

WHIRLPOOL CORPORATION

Key Financial Statistics for Q2 2011

(amounts in millions, except per share data)

SALES AND EARNINGS

	11	10	% B/(W)
Units	12,942	12,770	1.4%
Net Sales	4,730	4,534	4.3%
Operating Profit	223	331	(32.9%)
Interest and Sundry Income (Expense)	(538)	(69)	(684.1%)
Interest Expense	(55)	(55)	1.4%
Income Taxes	(206)	(8)	2463.9%
Equity Earnings and Noncontrolling Interest	(3)	10	130.5%
Earnings from Continuing Operations	(161)	205	(178.3%)
Diluted EPS from Continuing Operations	(\$2.10)	\$ 2.64	(179.7%)

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YTD			
	11	10	% B/(W)
Units	25,618	25,109	2.0%
Net Sales	9,130	8,806	3.7%
Operating Profit	450	572	(21.3%)
Interest and Sundry Income (Expense)	(556)	(81)	(585.1%)
Interest Expense	(109)	(113)	3.5%
Income Taxes	(230)	(11)	2035.0%
Equity Earnings and Noncontrolling Interest	6	20	68.4%
Earnings from Continuing Operations	8	369	(97.9%)
Diluted EPS from Continuing Operations	\$ 0.10	\$ 4.78	(97.9%)

OPERATING EXPENSES

	11	10	% B/(W)
Cost of Goods Sold	4,061	3,773	(7.6%)
Gross Margin %	14.1%	16.8%	(2.7) pts
Selling and Administrative	425	401	(5.9%)
% of sales	9.0%	8.8%	(0.2) pts

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Selling and Administrative	425	401	(5.9%)
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	11	10	% B/(W)
Cost of Goods Sold	7,839	7,406	(5.8%)
Gross Margin %	14.1%	15.9%	(1.8) pts
Selling and Administrative	805	772	(4.3%)
% of sales	8.8%	8.8%	0.0 pts

BUSINESS SEGMENT INFORMATION

North America

	11	10	% B/(W)
Net Sales	2,370	2,539	(6.6%)
Operating Profit	76	200	(62.3%)
% of sales	3.2%	7.9%	(4.7) pts

	11	10	% B/(W)
Net Sales	2,370	2,539	(6.6%)
Operating Profit	76	200	(62.3%)
% of sales	3.2%	7.9%	(4.7) pts

	11	10	% B/(W)
Net Sales	4,628	4,790	(3.4%)
Operating Profit	134	294	(54.4%)
% of sales	2.9%	6.1%	(3.2) pts

Latin America

	11	10	% B/(W)
Net Sales	1,307	1,043	25.2%
Operating Profit	166	165	0.4%
% of sales	12.7%	15.8%	(3.1) pts

	11	10	% B/(W)
Net Sales	1,307	1,043	25.2%
Operating Profit	166	165	0.4%
% of sales	12.7%	15.8%	(3.1) pts

	11	10	% B/(W)
Net Sales	2,534	2,184	16.0%
Operating Profit	339	332	2.1%
% of sales	13.4%	15.2%	(1.8) pts

Europe

	11	10	% B/(W)
Net Sales	841	739	13.7%
Operating Profit	20	20	(2.5%)
% of sales	2.3%	2.7%	(0.4) pts

	11	10	% B/(W)
Net Sales	841	739	13.7%
Operating Profit	20	20	(2.5%)
% of sales	2.3%	2.7%	(0.4) pts

	11	10	% B/(W)
Net Sales	1,584	1,478	7.1%
Operating Profit	44	47	(6%)
% of sales	2.8%	3.2%	(0.4) pts

Asia

	11	10	% B/(W)
Net Sales	257	263	(2.1%)
Operating Profit	14	15	(1.4%)
% of sales	5.6%	5.5%	0.1 pts

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Operating Profit	14	15	(1.4%)
% of sales	5.6%	5.5%	0.1 pts

	11	10	% B/(W)
Net Sales	465	455	2.3%
Operating Profit	25	26	(2.3%)
% of sales	5.4%	5.6%	(0.2) pts

Other and Eliminations

	11	10	% B/(W)
Net Sales	(45)	(50)	
Operating Profit	(53)	(69)	

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Operating Profit	(53)	(69)	

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Net Sales	(81)	(101)	
Operating Profit	(92)	(127)	

Total

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Net Sales	9,130	8,806	3.7%
Operating Profit	450	572	(21.3%)
% of sales	4.9%	6.5%	(1.6) pts

MISCELLANEOUS

	11	10	% B/(W)
Average Shares - Diluted	76.8	77.7	1.2%
Average Shares - Basic	76.8	76.2	(0.8%)
Effective Tax Rate	55.6%	-3.9%	(59.5) pts

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Effective Tax Rate	55.6%	-3.9%	(59.5) pts

	11	10	% B/(W)
Average Shares - Diluted	78.1	77.3	(1.1%)
Average Shares - Basic	76.7	75.8	(1.2%)
Effective Tax Rate	106.9%	-2.9%	(109.8) pts

WORKING CAPITAL

	11	10	% B/(W)
Receivables	2,455	2,382	(3.1%)
Inventories	3,071	2,676	(14.8%)
Payables	3,827	3,499	9.4%
Net W/C	1,700	1,559	(9.0%)
Working Capital % of Sales (YTD)	9.3%	8.9%	(0.4) pts

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Inventories	3,071	2,676	(14.8%)
Payables	3,827	3,499	9.4%
Net W/C	1,700	1,559	(9.0%)
Working Capital % of Sales (YTD)	9.3%	8.9%	(0.4) pts

DEBT RATIO

	11	10	% B/(W)
Notes Payable	15	22	32.8%
L/T Debt	2,143	2,195	2.4%
Current Maturities of LTD	363	310	(17.0%)
Total Debt	2,521	2,527	0.2%

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L/T Debt	2,143	2,195	2.4%
Current Maturities of LTD	363	310	(17.0%)
Total Debt	2,521	2,527	0.2%

	11	10	% B/(W)
Noncontrolling Interests	101	92	(10.1%)
Whirlpool Stockholders' Equity	4,398	3,699	18.9%

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Total Debt to Capital

	11	10	% B/(W)
Total Debt to Capital	35.9%	40.0%	4.1 pts