

WHIRLPOOL CORPORATION
Key Financial Statistics for Q3 2023
(amounts in millions, except per share data)

	Q3			YTD		
	2023	2022	% B/(W)	2023	2022	% B/(W)
CONSOLIDATED EARNINGS INFORMATION						
Net Sales	4,926	4,784	3.0 %	14,367	14,801	(2.9)%
Cost of Products Sold	4,127	4,104	(0.6)%	11,989	12,373	3.1 %
<i>Gross Margin %</i>	16.2 %	14.2 %	2.0pts	16.6 %	16.4 %	0.2pts
Selling, General and Administrative	473	446	(6.1)%	1,436	1,283	(11.9)%
<i>% of sales</i>	9.6 %	9.3 %	(0.3pts)	10.0 %	8.7 %	(1.3pts)
EBIT	266	238	11.8 %	523	415	26.0 %
<i>% of sales</i>	5.4 %	5.0 %	0.4pts	3.6 %	2.8 %	0.8pts
Interest Expense	95	40	(137.5)%	259	126	(105.6)%
Income Tax (Benefit) Expense	86	53	(62.3)%	268	196	(36.7)%
Noncontrolling Interest	2	2	— %	6	8	25.0 %
Net Earnings (Loss) Available to Whirlpool	83	143	(42.0)%	(10)	85	nm
<i>% of sales</i>	1.7 %	3.0 %	(1.3pts)	(0.1)%	0.6 %	nm
Diluted EPS	\$ 1.53	\$ 2.60	(41.2)%	\$ (0.18)	\$ 1.51	nm
SEGMENT INFORMATION						
	2023	2022	% B/(W)	2023	2022	% B/(W)
North America						
Net Sales	2,977	2,873	3.6 %	8,547	8,629	(1.0)%
EBIT	298	282	5.7 %	862	1,153	(25.2)%
<i>% of sales</i>	10.0 %	9.8 %	0.2pts	10.1 %	13.4 %	(3.3pts)
EMEA						
Net Sales	863	903	(4.4)%	2,606	2,995	(13.0)%
EBIT	1	(28)	nm	23	(53)	nm
<i>% of sales</i>	0.1 %	(3.1)%	3.2pts	0.9 %	(1.8)%	2.7pts
Latin America						
Net Sales	857	750	14.3 %	2,434	2,297	6.0 %
EBIT	54	40	35.0 %	146	151	(3.3)%
<i>% of sales</i>	6.3 %	5.3 %	1.0pts	6.0 %	6.6 %	(0.6pts)
Asia						
Net Sales	229	258	(11.2)%	780	880	(11.4)%
EBIT	5	12	(58.3)%	25	48	(47.9)%
<i>% of sales</i>	2.2 %	4.7 %	(2.5pts)	3.2 %	5.5 %	(2.3pts)
Other and Eliminations						
Net Sales	—	—		—	—	
EBIT	(92)	(68)		(533)	(884)	
MISCELLANEOUS						
	2023	2022	% Δ	2023	2022	% Δ
Average Shares - Basic	55.0	54.7	0.5 %	54.9	56.3	2.5 %
Average Shares - Diluted	55.3	55.0	0.5 %	54.9	56.7	3.2 %
Effective Tax Rate	49.4 %	26.5 %	22.9pts	100.4 %	66.2 %	34.2pts
WORKING CAPITAL						
	2023	2022	% B/(W)			
Receivables	1,841	2,410	23.6 %			
Inventories	2,388	2,884	17.2 %			
Payables	3,433	4,445	(22.8)%			
Net Working Capital*	796	849	(6.2)%			
Working Capital % of Sales	5.0 %	5.4 %	(0.4pts)			
FREE CASH FLOW						
	2023	2022	% B/(W)			
Cash Provided by (Used in) Operating Activities	(322)	310	nm			
Capital Expenditures	(338)	(334)	(1.2)%			
Free Cash Flow	(660)	(24)	nm			

nm: Not meaningful

*Working Capital excludes MDA Europe