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**SUPPLEMENTAL INFORMATION**

**SECOND-QUARTER 2021**

**JULY 21, 2021**

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## SUPPLEMENTAL INFORMATION - CONSOLIDATED FINANCIAL STATEMENTS

### RECONCILIATION OF GAAP TO NON-GAAP FINANCIAL MEASURES

(Millions of dollars except per share data)

(Unaudited)

We supplement the reporting of our financial information determined under U.S. generally accepted accounting principles (GAAP) with certain non-GAAP financial measures, some of which we refer to as "ongoing" measures, including earnings before interest and taxes (EBIT), EBIT margin, ongoing EBIT, ongoing EBIT margin, ongoing earnings per diluted share, organic net sales, adjusted effective tax rate, sales excluding currency and free cash flow. Ongoing measures exclude items that may not be indicative of, or are unrelated to, results from our ongoing operations and provide a better baseline for analyzing trends in our underlying businesses. Sales excluding foreign currency is calculated by translating the current period net sales, in functional currency, to U.S. dollars using the prior-year period's exchange rate compared to the prior-year period net sales. Management believes that sales excluding foreign currency provides stockholders with a clearer basis to assess our results over time, excluding the impact of exchange rate fluctuations. Management believes that adjusted tax rate provides investors with a meaningful, consistent comparison of the Company's effective tax rate, excluding the pre-tax income and tax effect of certain unique items. Management believes that free cash flow provides investors and stockholders with a relevant measure of liquidity and a useful basis for assessing the company's ability to fund its activities and obligations. The Company provides free cash flow related metrics, such as free cash flow as a percentage of net sales, as long-term management goals, not an element of its annual financial guidance, and as such does not provide a reconciliation of free cash flow to cash provided by (used in) operating activities, the most directly comparable GAAP measure, for these long-term goal metrics. Whirlpool does not provide a non-GAAP reconciliation for its other forward-looking long-term value creation and other goals, such as organic net sales, EBIT, and gross debt leverage (gross debt/ongoing EBITDA), as such reconciliation would rely on market factors and certain other conditions and assumptions that are outside of the company's control. We believe that these non-GAAP measures provide meaningful information to assist investors and stockholders in understanding our financial results and assessing our prospects for future performance, and reflect an additional way of viewing aspects of our operations that, when viewed with our GAAP financial measures, provide a more complete understanding of our business. Because non-GAAP financial measures are not standardized, it may not be possible to compare these financial measures with other companies' non-GAAP financial measures having the same or similar names. These ongoing financial measures should not be considered in isolation or as a substitute for reported net earnings available to Whirlpool per diluted share, net earnings, net earnings available to Whirlpool, net earnings margin, net sales, effective tax rate and cash provided by (used in) operating activities, the most directly comparable GAAP financial measures. We also disclose segment EBIT as important financial metrics used by the Company's Chief Operating Decision Maker to evaluate performance and allocate resources in accordance with *ASC 280 - Segment Reporting*. GAAP net earnings available to Whirlpool per diluted share and ongoing earnings per diluted share are presented net of tax, while individual adjustments in each reconciliation are presented on a pre-tax basis; the income tax impact line item aggregates the tax impact for these adjustments. The tax impact of individual line item adjustments may not foot precisely to the aggregate income tax impact amount, as each line item adjustment may include non-taxable components. Historical quarterly earnings per share amounts are presented based on a normalized tax rate adjustment to reconcile quarterly tax rates to full-year tax rate expectations. We strongly encourage investors and stockholders to review our financial statements and publicly-filed reports in their entirety and not to rely on any single financial measure.

## SECOND-QUARTER 2021 ONGOING EARNINGS BEFORE INTEREST AND TAXES AND ONGOING EARNINGS PER DILUTED SHARE

The reconciliation provided below reconciles the non-GAAP financial measures ongoing earnings before interest and taxes and ongoing earnings per diluted share, with the most directly comparable GAAP financial measures, net earnings available to Whirlpool and net earnings per diluted share available to Whirlpool, for the three months ended June 30, 2021. Net earnings margin is calculated by dividing net earnings available to Whirlpool by net sales. Ongoing EBIT margin is calculated by dividing ongoing EBIT by net sales. EBIT margin is calculated by dividing EBIT by net sales. The earnings per diluted share GAAP measure and ongoing measure are presented net of tax, while each adjustment is presented on a pre-tax basis. Our second-quarter GAAP tax rate was 13.9%. The aggregate income tax impact of the taxable components of each adjustment is presented in the income tax impact line item at our second-quarter adjusted tax rate (non-GAAP) of 25.0%.

