WHIRLPOOL CORPORATION
Key Financial Statistics for Q4 2018
(amounts in millions, except per share data)

	Q4			YTD		
CONSOLIDATED EARNINGS INFORMATION	**2018**	**2017**	**% B/(W)**	**2018**	**2017**	**% B/(W)**
Units (In thousands)	19,369	19,730	(1.8)%	68,440	71,704	(4.6)%
Net Sales	5,660	5,702	(0.7)%	21,037	21,253	(1.0)%
Cost of Goods Sold	4,710	4,717	0.1 %	17,500	17,651	0.9 %
Gross Margin %	*16.8 %*	*17.3%*	*(0.5pts)*	*16.8 %*	*16.9 %*	*(0.1pts)*
Selling, General and Administrative	593	566	(4.6)%	2,189	2,112	(3.6)%
% of sales	*10.5 %*	*9.9%*	*(0.6pts)*	*10.4 %*	*9.9 %*	*(0.5pts)*
EBIT	307	249	23.3 %	171	1,049	(83.6)%
% of sales	*5.4 %*	*4.4%*	*1.0pts*	*0.8 %*	*4.9 %*	*(4.1pts)*
Interest Expense	51	40	(24.8)%	192	162	(18.2)%
Income Tax (Benefit) Expense	86	481	81.9 %	138	550	74.7 %
Noncontrolling Interest	—	(4)	nm	24	(13)	nm
Net Earnings (Loss) Available to Whirlpool	170	(268)	nm	(183)	350	nm
Diluted EPS	$ 2.64	$ (3.74)	nm	$ (2.72)	$ 4.70	nm

SEGMENT INFORMATION	**2018**	**2017**	**% B/(W)**	**2018**	**2017**	**% B/(W)**
North America						
Units	8,156	8,113	0.6 %	27,704	28,157	(1.6)%
Net Sales	3,082	2,932	5.1 %	11,374	11,065	2.8 %
EBIT	376	335	11.6 %	1,338	1,282	4.3 %
% of sales	*12.2 %*	*11.4%*	*0.8pts*	*11.8 %*	*11.6 %*	*0.2pts*
EMEA						
Units	5,745	6,349	(9.5)%	20,051	22,998	(12.8)%
Net Sales	1,238	1,380	(10.3)%	4,536	4,881	(7.1)%
EBIT	(15)	8	nm	(106)	(19)	nm
% of sales	*(1.2)%*	*0.6%*	*(1.8pts)*	*(2.3)%*	*(0.4)%*	*(1.9pts)*
Latin America						
Units	3,394	3,294	3.0 %	11,838	11,638	1.7 %
Net Sales	990	1,073	(7.7)%	3,618	3,946	(8.3)%
EBIT	45	70	(35.9)%	184	248	(25.9)%
% of sales	*4.5 %*	*6.5%*	*(2.0pts)*	*5.1 %*	*6.3 %*	*(1.2pts)*
Asia						
Units	2,074	1,974	5.0 %	8,847	8,911	(0.7)%
Net Sales	372	358	4.2 %	1,587	1,539	3.2 %
EBIT	8	10	(18.4)%	83	14	nm
% of sales	*1.9 %*	*2.7%*	*(0.8pts)*	*5.2 %*	*0.9 %*	*4.3pts*
Other and Eliminations						
Net Sales	(22)	(41)		(78)	(178)	
EBIT	(107)	(174)		(1,328)	(476)	

MISCELLANEOUS	**2018**	**2017**	**% B/(W)**	**2018**	**2017**	**% B/(W)**
Average Shares - Diluted	64.7	71.5	9.5 %	67.2	74.4	9.7 %
Average Shares - Basic	64.2	71.5	10.2 %	67.2	73.3	8.3 %
Effective Tax Rate	*33.9 %*	*nm*	*nm*	*nm*	*nm*	*nm*

WORKING CAPITAL	**2018**	**2017**	**% B/(W)**
Receivables	2,210	2,665	17.1 %
Inventories	2,533	2,988	15.2 %
Payables	4,487	4,797	(6.5)%
Net Working Capital	256	856	70.0 %
Working Capital % of Sales	*1.2 %*	*4.0 %*	*2.8pts*

FREE CASH FLOW	**2018**	**2017**	**% B/(W)**
Cash Provided by Operating Activities	1,229	1,264	(2.8)%
Capital Expenditures	(590)	(684)	13.7 %
Proceeds from Sale of Assets and Business	160	61	nm
Change in Restricted Cash	54	66	18.2 %
Free Cash Flow	853	707	20.7 %

nm: Not meaningful