

**WHIRLPOOL CORPORATION**  
**Key Financial Statistics for Q2 2020**  
(amounts in millions, except per share data)

	Q2			YTD		
	2020	2019	% B/(W)	2020	2019	% B/(W)
<b>CONSOLIDATED EARNINGS INFORMATION</b>						
Net Sales	4,042	5,186	(22.1)%	8,367	9,946	(15.9)%
Cost of Products Sold	3,411	4,254	19.8 %	7,036	8,202	14.2 %
Gross Margin %	15.6 %	18.0 %	(2.4pts)	15.9 %	17.5 %	(1.6pts)
Selling, General and Administrative % of sales	421	584	28.0 %	841	1,089	22.8 %
EBIT	92	254	(64.0)%	353	647	(45.6)%
% of sales	2.3 %	4.9 %	(2.6pts)	4.2 %	6.5 %	(2.3pts)
Interest Expense	49	52	5.3 %	92	103	11.9 %
Income Tax (Benefit) Expense	18	130	86.3 %	89	(2)	nm
Noncontrolling Interest	(10)	5	nm	(15)	8	nm
Net Earnings Available to Whirlpool	35	67	(48.2)%	187	538	(65.2)%
% of sales	0.9 %	1.3 %	(0.4pts)	2.2 %	5.4 %	(3.2pts)
Diluted EPS	\$ 0.55	\$ 1.04	(46.9)%	\$ 2.97	\$ 8.35	(64.5)%

**SEGMENT INFORMATION**

	2020	2019	% B/(W)	2020	2019	% B/(W)
<b>North America</b>						
Net Sales	2,501	2,858	(12.5)%	5,041	5,393	(6.5)%
EBIT	316	353	(10.6)%	619	665	(7.0)%
% of sales	12.6 %	12.4 %	0.2pts	12.3 %	12.3 %	0.0pts
<b>EMEA</b>						
Net Sales	836	1,032	(19.0)%	1,715	2,036	(15.8)%
EBIT	(66)	(16)	(313.1)%	(81)	(37)	65.8 %
% of sales	(7.9)%	(1.6)%	(6.3pts)	(4.7)%	(1.8)%	(2.9pts)
<b>Latin America</b>						
Net Sales	434	888	(51.1)%	1,052	1,763	(40.3)%
EBIT	11	56	(80.5)%	42	101	(57.9)%
% of sales	2.5 %	6.3 %	(3.8pts)	4.0 %	5.7 %	(1.7pts)
<b>Asia</b>						
Net Sales	271	430	(37.1)%	559	801	(30.2)%
EBIT	(18)	15	nm	(34)	22	nm
% of sales	(6.7)%	3.6 %	(10.3pts)	(6.1)%	2.8 %	(8.9pts)
<b>Other and Eliminations</b>						
Net Sales	—	(22)		—	(47)	
EBIT	(151)	(154)		(193)	(104)	

**MISCELLANEOUS**

	2020	2019	% B/(W)	2020	2019	% B/(W)
Average Shares - Basic	62.4	63.8	2.2 %	62.6	63.9	2.0 %
Average Shares - Diluted	62.7	64.3	2.5 %	63.0	64.4	2.2 %
Effective Tax Rate	41.9 %	64.5 %	22.6pts	34.1 %	(0.4)%	nm

**WORKING CAPITAL**

	2020	2019	% B/(W)
Receivables	1,998	2,387	16.3 %
Inventories	2,129	3,008	29.2 %
Payables	3,328	4,270	(22.1)%
Net Working Capital	799	1,125	29.0 %
Working Capital % of Sales	4.8 %	5.7 %	0.9pts

**FREE CASH FLOW**

	2020	2019	% B/(W)
Cash Used by Operating Activities	(745)	(821)	9.3 %
Capital Expenditures	(155)	(197)	21.3 %
Proceeds from Sale of Assets and Business	27	5	nm
Change in Restricted Cash	—	16	nm
Free Cash Flow	(873)	(997)	12.4 %

nm: Not meaningful