|   | Three Months Ended |        |
|---|--------------------|--------|
| Earnings Before Interest & Taxes Reconciliation:          | June 30, 2021      |        |
| Net earnings (loss) available to Whirlpool                | \$                 | 581    |
| Net earnings (loss) available to noncontrolling interests |                    | (1)    |
| Income tax expense (benefit)                              |                    | 94     |
| Interest expense  |                    | 45     |
| Earnings before interest & taxes                          | \$                 | 719    |
| Net sales   | \$                 | 5,324  |
| Net earnings margin                                       |                    | 10.9 % |

|   | Results classification                         | Earnings before interest & taxes | Earnings per diluted share |
|---|--|----------------------------------|----------------------------|
| Reported measure  |  | \$ 719                           | \$ 9.15                    |
| Restructuring costs <sup>(a)</sup>                            | Restructuring costs                            | 8                                | 0.13                       |
| (Gain) loss on sale and disposal of businesses <sup>(b)</sup> | (Gain) loss on sale and disposal of businesses | (120)                            | (1.89)                     |
| Income tax impact   |  |                                  | 0.44                       |
| Normalized tax rate adjustment <sup>(c)</sup>                 |  |                                  | (1.19)                     |
| Ongoing measure   |  | \$ 607                           | \$ 6.64                    |
| Net sales   |  | \$ 5,324                         |                            |
| Ongoing EBIT margin   |  |                                  | 11.4 %                     |

Note: Numbers may not reconcile due to rounding

## SECOND-QUARTER 2020 ONGOING EARNINGS BEFORE INTEREST AND TAXES AND ONGOING EARNINGS PER DILUTED SHARE

The reconciliation provided below reconciles the non-GAAP financial measures ongoing earnings before interest and taxes and ongoing earnings per diluted share, with the most directly comparable GAAP financial measures, net earnings available to Whirlpool and net earnings per diluted share available to Whirlpool, for the three months ended June 30, 2020. Net earnings margin is calculated by dividing net earnings available to Whirlpool by net sales. Ongoing EBIT margin is calculated by dividing ongoing EBIT by net sales. EBIT margin is calculated by dividing EBIT by net sales. The earnings per diluted share GAAP measure and ongoing measure are presented net of tax, while each adjustment is presented on a pre-tax basis. Our second-quarter GAAP tax rate was 45.9%. The aggregate income tax impact of the taxable components of each adjustment is presented in the income tax impact line item at our second-quarter adjusted tax rate (non-GAAP) of 22.5%.

| Earnings Before Interest & Taxes Reconciliation:          |  | Three Months Ended<br>June 30, 2020 <sup>(5)</sup> |
|---|--|--|
| Net earnings (loss) available to Whirlpool                |  | \$ 30  |
| Net earnings (loss) available to noncontrolling interests |  | (10)   |
| Income tax expense (benefit)                              |  | 17   |
| Interest expense  |  | 49   |
| Earnings (loss) before interest & taxes                   |  | <u>\$ 86</u>                                       |
| Net sales   |  | <u>\$ 4,042</u>                                    |
| Net earnings margin                                       |  | 0.7 %  |

|   | Results classification | Earnings before<br>interest &<br>taxes <sup>(5)</sup> | Earnings per<br>diluted share <sup>(5)</sup> |
|---|------------------------|---|--|
| Reported measure                              |                        | \$ 86   | \$ 0.47                                      |
| Restructuring costs <sup>(a)</sup>            | Restructuring costs    | 118   | 1.89   |
| Income tax impact                             |                        | —   | (0.42)                                       |
| Normalized tax rate adjustment <sup>(c)</sup> |                        | —   | 0.13   |
| Ongoing measure                               |                        | <u>\$ 204</u>   | <u>\$ 2.07</u>                               |
| Net sales                                     |                        | <u>\$ 4,042</u>                                       |  |
| Ongoing EBIT margin                           |                        |   | 5.0 %  |

Note: Numbers may not reconcile due to rounding

## FULL-YEAR 2021 OUTLOOK FOR ONGOING EARNINGS BEFORE INTEREST AND TAXES AND ONGOING EARNINGS PER DILUTED SHARE

The reconciliation provided below reconciles the non-GAAP financial measures ongoing earnings before interest and taxes and ongoing earnings per diluted share, with the most directly comparable GAAP financial measures, net earnings available to Whirlpool and net earnings per diluted share available to Whirlpool, for the twelve months ending December 31, 2021. Ongoing EBIT margin is calculated by dividing ongoing EBIT by net sales. EBIT margin is calculated by dividing EBIT by net sales. The earnings per diluted share GAAP measure and ongoing measure are presented net of tax, while each adjustment is presented on a pre-tax basis. Our anticipated full-year GAAP tax rate is 22.0% to 24.0%. The aggregate income tax impact of the taxable components of each adjustment is presented in the income tax impact line item at our anticipated full-year adjusted tax (non-GAAP) rate between 24.0% and 26.0%.

