

4363WHIRLPOOL CORPORATION
Key Financial Statistics for Q1 2014
(amounts in millions, except per share data)

SALES AND EARNINGS

Units (In thousands)	12,622	11,842	6.6 %
Net Sales	4,363	4,248	2.7 %
Operating Profit	281	254	10.8 %
Interest and Sundry Expense (Benefit)	(23)	(18)	(31.8)%
Interest Expense	(44)	(46)	4.2 %
Income Tax Expense	50	(67)	(174.7)%
Noncontrolling Interest	4	5	28.8 %
Net Earnings Available to Whirlpool	160	252	(36.3)%
Diluted EPS	\$ 2.02	\$ 3.12	(35.3)%

YTD		
2014	2013	% B/(W)
12,622	11,842	6.6 %
4,363	4,248	2.7 %
281	254	10.8 %
(23)	(18)	(31.8)%
(44)	(46)	4.2 %
50	(67)	(174.7)%
4	5	28.8 %
160	252	(36.3)%
\$ 2.02	\$ 3.12	(35.3)%

OPERATING EXPENSES

Cost of Goods Sold	3,608	3,522	(2.4)%
<i>Gross Margin %</i>	<i>17.3%</i>	<i>17.1 %</i>	<i>0.2pts</i>
Selling and Administrative	439	421	(4.3)%
<i>% of sales</i>	<i>10.1%</i>	<i>9.9 %</i>	<i>(0.2pts)</i>

2014	2013	% B/(W)
3,608	3,522	(2.4)%
17.3%	17.1 %	0.2pts
439	421	(4.3)%
10.1%	9.9 %	(0.2pts)

BUSINESS SEGMENT INFORMATION

North America

Units	5,729	5,534	3.6 %
Net Sales	2,331	2,235	4.3 %
Operating Profit	228	218	4.9 %
<i>% of sales</i>	<i>9.8%</i>	<i>9.7 %</i>	<i>0.1pts</i>

2014	2013	% B/(W)
5,729	5,534	3.6 %
2,331	2,235	4.3 %
228	218	4.9 %
9.8%	9.7 %	0.1pts

Latin America

Units	3,320	2,885	15.1 %
Net Sales	1,187	1,197	(0.8)%
Operating Profit	123	130	(5.6)%
<i>% of sales</i>	<i>10.3%</i>	<i>10.9 %</i>	<i>(0.6pts)</i>

3,320	2,885	15.1 %
1,187	1,197	(0.8)%
123	130	(5.6)%
10.3%	10.9 %	(0.6pts)

EMEA

Units	2,750	2,566	7.1 %
Net Sales	720	668	7.9 %
Operating Profit (Loss)	7	(8)	184.6 %
<i>% of sales</i>	<i>1.0%</i>	<i>(1.2)%</i>	<i>2.2pts</i>

2,750	2,566	7.1 %
720	668	7.9 %
7	(8)	184.6 %
1.0%	(1.2)%	2.2pts

Asia

Units	823	857	(4.0)%
Net Sales	166	187	(11.3)%
Operating Profit	5	3	52.7 %
<i>% of sales</i>	<i>2.9%</i>	<i>1.7 %</i>	<i>1.2pts</i>

823	857	(4.0)%
166	187	(11.3)%
5	3	52.7 %
2.9%	1.7 %	1.2pts

Other and Eliminations

Net Sales	(41)	(39)	
Operating Profit	(82)	(89)	

(41)	(39)	
(82)	(89)	

Total

Units	12,622	11,842	6.6 %
Net Sales	4,363	4,248	2.7 %
Operating Profit	281	254	10.8 %
<i>% of sales</i>	<i>6.5%</i>	<i>6.0 %</i>	<i>0.5pts</i>

12,622	11,842	6.6 %
4,363	4,248	2.7 %
281	254	10.8 %
6.5%	6.0 %	0.5pts

MISCELLANEOUS

Average Shares - Diluted	79.4	80.7	1.6 %
Average Shares - Basic	78.1	79.3	1.5 %
Effective Tax Rate	22.7%	(35.0)%	nm

2014	2013	% B/(W)
79.4	80.7	1.6 %
78.1	79.3	1.5 %
22.7%	(35.0)%	nm

WORKING CAPITAL

Receivables	2,080	2,080	— %
Inventories	2,666	2,569	(3.8)%
Payables	3,721	3,556	4.7 %
Net W/C	1,025	1,093	6.3 %
Working Capital % of Sales	5.9%	6.4 %	0.5pts

2014	2013	% B/(W)
2,080	2,080	— %
2,666	2,569	(3.8)%
3,721	3,556	4.7 %
1,025	1,093	6.3 %
5.9%	6.4 %	0.5pts

DEBT RATIO

Notes Payable	2	1	nm
Current Maturities of LTD	610	10	nm
L/T Debt	2,662	2,441	(9.1)%
Total Debt	3,274	2,452	(33.5)%
Noncontrolling Interests	114	111	(2.5)%
Whirlpool Stockholders' Equity	5,099	4,475	13.9 %

2014	2013	% B/(W)
2	1	nm
610	10	nm
2,662	2,441	(9.1)%
3,274	2,452	(33.5)%
114	111	(2.5)%
5,099	4,475	13.9 %
38.6%	34.8 %	(3.8pts)

Total Debt to Capital

nm: Not meaningful