	3.6 %
<i>% of sales</i>	<i>10.4 %</i>	<i>10.7%</i>	<i>0.3pts</i>	<i>10.4%</i>	<i>10.5%</i>	<i>0.1pts</i>

BUSINESS SEGMENT INFORMATION

	Q2			YTD		
	2016	2015	% B/(W)	2016	2015	% B/(W)
North America						
Units	6,783	6,462	5.0 %	12,898	12,279	5.0 %
Net Sales	2,760	2,687	2.7 %	5,170	5,028	2.8 %
Operating Profit	340	287	18.9 %	590	563	4.9 %
<i>% of sales</i>	<i>12.3 %</i>	<i>10.7%</i>	<i>1.6pts</i>	<i>11.4%</i>	<i>11.2%</i>	<i>0.2pts</i>
EMEA						
Units	6,031	5,910	2.1 %	11,496	11,626	(1.1)%
Net Sales	1,296	1,334	(2.9)%	2,469	2,607	(5.3)%
Operating Profit	46	51	(9.1)%	101	68	49.5 %
<i>% of sales</i>	<i>3.5 %</i>	<i>3.8%</i>	<i>(0.3pts)</i>	<i>4.1%</i>	<i>2.6%</i>	<i>1.5pts</i>
Latin America						
Units	2,336	2,243	4.1 %	4,409	4,895	(9.9)%
Net Sales	826	854	(3.3)%	1,531	1,753	(12.7)%
Operating Profit	50	36	40.4 %	92	95	(3.2)%
<i>% of sales</i>	<i>6.1 %</i>	<i>4.2%</i>	<i>1.9pts</i>	<i>6.0%</i>	<i>5.4%</i>	<i>0.6pts</i>
Asia						
Units	2,142	2,042	4.9 %	4,291	4,107	4.5 %
Net Sales	363	381	(4.7)%	734	759	(3.3)%
Operating Profit	16	27	(40.7)%	41	51	(19.0)%
<i>% of sales</i>	<i>4.4 %</i>	<i>7.1%</i>	<i>(2.7pts)</i>	<i>5.7%</i>	<i>6.8%</i>	<i>(1.1pts)</i>
Other and Eliminations						
Net Sales	(47)	(48)	nm	(90)	(93)	nm
Operating Profit	(86)	(128)	nm	(175)	(201)	nm
Total						
Units	17,292	16,657	3.8 %	33,094	32,907	0.6 %
Net Sales	5,198	5,208	(0.2)%	9,814	10,054	(2.4)%
Operating Profit	366	273	34.3 %	649	576	12.7 %
<i>% of sales</i>	<i>7.0 %</i>	<i>5.2%</i>	<i>1.8pts</i>	<i>6.6%</i>	<i>5.7%</i>	<i>0.9pts</i>

MISCELLANEOUS

	Q2			YTD		
	2016	2015	% B/(W)	2016	2015	% B/(W)
Average Shares - Diluted	77.1	80.0	3.6 %	77.6	80.0	3.0 %
Average Shares - Basic	76.2	79.1	3.7 %	76.7	78.9	2.8 %
Effective Tax Rate	(19.4)%	32.7%	nm	0.6%	20.0%	nm

WORKING CAPITAL

	YTD		
	2016	2015	% B/(W)
Receivables	2,797	2,702	(3.5)%
Inventories	3,204	3,086	(3.8)%
Payables	4,391	4,179	5.1 %
Net W/C	1,610	1,609	— %
Working Capital % of Sales	8.2%	8.0%	(0.2pts)

DEBT RATIO

	YTD		
	2016	2015	% B/(W)
Notes Payable	997	740	(34.7)%
Current Maturities of LTD	510	267	(91.3)%
L/T Debt	3,712	3,750	1.0 %
Total Debt	5,219	4,757	(9.7)%
Noncontrolling Interests	961	917	(4.9)%
Whirlpool Stockholders' Equity	4,872	4,931	(1.2)%
Total Debt to Capital	47.2%	44.9%	(2.3pts)

nm: Not meaningful