

**WHIRLPOOL CORPORATION**  
**Key Financial Statistics for Q3 2013**  
(amounts in millions, except per share data)

**SALES AND EARNINGS**

	Q3			YTD		
	2013	2012	% B/(W)	2013	2012	% B/(W)
Units (In thousands)	14,026	12,904	8.7 %	39,446	37,740	4.5 %
Net Sales	4,683	4,494	4.2 %	13,679	13,352	2.5 %
Operating Profit	313	213	47.2 %	895	611	46.5 %
Interest and Sundry Income (Expense)	(16)	(38)	59.9 %	(73)	(77)	6.2 %
Interest Expense	(43)	(48)	10.4 %	(133)	(150)	11.3 %
Income Tax Expense (Benefit)	55	47	(19.0)%	27	87	68.5 %
Noncontrolling Interest	3	6	36.7 %	16	18	8.2 %
Net Earnings Available to Whirlpool	196	74	163.7 %	646	279	131.3 %
<b>Diluted EPS</b>	<b>\$ 2.42</b>	<b>\$ 0.94</b>	<b>158.0 %</b>	<b>\$ 7.97</b>	<b>\$ 3.53</b>	<b>125.6 %</b>

**OPERATING EXPENSES**

	Q3			YTD		
	2013	2012	% B/(W)	2013	2012	% B/(W)
Cost of Goods Sold	3,837	3,791	(1.2)%	11,290	11,271	(0.2)%
<i>Gross Margin %</i>	<i>18.1%</i>	<i>15.6 %</i>	<i>2.5pts</i>	<i>17.5 %</i>	<i>15.6 %</i>	<i>1.9pts</i>
Selling and Administrative	460	420	9.7 %	1,334	1,272	4.9 %
<i>% of sales</i>	<i>9.8%</i>	<i>9.3 %</i>	<i>(0.5pts)</i>	<i>9.8 %</i>	<i>9.5 %</i>	<i>(0.3pts)</i>

**BUSINESS SEGMENT INFORMATION**

	Q3			YTD		
	2013	2012	% B/(W)	2013	2012	% B/(W)
<b>North America</b>						
Units	6,545	5,896	11.0 %	18,476	17,523	5.4 %
Net Sales	2,627	2,424	8.4 %	7,453	7,128	4.6 %
Operating Profit	289	227	27.9 %	769	613	25.6 %
<i>% of sales</i>	<i>11.0%</i>	<i>9.3 %</i>	<i>1.7pts</i>	<i>10.3 %</i>	<i>8.6 %</i>	<i>1.7pts</i>
<b>Latin America</b>						
Units	3,453	3,087	11.9 %	9,426	8,837	6.7 %
Net Sales	1,128	1,206	(6.5)%	3,547	3,619	(2.0)%
Operating Profit	133	118	12.7 %	398	342	16.3 %
<i>% of sales</i>	<i>11.8%</i>	<i>9.8 %</i>	<i>2.0pts</i>	<i>11.2 %</i>	<i>9.4 %</i>	<i>1.8pts</i>
<b>EMEA</b>						
Units	3,060	2,950	3.7 %	8,545	8,333	2.5 %
Net Sales	778	702	10.8 %	2,177	2,080	4.7 %
Operating Profit (Loss)	—	(36)	nm	(14)	(59)	76.9 %
<i>% of sales</i>	<i>0.1%</i>	<i>(5.1)%</i>	<i>5.2pts</i>	<i>(0.6)%</i>	<i>(2.9)%</i>	<i>2.3pts</i>
<b>Asia</b>						
Units	968	971	(0.3)%	2,999	3,047	(1.6)%
Net Sales	197	201	(2.3)%	630	644	(2.3)%
Operating Profit	7	7	(2.5)%	24	30	(19.0)%
<i>% of sales</i>	<i>3.8%</i>	<i>3.8 %</i>	<i>0.0pts</i>	<i>3.9 %</i>	<i>4.7 %</i>	<i>(0.8pts)</i>
<b>Other and Eliminations</b>						
Net Sales	(47)	(39)		(128)	(119)	
Operating Profit	(116)	(103)		(282)	(315)	
<b>Total</b>						
Units	14,026	12,904	8.7 %	39,446	37,740	4.5 %
Net Sales	4,683	4,494	4.2 %	13,679	13,352	2.5 %
Operating Profit	313	213	47.2 %	895	611	46.5 %
<i>% of sales</i>	<i>6.7%</i>	<i>4.7 %</i>	<i>2.0pts</i>	<i>6.5 %</i>	<i>4.6 %</i>	<i>1.9pts</i>

**MISCELLANEOUS**

	Q3			YTD		
	2013	2012	% B/(W)	2013	2012	% B/(W)
Average Shares - Diluted	81.0	79.3	(2.6)%	81.0	79.0	(2.5)%
Average Shares - Basic	79.7	78.3	(1.6)%	79.6	77.9	(2.2)%
Effective Tax Rate	21.7%	36.7 %	nm	4.0 %	22.5 %	nm

**WORKING CAPITAL**

	Q3		% B/(W)
	2013	2012	
Receivables	2,226	2,266	1.7 %
Inventories	2,667	2,598	(2.7)%
Payables	3,782	3,588	5.4 %
Net W/C	1,111	1,276	12.9 %
Working Capital % of Sales	6.1 %	7.2 %	1.1pts

**DEBT RATIO**

	Q3		% B/(W)
	2013	2012	
Notes Payable	2	20	nm
Current Maturities of LTD	609	510	(19.3)%
L/T Debt	1,834	1,920	4.5 %
Total Debt	2,445	2,450	0.2 %
Noncontrolling Interests	117	108	(7.9)%
Whirlpool Stockholders' Equity	4,669	4,333	7.8 %
<b>Total Debt to Capital</b>	<b>33.8 %</b>	<b>35.6 %</b>	<b>1.8pts</b>

nm: Not meaningful