

WHIRLPOOL CORPORATION
Key Financial Statistics for Q1 2016
(amounts in millions, except per share data)

SALES AND EARNINGS

Units (In thousands)			
Net Sales	4,616	4,846	(4.8)%
Operating Profit	283	303	(6.7)%
Interest and Sundry Income (Expense)	(30)	(53)	44.4 %
Interest Expense	(38)	(43)	10.5 %
Income Tax Expense	59	9	554.4 %
Noncontrolling Interest	6	7	26.8 %
Net Earnings Available to Whirlpool	150	191	(21.2)%
Diluted EPS	\$ 1.92	\$ 2.38	(19.2)%

YTD		
2016	2015	% B/(W)
15,802	16,250	(2.8)%
4,616	4,846	(4.8)%
283	303	(6.7)%
(30)	(53)	44.4 %
(38)	(43)	10.5 %
59	9	554.4 %
6	7	26.8 %
150	191	(21.2)%
\$ 1.92	\$ 2.38	(19.2)%

OPERATING EXPENSES

Cost of Goods Sold	3,795	3,993	5.0 %
Gross Margin %	17.8%	17.6%	0.2pts
Selling, General and Administrative	473	498	5.0 %
% of sales	10.3%	10.3%	0.0pts

2016	2015	% B/(W)
3,795	3,993	5.0 %
17.8%	17.6%	0.2pts
473	498	5.0 %
10.3%	10.3%	0.0pts

BUSINESS SEGMENT INFORMATION

North America

Units	6,115	5,817	5.1 %
Net Sales	2,410	2,341	3.0 %
Operating Profit	250	276	(9.7)%
% of sales	10.4%	11.8%	(1.4pts)

2016	2015	% B/(W)
6,115	5,817	5.1 %
2,410	2,341	3.0 %
250	276	(9.7)%
10.4%	11.8%	(1.4pts)

EMEA

Units	5,465	5,716	(4.4)%
Net Sales	1,173	1,273	(7.8)%
Operating Profit	55	17	nm
% of sales	4.7%	1.3%	3.4pts

5,465	5,716	(4.4)%
1,173	1,273	(7.8)%
55	17	nm
4.7%	1.3%	3.4pts

Latin America

Units	2,073	2,652	(21.8)%
Net Sales	705	899	(21.6)%
Operating Profit	42	59	(29.5)%
% of sales	5.9%	6.6%	(0.7pts)

2,073	2,652	(21.8)%
705	899	(21.6)%
42	59	(29.5)%
5.9%	6.6%	(0.7pts)

Asia

Units	2,149	2,065	4.1 %
Net Sales	371	378	(2.0)%
Operating Profit	25	24	4.6 %
% of sales	6.9%	6.4%	0.5pts

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371	378	(2.0)%
25	24	4.6 %
6.9%	6.4%	0.5pts

Other and Eliminations

Net Sales	(43)	(45)	
Operating Profit	(89)	(73)	

(43)	(45)	
(89)	(73)	

Total

Units	15,802	16,250	(2.8)%
Net Sales	4,616	4,846	(4.8)%
Operating Profit	283	303	(6.7)%
% of sales	6.1%	6.3%	(0.2pts)

15,802	16,250	(2.8)%
4,616	4,846	(4.8)%
283	303	(6.7)%
6.1%	6.3%	(0.2pts)

MISCELLANEOUS

Average Shares - Diluted	78.1	80.0	2.4 %
Average Shares - Basic	77.3	78.8	1.9 %
Effective Tax Rate	27.2%	4.3%	nm

2016	2015	% B/(W)
78.1	80.0	2.4 %
77.3	78.8	1.9 %
27.2%	4.3%	nm

WORKING CAPITAL

Receivables	2,695	2,518	(7.0)%
Inventories	3,096	3,002	(3.1)%
Payables	4,286	4,173	2.7 %
Net W/C	1,505	1,347	(11.7)%
Working Capital % of Sales	8.1%	6.9%	(1.2pts)

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2,695	2,518	(7.0)%
3,096	3,002	(3.1)%
4,286	4,173	2.7 %
1,505	1,347	(11.7)%
8.1%	6.9%	(1.2pts)

DEBT RATIO

Notes Payable	998	441	(126.1)%
Current Maturities of LTD	760	213	nm
L/T Debt	3,251	3,977	18.3 %
Total Debt	5,009	4,631	(8.2)%
Noncontrolling Interests	938	915	(2.5)%
Whirlpool Stockholders' Equity	4,758	4,829	(1.5)%
Total Debt to Capital	46.8%	44.6%	(2.2pts)

2016	2015	% B/(W)
998	441	(126.1)%
760	213	nm
3,251	3,977	18.3 %
5,009	4,631	(8.2)%
938	915	(2.5)%
4,758	4,829	(1.5)%
46.8%	44.6%	(2.2pts)

nm: Not meaningful