

WHIRLPOOL CORPORATION
Key Financial Statistics for Q4 2023
(amounts in millions, except per share data)

	Q4			YTD		
	2023	2022	% B/(W)	2023	2022	% B/(W)
CONSOLIDATED EARNINGS INFORMATION						
Net Sales	5,088	4,923	3.4 %	19,455	19,724	(1.4)%
Cost of Products Sold	4,296	4,278	(0.4)%	16,285	16,651	2.2 %
<i>Gross Margin %</i>	15.6 %	13.1 %	2.5pts	16.3 %	15.6 %	0.7pts
Selling, General and Administrative	557	537	(3.7)%	1,993	1,820	(9.5)%
<i>% of sales</i>	10.8 %	10.9 %	0.1pts	10.2 %	9.2 %	(1.0pts)
EBIT	393	(1,471)	nm	916	(1,056)	nm
<i>% of sales</i>	7.7 %	(29.9)%	nm	4.7 %	(5.4)%	nm
Interest Expense	92	64	(43.8)%	351	190	(84.7)%
Income Tax (Benefit) Expense	(191)	69	nm	77	265	70.9 %
Noncontrolling Interest	1	1	— %	7	8	12.5 %
Net Earnings (Loss) Available to Whirlpool	491	(1,605)	nm	481	(1,519)	nm
<i>% of sales</i>	9.7 %	(32.6)%	nm	2.5 %	(7.7)%	nm
Diluted EPS	\$ 8.90	\$ (29.35)	nm	\$ 8.72	\$ (27.18)	nm
SEGMENT INFORMATION						
	2023	2022	% B/(W)	2023	2022	% B/(W)
North America						
Net Sales	2,881	2,845	1.3 %	11,428	11,474	(0.4)%
EBIT	242	166	45.8 %	1,104	1,319	(16.3)%
<i>% of sales</i>	8.4 %	5.8 %	2.6pts	9.7 %	11.5 %	(1.8pts)
EMEA						
Net Sales	995	1,028	(3.2)%	3,601	4,023	(10.5)%
EBIT	33	(4)	nm	56	(58)	nm
<i>% of sales</i>	3.3 %	(0.4)%	3.7pts	1.6 %	(1.4)%	3.0pts
Latin America						
Net Sales	974	831	17.2 %	3,408	3,127	9.0 %
EBIT	58	49	18.4 %	204	200	2.0 %
<i>% of sales</i>	6.0 %	5.9 %	0.1pts	6.0 %	6.4 %	(0.4pts)
Asia						
Net Sales	238	219	8.7 %	1,018	1,100	(7.5)%
EBIT	3	6	(50.0)%	27	54	(50.0)%
<i>% of sales</i>	1.3 %	2.7 %	(1.4pts)	2.7 %	4.9 %	(2.2pts)
Other and Eliminations						
Net Sales	—	—		—	—	
EBIT	59	(1,688)		(475)	(2,571)	
MISCELLANEOUS						
	2023	2022	% Δ	2023	2022	% Δ
Average Shares - Basic	55.1	54.7	0.7 %	55.0	55.9	1.6 %
Average Shares - Diluted	55.2	54.7	0.9 %	55.2	55.9	1.3 %
Effective Tax Rate	(58.6)%	(4.5)%	(54.1pts)	13.0 %	(21.6)%	nm
WORKING CAPITAL						
	2023	2022	% B/(W)	2023	2022	% B/(W)
Receivables	1,529	1,555	1.7 %	1,529	1,555	1.7 %
Inventories	2,247	2,089	(7.6)%	2,247	2,089	(7.6)%
Payables	3,598	3,376	6.6 %	3,598	3,376	6.6 %
Net Working Capital	178	268	(33.6)%	178	268	(33.6)%
Working Capital % of Sales	0.9 %	1.4 %	(0.5pts)	0.9 %	1.4 %	(0.5pts)
FREE CASH FLOW						
	2023	2022	% B/(W)	2023	2022	% B/(W)
Cash Provided by (Used in) Operating Activities	915	1,390	(34.2)%	915	1,390	(34.2)%
Capital Expenditures	(549)	(570)	3.7 %	(549)	(570)	3.7 %
Free Cash Flow	366	820	(55.4)%	366	820	(55.4)%

nm: Not meaningful