

# WHIRLPOOL CORPORATION

## Key Financial Statistics for Q4 2007

	Q4 2007			YTD		
	07	06	% B/(W)	07	06	% B/(W)
<b>SALES AND EARNINGS</b>						
Units	15,203	15,276	(0.5%)	54,851	54,881	(0.1%)
Net Sales	5,325	4,954	7.5%	19,408	18,080	7.3%
Operating Profit	332	190	74.0%	1,063	823	29.1%
Interest and Sundry Income (Expense)	(43)	(7)	NM	(63)	(2)	NM
Interest Expense	(52)	(50)	(5.1%)	(203)	(202)	(0.6%)
Gain on sale of investment	-	-	NM	7	-	NM
Income Taxes	(39)	2	NM	(117)	(126)	7.4%
Equity Earnings and Minority Interest	(11)	(2)	NM	(40)	(7)	NM
Earnings from Continuing Operations	187	133	40.7%	647	486	33.1%
<b>Diluted EPS from Continuing Operations</b>	<b>\$ 2.38</b>	<b>\$ 1.67</b>	<b>42.5%</b>	<b>\$ 8.10</b>	<b>\$ 6.35</b>	<b>27.6%</b>

	Q4 2007			YTD		
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<b>OPERATING EXPENSES</b>						
Cost of Goods Sold	4,487	4,259	(5.3%)	16,517	15,420	(7.1%)
Gross Margin %	15.7%	14.0%	1.7 pts	14.9%	14.7%	0.2 pts
Selling and Administrative % of sales	484	480	(0.9%)	1,736	1,752	0.9%
	9.1%	9.7%	0.6 pts	8.9%	9.7%	0.8 pts

	Q4 2007			YTD		
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<b>BUSINESS SEGMENT INFORMATION</b>						
<b>North America</b>						
Net Sales	3,044	3,064	(0.6%)	11,735	11,642	0.8%
Operating Profit	175	123	41.0%	646	667	(3.3%)
% of sales	5.7%	4.0%	1.7 pts	5.5%	5.7%	(0.2) pts
<b>Europe</b>						
Net Sales	1,121	998	12.3%	3,848	3,432	12.1%
Operating Profit	73	60	21.8%	246	192	28.0%
% of sales	6.5%	6.0%	0.5 pts	6.4%	5.6%	0.8 pts
<b>Latin America</b>						
Net Sales	1,048	806	30.0%	3,437	2,692	27.7%
Operating Profit	156	90	73.0%	438	237	84.8%
% of sales	14.9%	11.2%	3.7 pts	12.7%	8.8%	3.9 pts
<b>Asia</b>						
Net Sales	155	123	26.0%	557	457	22.0%
Operating Profit	(4)	(2)	(42.5%)	(6)	(11)	44.2%
% of sales	(2.3%)	(2.0%)	(0.3) pts	(1.1%)	(2.4%)	1.3 pts
<b>Other and Eliminations</b>						
Net Sales	(43)	(37)		(169)	(143)	
Operating Profit	(68)	(81)		(261)	(262)	
<b>Total</b>						
Units	15,203	15,276	(0.5%)	54,851	54,881	(0.1%)
Net Sales	5,325	4,954	7.5%	19,408	18,080	7.3%
Operating Profit	332	190	74.0%	1,063	823	29.1%
	6.2%	3.8%	2.4 pts	5.5%	4.6%	0.9 pts

	Q4 2007			YTD		
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<b>MISCELLANEOUS</b>						
Average Shares - Diluted	78,423	79,731	1.6%	79,880	76,471	(4.5%)
Average Shares - Basic	77,265	78,414	1.5%	78,499	75,125	(4.5%)
Effective Tax Rate	16.1%	-1.8%	(17.9) pts	14.5%	20.4%	5.9 pts

	Q4 2007			YTD		
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<b>WORKING CAPITAL</b>						
Inventories	2,665	2,348	(13.5%)	2,665	2,348	(13.5%)
Receivables	2,604	2,676	2.7%	2,604	2,676	2.7%
Payables	3,260	2,945	10.7%	3,260	2,945	10.7%
Net W/C	2,009	2,079	3.4%	2,009	2,079	3.4%
Working Capital % of Sales (YTD)	10.4%	11.0%	0.6 pts	10.4%	11.0%	0.6 pts

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<b>DEBT RATIO</b>						
Notes Payable	298	521	42.8%	298	521	42.8%
L/T Debt	1,668	1,798	7.2%	1,668	1,798	7.2%
Current Maturities of LTD	127	17	NM	127	17	NM
Total Debt	2,093	2,336	10.4%	2,093	2,336	10.4%
Minority Interest	69	48	(43.8%)	69	48	(43.8%)
Equity	3,933	3,283	19.8%	3,933	3,283	19.8%
<b>Total Debt to Capital</b>	<b>34.3%</b>	<b>41.2%</b>	<b>6.9 pts</b>	<b>34.3%</b>	<b>41.2%</b>	<b>6.9 pts</b>