

WHIRLPOOL CORPORATION
Key Financial Statistics for Q1 2012
(amounts in millions, except per share data)

	Q1 2012		
	2012	2011	% B/(W)
SALES AND EARNINGS			
Units	12,212	12,676	(3.7%)
Net Sales	4,349	4,401	(1.2%)
Operating Profit	205	228	(10.3%)
Interest and Sundry Income (Expense)	(18)	(20)	8.4%
Interest Expense	(54)	(54)	0.1%
Income Tax Expense (Benefit)	36	(24)	nm
Noncontrolling Interest	5	9	(45.4%)
Net Earnings	92	169	(45.7%)
Diluted EPS	\$ 1.17	\$ 2.17	(46.1%)

	Q1 2012		
	2012	2011	% B/(W)
OPERATING EXPENSES			
Cost of Goods Sold	3,698	3,778	2.1%
Gross Margin %	15.0%	14.1%	0.9pts
Selling and Administrative % of sales	405 9.3%	380 8.6%	(6.8%) (0.7pts)

BUSINESS SEGMENT INFORMATION

	Q1 2012		
	2012	2011	% B/(W)
North America			
Net Sales	2,239	2,258	(0.9%)
Operating Profit	151	59	156.6%
% of sales	6.7%	2.6%	4.1pts
Latin America			
Net Sales	1,259	1,227	2.6%
Operating Profit	121	174	(30.4%)
% of sales	9.6%	14.2%	(4.6pts)
EMEA			
Net Sales	688	743	(7.5%)
Operating Profit	5	25	(81.6%)
% of sales	0.7%	3.3%	(2.6pts)
Asia			
Net Sales	202	208	(2.8%)
Operating Profit	9	11	(17.7%)
% of sales	4.3%	5.1%	(0.8pts)
Other and Eliminations			
Net Sales	(39)	(35)	
Operating Profit	(81)	(41)	
Total			
Units	12,212	12,676	(3.7%)
Net Sales	4,349	4,401	(1.2%)
Operating Profit	205	228	(10.3%)
% of sales	4.7%	5.2%	(0.5pts)

	Q1 2012		
	2012	2011	% B/(W)
MISCELLANEOUS			
Average Shares - Diluted	78.5	77.9	(0.8%)
Average Shares - Basic	77.3	76.7	(0.9%)
Effective Tax Rate	26.9%	-15.5%	(42.4pts)

	Q1 2012		
	2012	2011	% B/(W)
WORKING CAPITAL			
Receivables	2,143	2,347	8.7%
Inventories	2,608	2,938	11.2%
Payables	3,581	3,572	(0.2%)
Net W/C	1,170	1,713	31.7%
Working Capital % of Sales (YTD)	6.7%	9.7%	3.0pts

	Q1 2012		
	2012	2011	% B/(W)
DEBT RATIO			
Notes Payable	-	2	100.0%
Current Maturities of LTD	861	313	(175.3%)
L/T Debt	1,628	2,193	25.8%
Total Debt	2,489	2,508	0.8%
Noncontrolling Interests	103	105	2.1%
Whirlpool Stockholders' Equity	4,355	4,467	(2.5%)
Total Debt to Capital	35.8%	35.4%	(0.4pts)

nm: Not meaningful