WHIRLPOOL CORPORATION
Key Financial Statistics for Q3 2020
(amounts in millions, except per share data)

	Q3			YTD		
CONSOLIDATED EARNINGS INFORMATION	**2020**	**2019**	**% B/(W)**	**2020**	**2019**	**% B/(W)**
Net Sales	5,291	5,091	3.9 %	13,658	15,037	(9.2)%
Cost of Products Sold	4,136	4,350	4.9 %	11,172	12,552	11.0 %
Gross Margin %	*21.8 %*	*14.5 %*	*7.3pts*	*18.2 %*	*16.5 %*	*1.7pts*
Selling, General and Administrative	513	491	(4.7)%	1,354	1,580	14.3 %
% of sales	*9.7 %*	*9.6 %*	*(0.1pts)*	*9.9 %*	*10.5 %*	*0.6pts*
EBIT	592	722	(17.9)%	945	1,369	(31.0)%
% of sales	*11.2 %*	*14.2 %*	*(3pts)*	*6.9 %*	*9.1 %*	*(2.2pts)*
Interest Expense	51	45	(13.3)%	142	148	3.6 %
Income Tax (Benefit) Expense	143	313	54.6 %	233	311	25.6
Noncontrolling Interest	1	6	77.6	(14)	14	nm
Net Earnings Available to Whirlpool	397	358	11.0 %	584	896	(34.8)%
% of sales	*7.5 %*	*7.0 %*	*0.5pts*	*4.3 %*	*6.0 %*	*(1.7pts)*
Diluted EPS	$ 6.27	$ 5.57	12.6 %	$ 9.26	$ 13.93	(33.5)%

SEGMENT INFORMATION	**2020**	**2019**	**% B/(W)**	**2020**	**2019**	**% B/(W)**
North America						
Net Sales	2,961	3,010	(1.6)%	8,002	8,403	(4.8)%
EBIT	567	387	46.7 %	1,186	1,052	12.7 %
% of sales	*19.2 %*	*12.8 %*	*6.4pts*	*14.8 %*	*12.5 %*	*2.3pts*
EMEA						
Net Sales	1,258	1,090	15.4 %	2,973	3,126	(4.9)%
EBIT	43	(4)	nm	(38)	(41)	6.2 %
% of sales	*3.4 %*	*(0.4)%*	*3.8pts*	*(1.3)%*	*(1.3)%*	*0pts*
Latin America						
Net Sales	719	632	13.7 %	1,771	2,395	(26.1)%
EBIT	77	29	165.5 %	119	130	(8.2)%
% of sales	*10.7 %*	*4.6 %*	*6.1pts*	*6.7 %*	*5.4 %*	*1.3pts*
Asia						
Net Sales	353	358	(1.4)%	912	1,159	(21.3)%
EBIT	6	9	(28.1)	(28)	31	nm
% of sales	*1.8 %*	*2.4 %*	*(0.6pts)*	*(3.0)%*	*2.7 %*	*(5.7pts)*
Other and Eliminations						
Net Sales	—	1		—	(46)	
EBIT	(101)	301		(294)	197	

MISCELLANEOUS	**2020**	**2019**	**% B/(W)**	**2020**	**2019**	**% B/(W)**
Average Shares - Basic	62.6	63.6	1.7 %	62.6	63.8	1.9 %
Average Shares - Diluted	63.3	64.2	1.5 %	63.1	64.3	1.9 %
Effective Tax Rate	*26.4 %*	*46.3 %*	*19.9pts*	*28.9 %*	*25.5 %*	*nm*

WORKING CAPITAL	**2020**	**2019**	**% B/(W)**
Receivables	2,716	2,588	(4.9)%
Inventories	2,216	2,883	23.1 %
Payables	4,179	4,229	(1.2)%
Net Working Capital	753	1,242	39.4 %
Working Capital % of Sales	*4.1 %*	*6.2 %*	*2.1pts*

FREE CASH FLOW	**2020**	**2019**	**% B/(W)**
Cash Provided by (Used in) Operating Activities	407	(566)	nm
Capital Expenditures	(251)	(306)	18.0 %
Proceeds from Sale of Assets and Business	27	1,034	nm
Change in Restricted Cash	(13)	33	nm
Repayment of Term Loan	—	(1,000)	nm
Free Cash Flow	170	(805)	nm

nm: Not meaningful