

WHIRLPOOL CORPORATION
Key Financial Statistics for Q2 2013
(amounts in millions, except per share data)

SALES AND EARNINGS

	Q2			YTD		
	2013	2012	% B/(W)	2013	2012	% B/(W)
Units (In thousands)	13,578	12,624	7.6 %	25,420	24,836	2.4 %
Net Sales	4,748	4,510	5.3 %	8,996	8,858	1.6 %
Operating Profit	328	194	68.8 %	582	398	46.1 %
Interest and Sundry Income (Expense)	(39)	(22)	(79.3)%	(57)	(39)	(46.9)%
Interest Expense	(44)	(48)	8.0 %	(90)	(102)	11.7 %
Income Tax Expense (Benefit)	39	4	nm	(28)	40	nm
Noncontrolling Interest	8	7	(3.8)%	13	12	(4.6)%
Net Earnings Available to Whirlpool	198	113	75.4 %	450	205	119.6 %
Diluted EPS	\$ 2.44	\$ 1.43	70.5 %	\$ 5.56	\$ 2.60	113.7 %

OPERATING EXPENSES

	Q2			YTD		
	2013	2012	% B/(W)	2013	2012	% B/(W)
Cost of Goods Sold	3,931	3,782	(3.9)%	7,453	7,480	0.4 %
<i>Gross Margin %</i>	<i>17.2 %</i>	<i>16.1 %</i>	<i>1.1pts</i>	<i>17.1 %</i>	<i>15.6 %</i>	<i>1.5pts</i>
Selling and Administrative	453	447	(1.4)%	874	852	(2.6)%
<i>% of sales</i>	<i>9.5 %</i>	<i>9.9 %</i>	<i>0.4pts</i>	<i>9.7 %</i>	<i>9.6 %</i>	<i>(0.1pts)</i>

BUSINESS SEGMENT INFORMATION

	Q2			YTD		
	2013	2012	% B/(W)	2013	2012	% B/(W)
North America						
Units	6,397	5,911	8.2 %	11,931	11,627	2.6 %
Net Sales	2,591	2,465	5.1 %	4,826	4,704	2.6 %
Operating Profit	262	235	11.3 %	480	386	24.2 %
<i>% of sales</i>	<i>10.1 %</i>	<i>9.6 %</i>	<i>0.5pts</i>	<i>9.9 %</i>	<i>8.2 %</i>	<i>1.7pts</i>
Latin America						
Units	3,088	2,781	11.0 %	5,973	5,750	3.9 %
Net Sales	1,222	1,154	5.9 %	2,419	2,413	0.2 %
Operating Profit	135	103	30.9 %	265	224	18.2 %
<i>% of sales</i>	<i>11.0 %</i>	<i>8.9 %</i>	<i>2.1pts</i>	<i>10.9 %</i>	<i>9.3 %</i>	<i>1.6pts</i>
EMEA						
Units	2,919	2,778	5.1 %	5,485	5,383	1.9 %
Net Sales	731	691	5.9 %	1,399	1,378	1.6 %
Operating Profit (Loss)	(6)	(27)	77.0 %	(14)	(23)	39.1 %
<i>% of sales</i>	<i>(0.9)%</i>	<i>(4)%</i>	<i>3.1pts</i>	<i>(1.0)%</i>	<i>(1.6)%</i>	<i>0.6pts</i>
Asia						
Units	1,174	1,154	1.8 %	2,031	2,076	(2.2)%
Net Sales	246	241	2.2 %	433	443	(2.3)%
Operating Profit	14	14	0.9 %	17	23	(24.6)%
<i>% of sales</i>	<i>5.6 %</i>	<i>5.7 %</i>	<i>(0.1pts)</i>	<i>3.9 %</i>	<i>5.1 %</i>	<i>(1.2pts)</i>
Other and Eliminations						
Net Sales	(42)	(41)		(81)	(80)	
Operating Profit	(77)	(131)		(166)	(212)	
Total						
Units	13,578	12,624	7.6 %	25,420	24,836	2.4 %
Net Sales	4,748	4,510	5.3 %	8,996	8,858	1.6 %
Operating Profit	328	194	68.8 %	582	398	46.1 %
<i>% of sales</i>	<i>6.9 %</i>	<i>4.3 %</i>	<i>2.6pts</i>	<i>6.5 %</i>	<i>4.5 %</i>	<i>2.0pts</i>

MISCELLANEOUS

	Q2			YTD		
	2013	2012	% B/(W)	2013	2012	% B/(W)
Average Shares - Diluted	81.1	78.8	(2.6)%	81.0	78.8	(2.8)%
Average Shares - Basic	79.8	78.0	(1.6)%	79.5	77.7	(2.4)%
Effective Tax Rate	15.9 %	3.5 %	nm	(6.4)%	15.6 %	nm

WORKING CAPITAL

	Q2			YTD		
	2013	2012	% B/(W)	2013	2012	% B/(W)
Receivables	2,216	2,125	(4.3)%	2,216	2,125	(4.3)%
Inventories	2,505	2,583	3.0 %	2,505	2,583	3.0 %
Payables	3,620	3,517	2.9 %	3,620	3,517	2.9 %
Net W/C	1,101	1,191	7.5 %	1,101	1,191	7.5 %
Working Capital % of Sales	6.1 %	6.7 %	0.6pts	6.1 %	6.7 %	0.6pts

DEBT RATIO

	Q2			YTD		
	2013	2012	% B/(W)	2013	2012	% B/(W)
Notes Payable	6	3	nm	6	3	nm
Current Maturities of LTD	509	510	0.3 %	509	510	0.3 %
L/T Debt	1,936	1,922	(0.7)%	1,936	1,922	(0.7)%
Total Debt	2,451	2,435	(0.6)%	2,451	2,435	(0.6)%
Noncontrolling Interests	112	105	(6.5)%	112	105	(6.5)%
Whirlpool Stockholders' Equity	4,546	4,212	7.9 %	4,546	4,212	7.9 %
Total Debt to Capital	34.5 %	36.1 %	1.6pts	34.5 %	36.1 %	1.6pts

nm: Not meaningful