

WHIRLPOOL CORPORATION

Key Financial Statistics for Q3 2004

	Q3			YTD		
	04	03	% B/(W)	04	03	% B/(W)
SALES AND EARNINGS						
Units	11,530	11,209	2.9%	33,608	31,955	5.2%
Net Sales	3,318	3,113	6.6%	9,588	8,817	8.7%
Operating Profit	183	204	(10.4%)	595	588	1.3%
Interest and Sundry Income (Expense)	(2)	(5)	59.5%	(17)	(28)	39.2%
Interest Expense	(32)	(34)	7.0%	(95)	(104)	8.7%
Income Taxes	(48)	(57)	15.9%	(171)	(160)	(7.3%)
Equity Earnings and Minority Interest	0	(3)	NM	(3)	(6)	52.6%
Earnings from Continuing Operations	101	105	(3.1%)	309	290	6.7%
Diluted EPS	\$ 1.50	\$ 1.48	1.4%	\$ 4.46	\$ 4.14	7.7%
OPERATING EXPENSES						
	04	03	% B/(W)	04	03	% B/(W)
Cost of Goods Sold	2,604	2,418	(7.7%)	7,462	6,844	(9.0%)
Gross Margin %	21.5%	22.3%	(0.8) pts	22.2%	22.4%	(0.2) pts
Selling and Administrative	526	491	(7.1%)	1,525	1,385	(10.1%)
% of sales	15.8%	15.8%	- pts	15.9%	15.7%	(0.2) pts
BUSINESS SEGMENT INFORMATION						
North America						
	04	03	% B/(W)	04	03	% B/(W)
Net Sales	2,069	2,032	1.8%	6,060	5,790	4.7%
Operating Profit	187	200	(6.6%)	611	579	5.6%
% of sales	9.0%	9.8%	(0.8) pts	10.1%	10.0%	0.1 pts
Europe						
Net Sales	783	704	11.2%	2,167	1,896	14.3%
Operating Profit	48	36	30.6%	114	80	42.2%
% of sales	6.1%	5.2%	0.9 pts	5.3%	4.2%	1.1 pts
Latin America						
Net Sales	426	322	32.0%	1,199	947	26.6%
Operating Profit	17	13	24.0%	55	55	(0.7%)
% of sales	3.9%	4.2%	(0.3) pts	4.6%	5.8%	(1.2) pts
Asia						
Net Sales	81	91	(11.7%)	278	301	(7.6%)
Operating Profit	(10)	2	NM	(24)	9	NM
% of sales	(13.0%)	2.1%	(15.1) pts	(8.5%)	2.9%	(11.4) pts
Other and Eliminations						
Net Sales	(41)	(36)		(116)	(117)	
Operating Profit	(59)	(47)		(161)	(135)	
Total						
Units	11,530	11,209	2.9%	33,608	31,955	5.2%
Net Sales	3,318	3,113	6.6%	9,588	8,817	8.7%
Operating Profit	183	204	(10.4%)	595	588	1.3%
	5.5%	6.6%	(1.1) pts	6.2%	6.7%	(0.5) pts
MISCELLANEOUS						
	04	03	% B/(W)	04	03	% B/(W)
Average Shares - Diluted	67.626	70.947	4.7%	69.265	69.865	0.9%
Average Shares - Basic	66.396	69.151	4.0%	67.711	68.719	1.5%
Effective Tax Rate	32.2%	34.5%	2.3 pts	35.5%	35.1%	(0.4) pts
WORKING CAPITAL						
	04	03	% B/(W)	04	03	% B/(W)
Inventories	1,688	1,368	(23.4%)	1,688	1,368	(23.4%)
Receivables	2,060	1,876	(9.8%)	2,060	1,876	(9.8%)
Payables	2,090	1,709	22.3%	2,090	1,709	22.3%
Net W/C	1,658	1,534	(8.0%)	1,658	1,534	(8.0%)
Working Capital % of Sales (YTD)	13.0%	13.1%	0.1 pts	13.0%	13.1%	0.1 pts
DEBT RATIO						
	04	03	% B/(W)	04	03	% B/(W)
Notes Payable	416	485	14.1%	416	485	14.1%
L/T Debt	1,127	1,113	(1.2%)	1,127	1,113	(1.2%)
Current Maturities of LTD	10	13	27.6%	10	13	27.6%
Total Debt	1,553	1,611	3.6%	1,553	1,611	3.6%
Minority Interest	65	62	(4.9%)	65	62	(4.9%)
Equity	1,380	1,123	22.8%	1,380	1,123	22.8%
Total Debt to Capital	51.8%	57.6%	5.8 pts	51.8%	57.6%	5.8 pts