|   |  | <b>Twelve Months Ending<br/>December 31, 2021</b> |   |
|---|--|---|---|
|   | Results classification                         | Earnings before<br>interest &<br>taxes*           | Earnings (loss)<br>per diluted<br>share |
| Reported measure*   |  | \$2,420   | ~\$26.95                                |
| Restructuring costs <sup>(a)</sup>                            | Restructuring costs                            | 100   | 1.57                                    |
| (Gain) loss on sale and disposal of businesses <sup>(b)</sup> | (Gain) loss on sale and disposal of businesses | (120)   | (1.89)                                  |
| Income tax impact   |  | —   | 0.08                                    |
| Normalized tax rate adjustment <sup>(c)</sup>                 |  |   | (0.71)                                  |
| Ongoing measure   |  | <u>\$2,400</u>                                    | <u>~\$26.00</u>                         |

Note: Numbers may not reconcile due to rounding

*\*Earnings Before Interest & Taxes (EBIT) is a non-GAAP measure. The Company does not provide a forward-looking quantitative reconciliation of EBIT to the most directly comparable GAAP financial measure, net earnings available to Whirlpool, because the net earnings available to noncontrolling interests item of such reconciliation -- which has historically represented a relatively insignificant amount of the Company's overall net earnings -- implicates the Company's projections regarding the earnings of the Company's non wholly-owned subsidiaries and joint ventures that cannot be quantified precisely or without unreasonable efforts.*

## FOOTNOTES

a. **RESTRUCTURING COSTS** - In the second quarter of 2020, these costs were primarily related to actions that right-size and reduce the fixed cost structure of our North America business and certain other centralized functions, attributable primarily to the macroeconomic uncertainties caused by COVID-19. In the second quarter of 2021, these costs were primarily related to actions that right-size and reduce the fixed cost structure of our EMEA business and other centralized functions.

b. **(GAIN) LOSS ON SALE AND DISPOSAL OF BUSINESSES** - On March 31, 2021, Galanz launched its partial tender offer for majority ownership of Whirlpool China. Our subsidiary tendered approximately 31% of Whirlpool China's outstanding shares in the tender offer, with the remainder representing a noncontrolling interest of approximately 20% in Whirlpool China. The transaction closed on May 6, 2021. In connection with the closing of the transaction, we received cash proceeds of \$193 million and recognized a gain on sale of \$284 million.

On May 17, 2021, our subsidiary entered into a share purchase agreement to sell its Turkish subsidiary to Arçelik. As part of the agreement, Arçelik will assume responsibility for operating the manufacturing site in Manisa, Turkey, following closing. The transaction closed on June 30, 2021. In connection with the closing of the transaction, we received cash proceeds of \$93 million and recognized a loss on sale of \$164 million.

The net impact realized in our second quarter income statement is a gain on sale of \$120 million.

c. **NORMALIZED TAX RATE ADJUSTMENT** - During the second quarter of 2021, the Company calculated ongoing earnings per share using an adjusted tax rate of 25.0% to reconcile to our anticipated full-year effective tax rate between 24.0% and 26.0%, which excludes the gain on sale and disposal of businesses. During the second quarter of 2020, the Company calculated ongoing earnings per share using an adjusted tax rate of 22.5%, to reconcile to our anticipated full-year 2020 effective tax between 20.0% and 25.0%.

## FREE CASH FLOW

As defined by the Company, free cash flow is cash provided by (used in) operating activities after capital expenditures, proceeds from the sale of assets and businesses, and changes in restricted cash. The reconciliation provided below reconciles six months ended June 30, 2021 and 2020 and 2021 full-year free cash flow with cash provided by (used in) operating activities, the most directly comparable GAAP financial measure. Free cash flow as a percentage of net sales is calculated by dividing free cash flow by net sales.

| <i>(millions of dollars)</i>  | Six Months Ended<br>June 30, |                |                 |
|---|------------------------------|----------------|-----------------|
|   | 2021                         | 2020           | 2021<br>Outlook |
| Cash provided by (used in) operating activities   | \$646                        | \$(745)        | \$1,950         |
| Capital expenditures, proceeds from sale of assets/businesses and change in restricted cash | 123                          | (128)          | (250)           |
| Free cash flow  | <u>\$769</u>                 | <u>\$(873)</u> | <u>\$1,700</u>  |
| Cash provided by (used in) investing activities*  | (279)                        | (128)          |                 |
| Cash provided by (used in) financing activities*  | (332)                        | 1,605          |                 |

\*Financial guidance on a GAAP basis for cash provided by (used in) financing activities and cash provided by (used in) investing activities has not been provided because in order to prepare any such estimate or projection, the Company would need to rely on market factors and certain other conditions and assumptions that are outside of its control.

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