

WHIRLPOOL CORPORATION
Key Financial Statistics for Q3 2012
(amounts in millions, except per share data)

SALES AND EARNINGS

	Q3			YTD		
	2012	2011	% B/(W)	2012	2011	% B/(W)
Units	12,904	13,161	(2.0)%	37,740	38,780	(2.7)%
Net Sales	4,495	4,625	(2.8)%	13,355	13,755	(2.9)%
Operating Profit	214	136	57.7 %	614	586	4.9 %
Interest and Sundry Income (Expense)	(39)	(27)	(47.1)%	(80)	(584)	86.3 %
Interest Expense	(48)	(51)	5.0 %	(150)	(160)	5.8 %
Income Tax Expense (Benefit)	47	(123)	nm	87	(353)	nm
Noncontrolling Interest	6	4	(79.3)%	18	10	(84.9)%
Diluted EPS - Net Earnings	74	177	(58.2)%	279	185	50.8 %
Diluted EPS	\$ 0.94	\$ 2.27	(58.8)%	\$ 3.53	\$ 2.37	49.0 %

OPERATING EXPENSES

	Q3			YTD		
	2012	2011	% B/(W)	2012	2011	% B/(W)
Cost of Goods Sold	3,791	4,052	6.5 %	11,271	11,891	5.2 %
Gross Margin %	15.7 %	12.4 %	3.3pts	15.6 %	13.5 %	2.1pts
Selling and Administrative	420	394	(6.3)%	1,272	1,199	(6.0)%
% of sales	9.3 %	8.5 %	(0.8pts)	9.5 %	8.7 %	(0.8pts)

BUSINESS SEGMENT INFORMATION

	Q3			YTD		
	2012	2011	% B/(W)	2012	2011	% B/(W)
North America						
Net Sales	2,424	2,374	2.1 %	7,128	7,002	1.8 %
Operating Profit	227	62	264.0 %	613	196	212.0 %
% of sales	9.3 %	2.6 %	6.7pts	8.6 %	2.8 %	5.8pts
Latin America						
Net Sales	1,206	1,207	— %	3,619	3,741	(3.2)%
Operating Profit	118	147	(19.9)%	342	487	(29.7)%
% of sales	9.8 %	12.2 %	(2.4pts)	9.4 %	13.0 %	(3.6pts)
EMEA						
Net Sales	703	874	(19.5)%	2,083	2,458	(15.2)%
Operating Profit (Loss)	(35)	(12)	(189.1)%	(56)	32	(274.6)%
% of sales	(4.9)%	(1.4)%	(3.5pts)	(2.7)%	1.3 %	(4.0pts)
Asia						
Net Sales	201	215	(6.2)%	644	680	(5.3)%
Operating Profit	7	4	115.6 %	30	29	5.7 %
% of sales	3.8 %	1.7 %	2.1pts	4.7 %	4.2 %	0.5pts
Other and Eliminations						
Net Sales	(39)	(45)		(119)	(126)	
Operating Profit	(103)	(65)		(315)	(158)	
Total						
Units	12,904	13,161	(2.0)%	37,740	38,780	(2.7)%
Net Sales	4,495	4,625	(2.8)%	13,355	13,755	(2.9)%
Operating Profit	214	136	57.7 %	614	586	4.9 %
% of sales	4.8 %	2.9 %	1.9pts	4.6 %	4.3 %	0.3pts

MISCELLANEOUS

	Q3			YTD		
	2012	2011	% B/(W)	2012	2011	% B/(W)
Average Shares - Diluted	79.3	78.1	(2.6)%	79.0	78.1	(0.9)%
Average Shares - Basic	78.3	76.9	(1.6)%	77.9	76.8	(1.2)%
Effective Tax Rate	36.7 %	(210.6)%	nm	22.5 %	(224.7)%	nm

WORKING CAPITAL

	Q3			YTD		
	2012	2011	% B/(W)	2012	2011	% B/(W)
Receivables				2,266	2,261	(0.2)%
Inventories				2,598	2,864	9.3 %
Payables				3,588	3,536	1.4 %
Net W/C				1,276	1,589	19.7 %
Working Capital % of Sales (Annualized)				7.2 %	8.7 %	1.5pts

DEBT RATIO

	Q3			YTD		
	2012	2011	% B/(W)	2012	2011	% B/(W)
Notes Payable	20	17	(14.6)%	510	361	(41.2)%
Current Maturities of LTD	1,920	2,133	10.0 %	2,450	2,511	2.5 %
Total Debt	2,450	2,511	2.5 %	2,450	2,511	2.5 %
Noncontrolling Interests	108	98	(10.7)%	108	98	(10.7)%
Whirlpool Stockholders' Equity	4,333	4,239	2.2 %	4,333	4,239	2.2 %
Total Debt to Capital	35.6 %	36.7 %	1.1pts	35.6 %	36.7 %	1.1pts

nm: Not meaningful