

WHIRLPOOL CORPORATION
Key Financial Statistics for Q2 2014
(amounts in millions, except per share data)

SALES AND EARNINGS

	Q2			YTD		
	2014	2013	% B/(W)	2014	2013	% B/(W)
Units (In thousands)	12,891	13,578	(5.1)%	25,513	25,420	0.4 %
Net Sales	4,682	4,748	(1.4)%	9,045	8,996	0.6 %
Operating Profit	291	328	(11.4)%	572	582	(1.7)%
Interest and Sundry Income (Expense)	(16)	(39)	58.5 %	(39)	(57)	30.5 %
Interest Expense	(40)	(44)	10.4 %	(84)	(90)	7.2 %
Income Tax Expense (Benefit)	50	39	27.4 %	100	(28)	nm
Noncontrolling Interest	6	8	20.8 %	10	13	24.2 %
Net Earnings Available to Whirlpool	179	198	(9.6)%	339	450	(24.6)%
Diluted EPS	\$ 2.25	\$ 2.44	(7.9)%	\$ 4.27	\$ 5.56	(23.2)%

OPERATING EXPENSES

	Q2			YTD		
	2014	2013	% B/(W)	2014	2013	% B/(W)
Cost of Goods Sold	3,895	3,931	0.9 %	7,503	7,453	(0.7)%
<i>Gross Margin %</i>	<i>16.8%</i>	<i>17.2 %</i>	<i>(0.4pts)</i>	<i>17.0%</i>	<i>17.1 %</i>	<i>(0.1pts)</i>
Selling, General and Administrative	457	453	(0.6)%	896	874	(2.4)%
<i>% of sales</i>	<i>9.7%</i>	<i>9.5 %</i>	<i>(0.2pts)</i>	<i>9.9%</i>	<i>9.7 %</i>	<i>(0.2pts)</i>

BUSINESS SEGMENT INFORMATION

	Q2			YTD		
	2014	2013	% B/(W)	2014	2013	% B/(W)
North America						
Units	6,360	6,397	(0.6)%	12,089	11,931	1.3 %
Net Sales	2,675	2,591	3.3 %	5,006	4,826	3.7 %
Operating Profit	285	262	8.5 %	513	480	6.9 %
<i>% of sales</i>	<i>10.6%</i>	<i>10.1 %</i>	<i>0.5pts</i>	<i>10.2%</i>	<i>9.9 %</i>	<i>0.3pts</i>
Latin America						
Units	2,614	3,088	(15.4)%	5,934	5,973	(0.7)%
Net Sales	1,092	1,222	(10.7)%	2,279	2,419	(5.8)%
Operating Profit	87	135	(34.9)%	210	265	(20.5)%
<i>% of sales</i>	<i>8.0%</i>	<i>11.0 %</i>	<i>(3.0pts)</i>	<i>9.2%</i>	<i>10.9 %</i>	<i>(1.7pts)</i>
EMEA						
Units	2,841	2,919	(2.6)%	5,591	5,485	1.9 %
Net Sales	746	731	1.9 %	1,466	1,399	4.7 %
Operating Profit (Loss)	2	(6)	128.0 %	9	(14)	159.8 %
<i>% of sales</i>	<i>0.2%</i>	<i>(0.9)%</i>	<i>1.1pts</i>	<i>0.6%</i>	<i>(1.0)%</i>	<i>1.6pts</i>
Asia						
Units	1,076	1,174	(8.3)%	1,899	2,031	(6.5)%
Net Sales	211	246	(14.1)%	377	433	(12.9)%
Operating Profit	4	14	(70.5)%	9	17	(47.8)%
<i>% of sales</i>	<i>1.9%</i>	<i>5.6 %</i>	<i>(3.7pts)</i>	<i>2.3%</i>	<i>3.9 %</i>	<i>(1.6pts)</i>
Other and Eliminations						
Net Sales	(42)	(42)		(83)	(81)	
Operating Profit	(87)	(77)		(169)	(166)	
Total						
Units	12,891	13,578	(5.1)%	25,513	25,420	0.4 %
Net Sales	4,682	4,748	(1.4)%	9,045	8,996	0.6 %
Operating Profit	291	328	(11.4)%	572	582	(1.7)%
<i>% of sales</i>	<i>6.2%</i>	<i>6.9 %</i>	<i>(0.7pts)</i>	<i>6.3%</i>	<i>6.5 %</i>	<i>(0.2pts)</i>

MISCELLANEOUS

	Q2			YTD		
	2014	2013	% B/(W)	2014	2013	% B/(W)
Average Shares - Diluted	79.6	81.1	1.8 %	79.6	81.0	1.7 %
Average Shares - Basic	78.3	79.8	1.9 %	78.2	79.5	1.6 %
Effective Tax Rate	20.8%	15.9 %	nm	21.7%	(6.4)%	nm

WORKING CAPITAL

	Q2			YTD		
	2014	2013	% B/(W)	2014	2013	% B/(W)
Receivables	2,222	2,216	(0.3)%	2,222	2,216	(0.3)%
Inventories	2,812	2,505	(12.3)%	2,812	2,505	(12.3)%
Payables	3,876	3,620	7.1 %	3,876	3,620	7.1 %
Net W/C	1,158	1,101	(5.2)%	1,158	1,101	(5.2)%
Working Capital % of Sales	6.4%	6.1 %	(0.3pts)	6.4%	6.1 %	(0.3pts)

DEBT RATIO

	Q2			YTD		
	2014	2013	% B/(W)	2014	2013	% B/(W)
Notes Payable	3	6	49.2 %	3	6	49.2 %
Current Maturities of LTD	312	509	38.8 %	312	509	38.8 %
L/T Debt	2,461	1,936	(27.2)%	2,461	1,936	(27.2)%
Total Debt	2,776	2,451	(13.3)%	2,776	2,451	(13.3)%
Noncontrolling Interests	111	112	1.0 %	111	112	1.0 %
Whirlpool Stockholders' Equity	5,240	4,546	15.3 %	5,240	4,546	15.3 %
Total Debt to Capital	34.2%	34.5 %	0.3pts	34.2%	34.5 %	0.3pts

nm: Not meaningful