

WHIRLPOOL CORPORATION
Key Financial Statistics for Q3 2021
(amounts in millions, except per share data)

CONSOLIDATED EARNINGS INFORMATION	Q3			YTD		
	2021	2020	% B/(W)	2021	2020	% B/(W)
Net Sales	5,488	5,291	3.7 %	16,170	13,658	18.4 %
Cost of Products Sold	4,380	4,143	(5.7)%	12,823	11,182	(14.7)%
<i>Gross Margin %</i>	20.2 %	21.7 %	(1.5pts)	20.7 %	18.1 %	2.6pts
Selling, General and Administrative	524	513	(2.1)%	1,526	1,354	(12.7)%
<i>% of sales</i>	9.5 %	9.7 %	0.2pts	9.4 %	9.9 %	0.5pts
EBIT	630	585	7.7 %	1,993	935	nm
<i>% of sales</i>	11.5 %	11.1 %	0.4pts	12.3 %	6.8 %	5.5pts
Interest Expense	44	51	13.7 %	134	142	5.6 %
Income Tax (Benefit) Expense	100	141	29.1 %	353	231	(52.8)%
Noncontrolling Interest	15	1	nm	21	(14)	nm
Net Earnings Available to Whirlpool	471	392	20.2 %	1,485	576	nm
<i>% of sales</i>	8.6 %	7.4 %	1.2pts	9.2 %	4.2 %	5pts
Diluted EPS	\$ 7.51	\$ 6.19	21.3 %	\$ 23.47	\$ 9.14	nm
SEGMENT INFORMATION	2021	2020	% B/(W)	2021	2020	% B/(W)
North America						
Net Sales	3,113	2,961	5.1 %	9,200	8,002	15.0 %
EBIT	553	560	(1.3)%	1,716	1,176	45.9 %
<i>% of sales</i>	17.7 %	18.9 %	(1.2pts)	18.7 %	14.7 %	4pts
EMEA						
Net Sales	1,256	1,258	(0.2)%	3,676	2,973	23.6 %
EBIT	28	43	(35.4)%	80	(38)	nm
<i>% of sales</i>	2.2 %	3.4 %	(1.2pts)	2.2 %	(1.3)%	3.5pts
Latin America						
Net Sales	841	719	17.0 %	2,336	1,771	31.9 %
EBIT	73	77	(5.2)%	209	119	75.4 %
<i>% of sales</i>	8.7 %	10.7 %	(2pts)	9.0 %	6.7 %	2.3pts
Asia						
Net Sales	278	353	(21.3)%	958	912	5.1 %
EBIT	24	6	269.1 %	50	(28)	nm
<i>% of sales</i>	8.6 %	1.8 %	6.8pts	5.2 %	(3.0)%	8.2pts
Other and Eliminations						
Net Sales	—	—		—	—	
EBIT	(48)	(101)		(62)	(294)	
MISCELLANEOUS	2021	2020	% B/(W)	2021	2020	% B/(W)
Average Shares - Basic	62.2	62.6	0.6 %	62.7	62.6	(0.2)%
Average Shares - Diluted	62.7	63.3	1.0 %	63.2	63.1	(0.2)%
Effective Tax Rate	17.1 %	26.4 %	9.3pts	19.0 %	28.9 %	9.9pts
WORKING CAPITAL	2021	2020	% B/(W)	2021	2020	% B/(W)
Receivables				3,187	2,716	(17.3)%
Inventories				2,876	2,328	(23.5)%
Payables				5,127	4,179	22.7 %
Net Working Capital				936	865	8.2 %
Working Capital % of Sales				4.3 %	4.7 %	0.4pts
FREE CASH FLOW	2021	2020	% B/(W)	2021	2020	% B/(W)
Cash Provided by (Used in) Operating Activities	1,294	407	nm	1,294	407	nm
Capital Expenditures	(306)	(251)	(21.9)%	(306)	(251)	(21.9)%
Proceeds from Sale of Assets and Business	299	27	nm	299	27	nm
Change in Restricted Cash	9	(13)	nm	9	(13)	nm
Free Cash Flow	1,296	170	nm	1,296	170	nm

nm: Not meaningful